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# INDUSTRIAL CANADA



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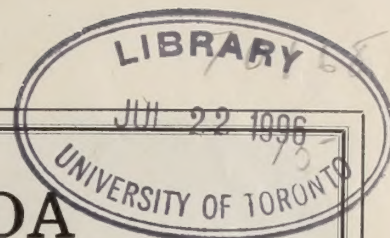
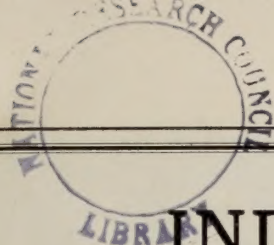
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# INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers Association  
(Incorporated), and devoted to the advancement of the industrial  
and commercial prosperity of Canada

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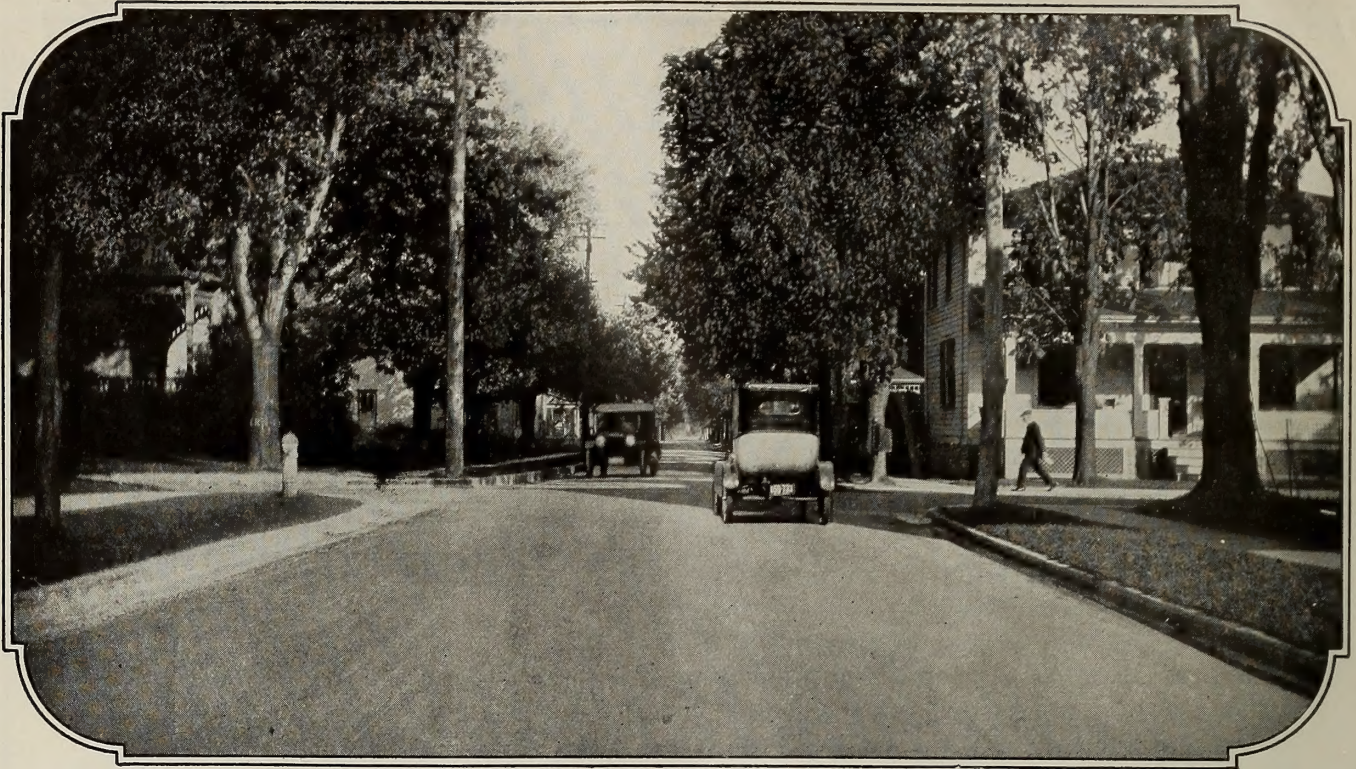
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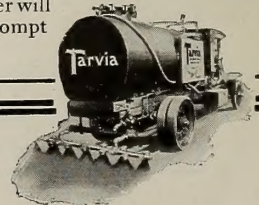
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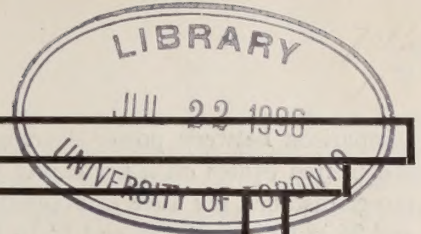


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# Industrial Canada

ISSUED BY

The Canadian Manufacturers Association

INCORPORATED

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TORONTO, MAY, 1922

No. 1

## Editorial Comment

### Our French Section.

STARTING with the April issue, a two-page section in French has become a feature of INDUSTRIAL CANADA's table of contents. This section is intended primarily to convey information about the work of the Association to our French-speaking members, of whom there are now quite a considerable number, especially in the province of Quebec. The section is compiled at the headquarters of the Quebec Division in Montreal and deals principally with the activities of that Division.

The publication of this French section is done by order of the Executive Council and is in recognition of the growing importance of the membership of the Association among the French-speaking Canadians of the province of Quebec. As has been pointed out frequently in the past, the C. M. A. is a business organization, which aims to promote the interests of Canadian manufacturers, irrespective of race or creed. In introducing a section, printed in the French language, in the official organ of the Association, we feel that we are carrying out the broad-minded principles on which the organization has been built up.

### The Coal Strike.

THE great coal strike, which went into effect last month in many of the coal mines of the United States and Western Canada, has revealed a state of affairs that is rather disquieting. The United States Geological Survey is authority for the statement that, with the industry at capacity in that country, production would approximate 750,000,000 short tons per annum. This is approximately 200,000,000 tons in excess of consumption and export. The industry has been over-developed and it is estimated that it is over-manned to the extent of 175,000 miners. The operators are engaged in a continual struggle to earn on the large investments tied up in coal lands and equipment. The miners are engaged in an equally continuous effort to secure a wage which

will enable them to earn in 215 days enough to maintain themselves and their families through 365 days. Time will doubtless work out a solution of the difficulty but meanwhile the operators are prevented by the anti-trust laws from entering into agreements to restrict output. If the strike results in driving several thousands of miners into other lines of work, where their services are needed, it may not prove an unmixed blessing.

### Hydro-Electric Progress in 1921.

SUBSTANTIAL progress appears to have been made last year in Canada in the installation of additional hydro-electric power. Despite the general depression, approximately 300,000 new horse power was added, bringing the total installation up to 2,755,980 horse power at January 1, 1922. Of this large total, 1,212,650 horse power is credited to Ontario and 1,015,385 horse power to Quebec.

In a report on construction in 1921, the Dominion Water Power Branch of the Department of the Interior, explains that "the progress of development is somewhat difficult to follow from year to year because the year is too short an interval. From three to five years, or even longer, often elapses between the first consideration of development and the delivery of power. Again, most projects commence with an initial installation much less than the ultimate projected capacity and new units of machinery are added from time to time as the load develops. In other words, what we may call the scoring column often does not reflect new construction for some years after such construction has been actively under way, but continues to record new scores from old developments.

"The 300,000 horse power installation during 1921 is made up of both kinds of growth and in addition a considerable amount of new construction was initiated which ensures that, as old power plants reach their ultimate capacity, new ones will take their place in maintaining the continued growth and prosperity of Canadian hydro-electric enterprise."

The report, which gives a brief review of development work in the individual provinces, makes an interesting



comparison between power development in Canada and the United States on a per capita basis. In 1902, horse power installed per 1000 of population was 47 in Canada and 26 in United States, or 1.81 to 1; in 1921, 198 in Canada and 51 in United States, or 3.88 to 1; and in 1920, 280 in Canada and 93 in United States, or 3.01 to 1.

#### A Suggestion from Edmonton.

WITH the hearty support of the Board of Trade and the local newspapers, members of the Women's Institute of Edmonton have been visiting the industrial plants in the city and learning at first hand what goods are made in them, how they are manufactured and the extent of local resources for industrial production.

The idea is an excellent one and might with advantage be tried out in other centres. Women control most of the buying in any family and it is desirable that they should be convinced of the value of the goods made in their own locality and of the importance, as far as possible, of supporting home industry. In this way, the Made-in-Canada movement will be given further impetus.

#### What Canada Might Save.

IN directing attention to the desirability of developing Canada's iron ores, the NORTHERN MINER of Cobalt is doing a patriotic service. In a recent issue its editor has worked out an estimate of what it would mean to this country were Canada to produce its own iron ore instead of importing it all as it does to-day. This he figures out at approximately \$2,790,526 per annum, which represents the amounts that would be paid for the various goods required in the process of taking out the ore. These goods include foodstuffs and clothing for the workmen, explosives, lumber, castings, repair parts, etc. In addition, wages would aggregate about \$3,500,000 per year and this sum, being spent in Canada, would largely augment the expenditure already referred to.

"It is then apparent," says the editor of the MINER "that almost every industry in Canada has a very real interest in the early utilization of our iron ore resources. Determination, backed up with Canadian energy and ability, will, in the opinion of the writer, bring success."

#### Prepare for the Exhibitions.

IN a few short weeks the exhibition season will be opening in the Prairie Provinces, to be followed rapidly by the fairs in other parts of Canada. The scope and usefulness of these shows are increasing from year to year and manufacturers in greater numbers are taking advantage of them to bring their products to the attention of the public. Last year a strong incentive was given to home buying by the conditions of employment and this situation was stressed by the display cards issued by the Canadian Manufacturers' Association and used extensively at fairs and exhibitions throughout the Dominion. This year the good work must be continued.

While it would be physically and financially impossible for manufacturers to place exhibits at all the fairs that are held in Canada, yet we believe that a larger number

should be covered than has been the case in the past. A selection of the principal exhibitions might well be made early in the season and arrangements concluded for the placing of suitable exhibits at each. For the convenience of our readers, we publish in this number, a list of the leading Canadian exhibitions, with list of dates for this year.

Apart from the larger exhibitions, manufacturers should consider the desirability of utilizing the smaller fairs in their immediate localities. We believe that, without much trouble or effort, attractive displays could be made at the fall fairs in their own and neighboring towns. In this connection it is surprising to find how ignorant the people often are of the manufacturing activities of their own communities so that such displays would serve to spread knowledge and quicken civic pride.

#### Woollen Industry for Manitoba Fails

EFFORTS of a group of farmers and sheep raisers in Manitoba to establish a woollen industry, under the name of the Manitoba Co-operative Woollen Mills, appear to have failed and, according to the promoters, the blame attaches to the government of the province, which refused to advance a loan of \$30,000 to assist the project to get on its feet.

"The disappointment is one we are not likely to forget," said Albert McLeod of Kelwood, president of the company, in an interview in the Manitoba Free Press. "Under all the circumstances, if the shelving of the matter may not be called a crime, it is worse; it is an inexcusable blunder to any single-minded citizen who is fully acquainted with all the conditions, the calibre of the men behind the enterprise, besides the high hopes it encouraged in the development of a portion of our farming resources that is full of promise but is being dissipated by neglect,—not to speak of what it offers in employment to quite an appreciable number of citizens and in providing first quality clothing and other material at much lower prices than are now being paid by the consumer for imported goods."

Then Mr. McLeod paints a picture of idle machinery lying rusting in eastern warehouses; of valuable fleeces lying useless in farm outhouses; of good brick buildings tenantless; of crowds of decent capable men and women looking for work; of the rank and file of the people paying ruinous freight rates and enriching eastern manufacturers, and so on.

If the explanation of the promoters is accepted, this interesting project failed because the government refused to foster it by granting assistance in the form of a loan of money. Recognition that some such assistance is necessary to put a new industry on its feet, may surely be regarded as a tacit admission that there is something to be said for protection after all. Further, the reference to idle machinery, empty buildings and unemployed people is striking testimony to the force of the Made-in-Canada argument.

If the farmers of Manitoba, who were interested in this proposed industry, have found it impossible to launch it, their experience will have taught them that



establishing a manufacturing industry is not so easy after all and that some allowance should be made for the problems met and overcome by manufacturers who have managed to struggle along without government loans.

#### Jamaica Grants Preference.

IT is satisfactory to note that the island of Jamaica has now adopted a new customs tariff embodying preferential rates in favor of Canada, as provided for in the 1920 trade agreement between the Dominion and the British West Indies. With the exception of Bermuda, which has so far failed to ratify the agreement, all the West Indian colonies are now trading on a preferential basis with Canada.

With the arrangement, we hope, on a permanent and mutually beneficial footing, it may not be inopportune to repeat the main terms of the agreement. Canada, on its part, grants a preference of 50 per cent. of the general tariff rates on importations from the British West Indies. In return, goods, the produce or manufacture of Canada, are given a preference in the various colonies as follows,—

50 per cent. in British Guiana, Trinidad, Barbados and British Honduras, although the latter colony was only obligated under the agreement to grant a preference of 33 1-3 per cent.

33 1-3 per cent. in the Leeward and Windward Islands.

25 per cent. in Jamaica and the Bahamas, although the agreement only required the Bahamas to grant a preference of 10 per cent.

#### Canada's Water Power Resources.

AS knowledge of the water power resources of Canada increases, it is gratifying to learn that the estimated total of available power is growing and not decreasing. The Dominion Water Power Branch of the Department of the Interior, it appears, has been carrying on a careful re-analysis and computation of the water power resources of the Dominion and finds that the result of the survey places this country in a much more favorable light than have previously published compilations.

On the basis of definitely known rapids, falls and power sites, and calculating power possibilities on a basis of 24-hour power at 80% efficiency, minimum water power resources of the Dominion are placed at 18,255,000 horse power. Water power available under estimated flow for maximum development, i.e. dependable for at least six months of the year, is 32,076,000 horse power.

According to provinces, Quebec leads by a considerable margin in available power. It has 6,915,244 horse power at ordinary minimum flow and 11,640,052 horse power at estimated flow for maximum development. Ontario comes second with 4,950,300 and 6,808,190 horse power respectively and Manitoba third with 3,270,491 and 5,769,444 horse power respectively.

As against available power, there is at present a turbine installation of 2,762,880 horse power. It is pointed out, however, that it would not be correct to place this figure in direct comparison with the minimum or maximum available power figures and therefrom deduce the per-

centage of available water power resources developed to date. An allowance must be made for the average ratio between the water wheels installed and the power available. This allowance runs about 30 per cent. greater than the six month flow maximum power, so that, at present recorded water power resources, a turbine installation of 41,700,000 h. p. is available. In other words, present installation represents only 6.6 per cent. of the possible.

Of the 2,763,000 h. p. at present installed, 2,013,000 h. p. is in central electric stations for general distribution purposes; 476,000 h. p. is in pulp and paper mills and 274,000 h. p. in other industries. The total installation averages 315 h. p. per thousand population, a figure which places Canada second only to Norway in per capita utilization of water power among the countries of the world.

#### Legalized Apprenticeship.

THAT the British artisan is dependable, resultant from an accurate knowledge of the technique of his trade, is matter of common acceptance. We do not in Canada consider with sufficient care the circumstances to which this condition is due. The fixed apprenticeship

#### Maritime Province Specials

Commencing with this Number of INDUSTRIAL CANADA, we propose to publish three issues, the contents of which will be devoted mainly to the Maritime Provinces. The first articles in the series appear in this number. Other articles descriptive of the industries and industrial centres of this part of Canada will be published in June, while in July a full report of the Annual General Meeting at St. Andrews, N. B., will be presented to our readers. This group of Maritime Province Numbers have been carefully prepared with the co-operation of members of the provincial governments and others prominently identified with the business activities of the Atlantic provinces, and we trust that they may prove of service in bringing this part of the Dominion more favorably to the attention of members in other parts of Canada.

—The Editor.

with a qualified employer, the training and instruction imparted during the apprenticeship period, and what is not less important the discipline towards habits of respect, patience and obedience, and appreciation of knowledge for its own sake, have been long recognized in Great Britain as foundation qualifications of prime value. Education and knowledge are the greatest possible antidotes to industrial unrest.

That the difficulty experienced in Canada in the paucity of home-trained artisans is not confined to this country is shown by a bill introduced in the New York state legislature which provides that:—

"It shall be unlawful for any person, persons, association of persons, combination of persons, or body of persons, to prevent, attempt to prevent, or combine to prevent, any individual from learning, or from becoming an apprentice for the purpose of learning, any useful and



lawful trade; or perform any act which shall result in restricting the number of individuals who may learn or become apprenticed for said purpose; or in any way interfere with the enrolment as an apprentice or the employment of any individual desiring to learn or acquire a useful and lawful trade.

"Anyone violating the provisions of this act shall be guilty of a misdemeanor."

That such a law should be found to be desirable is an eloquent exposition of the restrictive tactics employed by labor unions in limiting the number of apprentices beyond the minimum required to provide a constant supply of properly trained artisans who are citizens of the country in which they are making their living.

### Confiscation by Taxation.

A STRONG protest against excessive taxation is voiced by the EDMONTON BULLETIN. While admitting the necessity for taxation, in order to maintain governments, federal, provincial and municipal, together with the public services they perform, the BULLETIN maintains that there should be a balance between the services rendered by the government on the one hand and the services rendered by the taxpayer through the investment of capital on the other. Over-taxation will inevitably result in the withdrawal of capital from channels of investment, which contribute to furnish employment and bring prosperity. It is just another case of killing the goose that lays the golden eggs.

Excessive taxation is a fruit of war-time experience. Then, nothing was permitted to stand in the way of providing the sinews of war, and rightly so. The nation went to the extreme of sacrifice in raising men and money to wage the war and submitted to unprecedented taxation. But, as the BULLETIN points out,—“up to the present time all governing bodies, educational, municipal, provincial and national, have retained war time outlook regarding expenditures and taxation. Under war conditions the question was, ‘What is needed?’ not, ‘Where will the money come from?’ The boom that followed the war seemed to confirm the war idea that the greater the spending, the greater the prosperity.”

It is in its relation to unemployment and business stagnation that this question of taxation is of the utmost importance and the BULLETIN puts the case very clearly in the concluding paragraphs of its editorial,—

“Today Canada and the world is in the depth of financial depression. Unemployment exists on this continent as it has not done since the black days of the early 90’s. The inflation of credit incident to and following the war has given place to a condition of deflation. Prices are going down, wages are going down. But taxation has gone up, and is still going up. Under pretext of war necessity, taxation was increased in every line, and new forms of taxation sought out by the governing body of the nation. Reason would have dictated to provincial and municipal bodies the urgent necessity of keeping down their expenditure and taxation as national expenditure and taxation went up. But the direct opposite was the fact.

National expenditures and expedients of taxation were taken as an example to be followed instead of to be avoided by our provincial and municipal governments. The result is that with the earning power of both labor and capital at its lowest ebb taxation is actually higher than when our earning power was at its best. Not only so, but both municipality and province, as well as the nation, instead of seeking to lighten the burden, are seeking opportunity to levy new and greater burdens. While the governments of the Dominion and of the city of Edmonton are making more or less substantial reductions in costs of government, the government of the province of Alberta has added largely to the annual controllable expenditure, rendering necessary largely increased taxation.

“The only remedy so far offered for unemployment is more and greater governmental expenditure, which means higher and still higher taxation. The direct responsibility of the conditions of high taxation for present conditions of unemployment does not seem to have yet struck any of our governing and tax levying bodies.

“The only real cure of unemployment is the investment of capital in productive enterprise. Because capital is not being invested in the erection of new dwellings or business houses in our towns and cities; because new farming, lumbering, mining or railway enterprises are not being developed by the investment of capital, there is a lack of sufficient employment for the workers. Why are houses not being built in Edmonton in larger numbers? Costs of material have come down; wages have been reduced, but taxes here and elsewhere have gone so high that they amount to confiscation. It is a mistake to discuss the civic levy as the only tax the citizen has to pay. The provincial and Dominion taxes are paid by the same citizens who pay the civic taxes. The fact is that in Canada as in the United States and in Britain the burden of governmental taxation has drained so large a part of the capital of the nation away from its owners that private enterprise is paralysed and industrial conditions are deplorable as they are.

“Relief of the taxpayer from the confiscation of his capital, either of money or other property, by multiplied taxation is the first step towards the cure of the unemployment situation. To relieve taxation there must be a reduction in current as distinguished from capital expenditures. Current expenditure merely eats up the current taxes and leaves the country no better off. Capital expenditure is presumably for purposes of reproductive enterprise such as railway extensions or irrigation, or reclamation work. The tax wasters must be cut off the pay roll in order that the taxpayer may have capital to invest in productive enterprise. The government cannot take away the capital of its citizens to spend in carrying on the mere functions of government, or in satisfying the fads and fancies of those who raise the loudest clamor, and still leave the capital to be invested in productive enterprise. Confiscation by taxation is not the less confiscation; nor is it the less harmful because three or four governing bodies are engaged in the giddy enterprise instead of only one.”



# Members of the Canadian Manufacturers' Association are Welcomed to the Maritime Provinces

By Premiers Foster and Murray

**N**EW BRUNSWICK will extend a cordial welcome to the representatives of the Canadian Manufacturers Association when they meet in Convention in St. Andrews-by-the-Sea next month. Our



**Hon. W. E. Foster**  
Premier of New Brunswick

province is honored for the first time by a visit from the parent body of this great business organization and we appreciate the fact that their brief sojourn in the Maritime Provinces may result in a closer knowledge of businesses by the sea and a keener insight into those difficulties our industries have to contend with because of their geographical location. In this brief message of welcome I do not propose to discuss any of the important questions in which we of the Maritimes are vitally interested nor will I again suggest any of the remedies which might assist us to a fair start with the manufacturing and other industries in the more populous centres of Canada. I will content myself for the present by asking the close attention of the delegates to the opportunities that present themselves on the eastern sea front of Canada for trade with the European world.

**I** AM very pleased indeed to have this opportunity of extending, on behalf of the Province of Nova Scotia, a welcome to the members of the Canadian Manufacturers' Association who are shortly to convene in annual session at St. Andrews, N. B.

Your Association, so long as it keeps in view the general betterment of this Dominion, can be of great benefit to the country as a whole. It is for you to see that the conditions under which our industries are carried on are the best possible conditions and so to liberalize your dealings with men that industrial strife may become a thing of the past.

The Province, to which I trust you will come after your convention deliberations, is a land rich in natural resources and with great industrial possibilities. Especially is this true with reference to the basic industries. Coal there is in abundance and iron ore within easy reach. Our water power possibilities are now being utilized and will eventually bear an important part in our industrial

St. John and Halifax provide the principal winter outlets for the export trade of Canada. St. John is the winter port terminal of the Canadian Pacific Railway in Canada. We in New Brunswick have since 1896, been endeavoring to impress upon the Parliament of Canada the necessity of recognition of the port of St. John as a national asset and to assist in such construction work as to enable it to compete on equal terms with well equipped American ports. We have only succeeded in part. The part lacks many of those facilities it should have. It requires more break-water protection, more piers, and the rapid completion of dry dock and other facilities at Courtney Bay. The better facilities there are for the shipment of exports and the receipt of imports, the better for the manufacturing industries of Canada. There fore in asking you to inspect carefully the port of St. John with a view to suggesting improvements, I am inviting you to consider what will surely be in the interests of the business of Canada.

While the discussion of those matters which concern your mutual interest will take up much of your sojourn in New Brunswick, do not fail to observe how wonderfully nature has endowed this Province of New Brunswick. If time will permit you after enjoying the beautiful surroundings of St. Andrews-by-the-Sea, there are many wonderful themes of nature we would delight to present to you. No place will be more beautiful than the Valley and the river St. John in the month of June. But if the Convention can find an opportunity of visiting the Capital City of the province the delegates will be assured of a welcome befitting such an occasion.

W. E. FOSTER.

development. There is also vast wealth in our fisheries, forests and agricultural lands.

Your stay in the Province will only allow of a cursory examination of its wealth and resources. Short though it may be, I trust that you will carry away with you a better knowledge of Nova Scotia's present, a better realization of what its future must be and, in every way, a pleasant memory of your visit.



**Hon. G. H. Murray**  
Premier of Nova Scotia

G. H. MURRAY.





Scene on the Beautiful Golf Links at St. Andrews

## St. Andrews-by-the-Sea

By Jessie I. Thomson

ON the southwestern coast of the province of New Brunswick, very close indeed to the State of Maine, Passamaquoddy Bay is separated from the outlet of the St. Croix River by a hilly triangle. St. Andrews occupies the tip of the wedge. Deer Island faces it and Campobello and Grand Manan lie in the order named out in the Bay of Fundy, off the coast of Maine. The protecting cover of these islands shelter Passamaquoddy Bay from the extreme storms of the Atlantic and its calm waters are warmer than those on the exposed coasts a little farther south.

The Passamaquoddy Indians, a tribe peaceable enough now, in all conscience, have a legend that white men planted a cross on the edge of the bay and called the spot St. Andre. In this way, they account for the name of the town and also for that of the river, St. Croix. Beneath the shadow of Chamcook Mountain, which is no mountain, but an abrupt hill four hundred feet high standing back of St. Andrews, a French ship dropped anchor on a June day in 1604. From it were unloaded cannon, implements, brick and provisions upon an island then and there baptized St. Croix. One gets an excellent impression of this island on the way up from St. Andrews to St. Stephen. The island is no longer St. Croix but is called, indifferently, Doucet's or Dochet's.

Historically, St. Andrews is not without interest to those with a bent in that direction. From these, the canopied pulpit in the Greenock Church will evoke more than a perfunctory show of enthusiasm. The church building was begun one hundred and five years ago and completed a few years later by a well-to-do captain who determined to make it a monument worthy of the town and his own generosity. He ordered a carved oak tree to be embossed upon the face of the tower in memory of his native Greenock, or Green

Oak in Scotland. To the cabinet maker who fashioned of mahogany and bird's eye maple "the finest pulpit in the province" he gave a free hand. No nails were used in fitting the parts. Exquisite care was expended upon joints and panels, and the cost, according to St. Andrews tradition, was twelve thousand dollars. The first minister of the church is buried in the adjoining yard. Besides performing his clerical duties he had time and disposition to found the "St. Andrew's

did so much to populate the Maritime Provinces. The Tories who settled in St. Andrews were especially noted for the fervency of their patriotism. One Scot who had seven sons recognized in them an opportunity to express his zeal for the Crown. Each new arrival was baptized George in honour of the reigning sovereign.

St. Andrews is one of the most delightful seaside resorts in the world and is to Canada what Newport is to the United States. As one writer has remarked "the social atmosphere is more rarefied in St. Andrews than in other Provincial resorts. The writers of pamphlets like to call it the Newport of New Brunswick." Be that as it may, St. Andrews has its own coterie of admiring enthusiasts who never weary of singing the praises of this resort where one can really get a good night's sleep after the hottest summer day. These cool evenings are a feature of St. Andrews and everyone who has tossed and tumbled in a red-hot bed in an oven-like room in an ordinary summer hotel knows what a heaven-sent boon a cooling night wind would be. In St. Andrews one doesn't yearn for such a gift; one simply takes it for granted.

The days are filled to the brim for those whose ambition it is to keep "on the go". In the first place, there are two golf courses, one of eighteen holes, the other of nine. Both these courses were laid out by John Peacock, whose professional skill is well known and justly admired by golfers the world over. Without exaggeration, let it be said that there is no better or more sporting seaside course outside Scotland. Tennis is another attraction for the athletic and bowling greens and alleys have their devotees.

At Katie's Cove is a splendid bathing beach. The water is of a pleasant temperature in this protected bay and the chute and diving boards afford endless sport. The

### Headquarters of the 1922 Convention of the Canadian Manufacturers Association

Friendly Society" to which all the town's best born of a hundred years ago belonged. The members bound themselves to converse only "upon Religion, Morality, Law, Physics, Geography, History and the present or past state of nations." As this curriculum would keep their meeting-hours reasonably well occupied, they agreed, Scotchmen all, to make pause for no other refreshment than "spirits and water."

Report has it that the old Scots families of the town have much fine plate and many heirlooms in mahogany. In any event, the frames of some of the houses were brought from the United States by United Empire Loyalists during the famous hegrira which



Casino, with its organized entertainments helps to pass the time on summer evenings.

The neighbouring country is intersected by a network of beautiful drives which are attracting motorists in greater numbers each year. Within the earthworks of a dismantled fort above the town is the summer home of Lord Shaughnessy while on Minister's Island, also called Van Horne's Island, is the model farm which from the train looked like nothing so much as a gigantic checker board. A curious thing about this "island" is that at high tide it is accessible only by boat, whereas at low tide a perfectly good road connects it with the mainland.

Industrially, St. Andrews is almost totally dependent on the fishing facilities in which the district abounds. There are both salt water and fresh water fish in great quantities and the canneries engaged in packing these products are well worth a visit. Clam factories are especially noteworthy while the sardine factory in the nearby village of Chamcook employs several hundred hands.

Not only has the Canadian Pacific Railway provided excellent transportation facilities to St. Andrews, but it has arranged for the most attractive kind of a visit by erecting and maintaining one of its famous hotels in a most delightful setting. This hotel, widely and favourably known as "The Algonquin", replaced the old building of the same name which was destroyed by fire in 1914. This new structure is a thoroughly modern type of building, constructed almost entirely of reinforced concrete, hollow tile being utilized for all interior partitions. The building consists of four storeys and two basements with over two hundred guest rooms and maximum accommodation for three hundred and fifty persons. Ninety-seven of the bedrooms have private baths; the keynote of the furnishing is "simplicity", carrying out the idea of a purely summer hotel. Danger of fire is at an absolute minimum, as fire walls and automatic fire doors divide each floor into five sections which can be completely isolated from the rest of the building.

Both the comfort and inviting character of the place impress one to a marked degree. The general feeling is quiet and restful—largely due to the simplicity and good taste used in the appointments. This simplicity and good taste, in addition to its undoubted natural recreation advantages make it a much sought out place by an increasing number of better class patrons. It is altogether carefully planned, and built along sound and safe lines, and embodies in its equipment all features of convenience necessary to a thoroughly efficient hotel service. In this it conforms to the present-day idea of a first-class summer hotel.

Its spacious grounds which overlook the sea include one of the world's finest golf courses, and through the surrounding country stretches a net work of fine motor roads that give access to some of the most charming scenery in Eastern Canada. Tennis and lawn bowling are also provided for, and sea bathing, yachting and fishing are sports for which there is every encouragement in the numerous bays that extend up and down the shore in the vicinity of the hotel.

From an article in *Acadiensis*, written by M. N. Cockburn several years ago, the following extracts dealing with the history of St. Andrews are taken.

### Origin of the Name

"A conjecture cherished by many and even related by some with a certainty that might be expected to carry conviction of positive knowledge, is that the town was named after St. Andrews in Scotland because of the points of sameness between the two places. Another conjecture frequently ventured upon in the past was that because many of the first settlers were Scotchmen, they named the town after Scotland's patron saint. It is in a like manner claimed for St. George that, because many of the first settlers among the U. E. Loyalists, who landed at Le Tang were Englishmen, and because they or many of them came there from Fort George at Castine, at the time of the revolution, they so named

"A writer of undoubted authority tells us that when Castine, which had been held during the closing years of the War of the revolution, was lost by the peace, St. Andrews or Consquamecook Point was fixed upon by the Castine Loyalists as a suitable place for settlement. Two or three refugees had preceded them and built log houses not far from the site of the present town. At the arrival of the Penobscot Loyalists the greater part of the present townsite was probably an unbroken cedar swamp. Near where the present office stands was, perhaps, the log hut erected by Brown and Frost about 1770.

### The First Settlers

"Although the Loyalists made their selection of what seemed to them to be safely and surely within the limits of the King's possessions under the Treaty of Peace, they were not, for sometime afterwards, allowed to enjoy their possessions undisturbed. The terms of the Treaty seem to have been so

framed as to leave doubt and uncertainty as to which river, named in the Treaty as the boundary line was the St. Croix. The government of the United States and the agents and representatives of that government, stubbornly and persistently insisted that the Magaguadavic river was the true and ancient river St. Croix, and therefore the boundary between Maine and New Brunswick intended in the treaty of 1783.

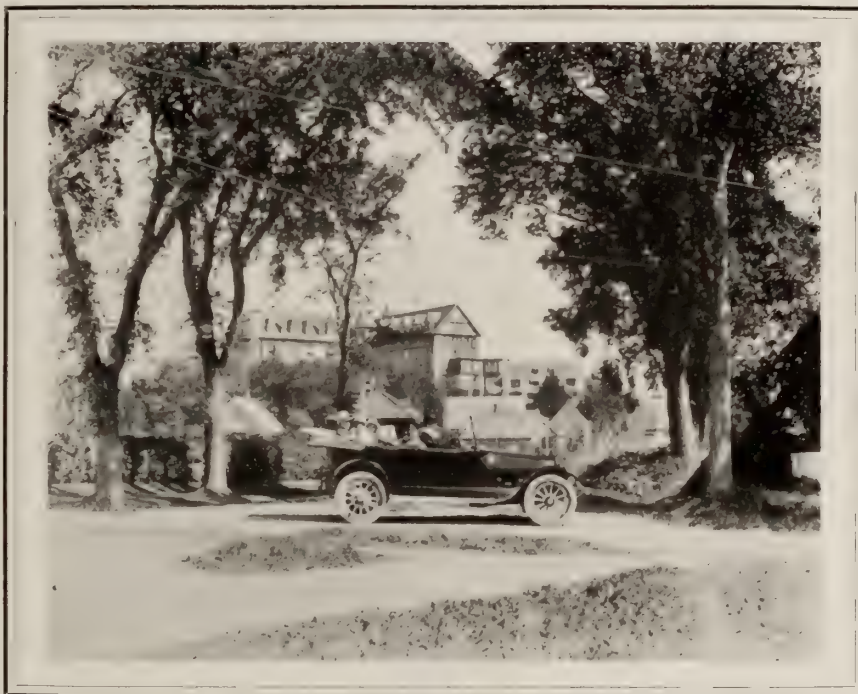
"Those who today are residents and citizens of St. Andrews and proudly boast of their allegiance to the Crown of Great Britain, scarcely appreciate the debt of gratitude they owe to that band of brave and loyal men, who, having settled here after the treaty in 1783, in spite of the protests and threats of the United States Government and officers, and the hostile treatment of the Indians, held and maintained the

same as a portion of His Majesty's possessions, until it was settled and established in 1798 that the westerly branch, and not the Magaguadavic River, was the true and ancient river St. Croix and the boundary defined in the treaty."

### The Town Laid Out

"Perhaps it was early in the year 1781 that Chales Morris, Jr., deputy surveyor, laid out the town of St. Andrews in its present regular plan—with six parallel streets running lengthwise and thirteen streets cutting them at right angles—in sixty blocks that are perfectly square, lying between Water Street on the front and Prince of Wales Street in the rear, and between Harriet Street on the north-west end of Patrick Street on the south and east, and twelve water blocks lying below Water Street made very irregular on the south-west side by the numerous curves and indentations of St. Andrews Harbor, which is their common boundary line on that side. The ancient plan bears the name of Charles Morris and the date given is 1784. By this plan the town is divided into three divisions; each block is lettered and divided into eight lots."

On the third day of January, 1786, at the City of St. John the first session of the first assembly of the province of New Brunswick convened.



A Charming Glimpse of the Algonquin Hotel

the place after England's patron saint. And a further incident of interest, based too perhaps on nothing more substantial than ancient conjecture, is that it was because of its geographical position, lying between St. Andrews and St. George and separating those two places, that the parish of St. Patrick was made to bear and perpetuate the name of Ireland's immortal saint.

"Dr. Ganong, who has gone very exhaustively into how St. Andrews received its name, says the tradition of an Indian in 1796 was that two or three hundred years before that time the French erected a cross upon St. Andrews Point on St. Andrews Day, celebrated mass there and gave it the name of "St. Andrews".

"Another MSS. gives an Indian tradition that a cross was erected there by a French priest named St. André and the town was named after that ancient divine. The best informed persons on the subject now believe that the name dates back to the French period and the first authentic record, of which the writer has any knowledge, in which the name appears, is in the Owen Journal in 1770, where it is spoken of as St. Andrews Point, and was intended to apply particularly to that portion which is now sometimes called Indian Point."



# Extent and Resources of the Maritime Provinces

A Brief Account of the Location, Climate, Physical Characteristics, History and Government of the Provinces by the Sea.

By Angus McPherson

WHILE in area the smallest of the provinces of the Canadian Confederation, the Maritime Provinces, by reason of their location on the Atlantic seaboard, their early settlement and development, their important natural resources and the splendid character of the men and women who have built them up, have played a part in the history of the Dominion far beyond what their physical extent might be expected to warrant. At the same time, in comparing the areas of the provinces, it must not be overlooked that the Maritime Provinces lie entirely within latitudes which render all sections habitable, whereas the larger provinces to the west contain vast unsettled stretches which are at present uninhabitable and may never become adapted to year-round habitation.

Nova Scotia, the most easterly of the Maritime Provinces forms an immense peninsula jutting far out into the Atlantic and separated from the mainland of New Brunswick by the narrow Isthmus of Chignecto. Its eastern extremity is broken off into the large island of Cape Breton by the Strait of Canso. With a main frontage, running in a north-easterly direction and facing the Atlantic, the Nova Scotian peninsula to the West forms with the coasts of New Brunswick and Maine, the great Bay of Fundy, while to the east, it forms the south shore of the Gulf of St. Lawrence. The province has thus an immense shore line, which is deeply indented with bays and harbors, forming innumerable havens for the shelter of fishing fleets.

New Brunswick's ocean frontage, while also of considerable extent, is sheltered by the Nova Scotian peninsula and, though exposed to a certain extent to the storms of the Bay of Fundy to the south and to those of the Gulf of St. Lawrence to the east and north, it does not come into direct contact with the Atlantic. Its immense shore line also offers advantages for the prosecution of the fishing industry.

Prince Edward Island is a crescent-shaped piece of land lying in the southern part of the Gulf of St. Lawrence and separated from the mainland of Nova Scotia and New Brunswick by the Straits of Northumberland. It has an area of about 2,184 square miles and is

exceedingly fertile, being blessed with a rich red soil that is most prolific.

## History of the Provinces

Prince Edward Island was settled originally by the French and there is still a considerable French population on its shores particularly to the east. It was named St. Jean or St. John by Champlain, the French explorer, and had a population of about 4000 when taken possession of by the British in 1758.

Nova Scotia, as the nearest land, except for Newfoundland, to Europe, was the scene of early settlement and the theatre in which were played important episodes in the struggle between England and France for the control of North America. Its history may be said to have begun with the founding by De Monts of Port Royal, now Annapolis Royal, in 1604, four years before the founding of Quebec. From then until the Peace of Paris in 1763, which definitely gave Acadie and Canada to the English, there was an almost unremitting conflict between the two each striving to secure and maintain a foothold in the province. Halifax was founded by the British in 1749 and in 1758 it witnessed the holding of the first representative assembly in British America.

## Physical Characteristics

Each province differs in certain respects from its neighbors. Mention has already been made of the fertile soil of Prince Edward Island. It is practically one great garden, though only about half its area is under cultivation. The land is quite level, the highest point on the Island being only 311 feet above sea level.

Nova Scotia presents a greater variety of physical characteristics. It too has sections of rich farming land, especially in the Annapolis Valley and in Colchester and Pictou Counties, but the central districts are rocky

and wooded, covered with numerous lakes and rivers, while in Cape Breton one encounters mountainous scenery not unlike that of the Highlands of Scotland. The coasts are rugged and broken by innumerable indentations.

In New Brunswick, the rivers form fertile valleys, while the uplands are clothed with splendid forests. The province has an area of about 27,985 square miles and its highest altitude is 2,604 feet. Over 13,000,000 acres are estimated to be suitable for agriculture, while only 50 per cent. of this area is occupied. Along the Bay of Fundy are immense areas of reclaimed marsh lands famed for wonderful productivity year after year without fertilizers. As in Nova Scotia, the interior contains many lakes and tributary streams, all of which are useful in the prosecution of the lumber industry.

## INDUSTRIAL STATISTICS OF MARITIME PROVINCES, 1919 (DOMINION BUREAU OF STATISTICS) ALL THREE PROVINCES

	1917	1918	1919
Establishments.....	No. 4,104	3,973	4,227
Capital invested.....	\$204,713,399	210,620,190	224,740,148
Employees on salaries.....	No. 5,324	4,163	4,584
Salaries.....	\$ 5,329,480	5,167,271	6,160,932
Employees on wages.....	No. 49,360	51,749	49,465
Wages.....	\$ 32,883,277	35,421,162	38,292,432
Cost of materials.....	\$146,472,306	131,602,097	133,669,232
Value of products.....	\$244,304,401	234,436,837	246,081,885

## NEW BRUNSWICK

Establishments.....	No. 1,423	1,364	1,439
Capital invested.....	\$ 65,539,370	74,470,879	89,958,882
Employees on salaries.....	No. 2,695	1,792	2,146
Salaries.....	\$ 2,590,025	2,453,825	3,045,668
Employees on wages.....	No. 18,668	18,096	22,064
Wages.....	\$ 11,232,421	11,793,563	15,877,355
Cost of materials.....	\$ 33,333,090	34,513,640	53,471,290
Value of products.....	\$ 62,417,466	68,333,069	100,005,605

## NOVA SCOTIA

Establishments.....	No. 2,147	2,125	2,249
Capital invested.....	\$136,521,655	133,262,649	131,914,231
Employees on salaries.....	No. 2,452	2,177	2,225
Salaries.....	\$ 2,623,567	2,588,657	2,958,801
Employees on wages.....	No. 28,946	32,380	25,880
Wages.....	\$ 20,929,523	22,975,321	21,598,234
Cost of materials.....	\$109,736,731	93,540,657	75,928,099
Value of products.....	\$176,369,025	160,409,890	139,206,696

## PRINCE EDWARD ISLAND

Establishments.....	No. 534	484	539
Capital invested.....	\$ 2,652,374	2,886,662	2,867,035
Employees on salaries.....	No. 177	194	213
Salaries.....	\$ 115,897	124,789	156,463
Employees on wages.....	No. 1,746	1,273	1,521
Wages.....	\$ 721,333	652,278	816,278
Cost of materials.....	\$ 3,402,485	3,547,800	4,269,843
Value of products.....	\$ 5,517,910	5,693,878	6,869,584

It then became a part of Nova Scotia but in 1770 a separation took place and, except for a short interval when it was held by the Americans, it has been a British province. In 1800 it was re-named, Prince Edward, after the Duke of Kent, father of Queen Victoria and its real period of settlement began in 1803, with the immigration efforts of Lord Selkirk.

Though French settlements existed at various points on the coast of New Brunswick, the birth of this province is usually traced to the period when the United Empire Loyalists began to arrive from the American colonies in the early eighties of the eighteenth century. The province at the time formed part of Nova Scotia, or Acadie, to give it its French name, but in 1784 it was marked off as a separate government and given the name of New Brunswick, in honor of the British royal house.



The Maritime Provinces come under the conflicting influence of the Gulf Stream and the Arctic Current and their latitude being about that of southern Europe, the climate is quite temperate, though averaging lower in winter and spring. In New Brunswick, the mean annual temperature ranges from 41.2 at St. John on the south coast to 36.9 at Dalhousie at the north. In Nova Scotia, averages are somewhat higher, Halifax being 44.3 and Sydney, 42.4, with points farther inland somewhat lower. Prince Edward Island's average is between 41 and 42.

Average annual precipitation is higher along the Atlantic coast, being 57 inches at Halifax, as compared with 40 at Wolfville and 30 at Digby. St. John has 48 inches of rainfall and Moncton 37. On the Island Charlottetown has 40 inches and Summerside 36 inches.

### Government

Nova Scotia is one of the few Canadian provinces which have retained a second chamber. This is known as the Legislative Council, members of which are appointed for life. The present administration of the province is liberal, with Hon. G. H. Murray, Premier and Provincial Secretary; Hon. O. T. Daniels, Attorney-General; Hon. E. H. Armstrong, Minister of Public Works and Mines; Hon. H. H. Wickwire, Minister of Highways.

The government of New Brunswick is also liberal and the cabinet is composed of Hon. Walter E. Foster, Premier; Hon. James P. Byrne, Attorney-General; Hon. P. J. Veniot, Minister of Public Works; Hon. D. W. Mersereau, Minister of Agriculture; Hon. J. E. Hetherington, Provincial Secretary-Treasurer and Hon. C. W. Robinson, Minister of Lands and Mines.

The government of Prince Edward Island is made up of Hon. John H. Bell, Premier; Hon. James J. Johnston, Attorney-General; Hon. Walter M. Lea, Provincial Secretary-Treasurer and Commissioner of Agriculture and Hon. Cyrus W. Crosby, Commissioner of Public Works. This administration is also liberal.

### Resources

In subsequent articles information, compiled for the most part by government officials, is supplied with regard to the principal resources of the three provinces. These include forest products minerals and fisheries. A word might be said here for the agricultural resources.

In 1920 the value of the farm crops of New Brunswick was \$46,357,300; of livestock, \$31,188,000 and of all other products, \$24,482,000. 23 cheese factories produced 11,509,457 pounds of cheese and 17 creameries 1,064,563 lbs. of butter. There were 332,988

cattle; 76,737 horses; 280,090 sheep and 92,925 hogs in the province. 78,335 acres yielded 15,510,310 bushels of potatoes, valued at \$10,857,200.

Nova Scotia's yield of field crops in 1920 was valued at \$47,846,550, while livestock was valued at \$4,645,000. There were 398,461 cattle; 67,853 horses; 403,567 sheep and 57,950 swine in the province.

The value of Prince Edward Island's field crops in 1920 was \$18,530,400 and of livestock \$12,149,000. There were 37 cheese and butter factories, which manufactured 1,157,527 lbs. of butter and 2,081,276 lbs. of cheese. Cattle numbered 139,143; horses, 35,569; sheep, 128,529; swine, 49,917.

The following description of the climate of the Maritime Provinces was written by Sir R. F. Stupart, F. R. S. C., Director of the Meteorological Survey of Canada, and appears in the Canada Year Book.

"These have a climate which is in many respects comparable with that of Southern Ontario, but there are important differences.

and the first of March. The precipitation, which is ample throughout the provinces, is heaviest along the south shore of Nova Scotia, where it exceeds 50 inches, while between 40 and 45 is more general. The snowfall is very heavy in northern New Brunswick, where it exceeds 100 inches, and diminishes southward towards Nova Scotia, where the precipitation accompanying winter storms is usually partly in the form of rain."

Writing on the agriculture of Canada in the Canada Year Book, Watson Griffin makes the following comments on the agriculture of the Maritime Provinces,—

"There are 17,863,266 acres of land in New Brunswick and it is estimated that about 10,718,000 acres are suitable for agriculture. Large areas in the most fertile sections still belong to the Crown and can be obtained by settlers as free grants. While there is much food farm land in every county, the counties having the largest areas of fertile lands are Carleton, Victoria, Madawaska, Restigouche, King's and Queen's. The rivers of New

Brunswick run through tracts of low-lying alluvial land of remarkable fertility, sometimes extending for miles back from the river, but generally less than a mile wide. These low lands, which are called intervals, are partly covered with water in the spring. Without dyking and without manure they produce great crops of fine hay every year. When dyked and brought under cultivation they prove to be remarkably fertile. New Brunswick has so many great rivers that the area of intervals is extensive, but these lands are usually attached to upland farms.

"Although New Brunswick is well suited to wheat production, the quantity of wheat grown is not large, as the farmers consider it more profitable to grow oats, hay, buckwheat, potatoes and other vegetables. A good

deal of attention is now being paid to fruit growing, and very fine apples, pears and plums are produced, while the smaller fruits such as cherries, raspberries, blackberries, and blueberries are raised in large quantities. There are no great orchard districts in New Brunswick such as are seen in the Annapolis Valley of Nova Scotia; but many of the farmers have small orchards, and expert horticulturists have declared that nearly every part of the province is well suited for apple production. New Brunswick seems to be particularly adapted to dairying on account of the luxuriant pasturage, unfailing supplies of water and nearness to the markets of both Europe and the Eastern States. The report of the commissioners appointed by the Dominion Minister of Agriculture to investigate conditions affecting the sheep industry in Canada referred to New Brunswick as a 'country with high rolling hills specially adapted for sheep.'"

### STATISTICS OF THE PRINCIPAL INDUSTRIES OF THE MARITIME PROVINCES FOR 1919 (DOMINION BUREAU OF STATISTICS)

	Estab-lish-ments No.	NEW BRUNSWICK		Salaries and Wages \$	Cost of Materials \$	Value of Products \$
		Capital \$	Em- ployees No.			
Log products	219	31,816,125	8,624	5,520,063	10,644,192	26,713,403
Cottons	3	4,636,587	1,717	1,181,824	2,722,499	6,736,974
Wood pulp	5	11,960,778	1,241	1,206,038	2,041,817	5,874,318
Biscuits and confectionery	6	1,755,053	797	563,117	2,006,961	3,258,961
Fish preserved	213	1,689,752	769	381,793	1,751,522	2,702,109
Boots and shoes (leather)	5	1,401,422	488	430,742	1,520,603	2,269,385
Foundry and machine shop products	15	2,639,349	738	842,096	579,269	1,932,239
Flour and grist mill products	42	466,157	87	68,913	1,401,722	1,674,956
Iron and steel prods.	3	1,330,967	259	258,181	961,550	1,478,198
Building and construction	36	532,153	544	499,028	553,069	1,471,848
<b>TOTALS</b>	<b>607</b>	<b>58,228,343</b>	<b>15,264</b>	<b>10,951,795</b>	<b>24,183,205</b>	<b>54,112,394</b>
		NOVA SCOTIA				
		Capital	Em- ployees			
Rolling mills and steel furnaces	1	20,399,234	2,261	2,941,942	21,530,677	31,362,000
Log products	486	6,372,121	3,423	1,389,024	3,135,602	8,331,824
Fish preserved	261	3,828,517	1,626	865,639	4,876,355	7,877,785
Shipbuilding and repairs	37	6,732,419	3,332	2,718,637	2,162,091	7,663,072
Building and construction	115	2,644,427	2,764	2,986,050	2,092,168	7,193,416
Biscuits and confectionery	10	1,832,963	1,053	684,149	1,982,822	4,206,086
Foundry products	22	1,933,766	761	766,159	660,802	2,032,618
Boilers and engines	10	1,693,088	595	672,047	451,974	1,752,983
Wood working, etc.	11	1,495,917	417	351,697	951,642	1,752,908
Electric light and power	40	4,934,369	309	292,858	.....	1,639,130
<b>TOTALS</b>	<b>1,032</b>	<b>51,866,821</b>	<b>16,541</b>	<b>13,669,102</b>	<b>37,844,133</b>	<b>73,811,822</b>
		PRINCE EDWARD ISLAND				
		Capital	Em- ployees			
Slaughtering and meatpacking	9	349,332	83	59,003	1,241,113	1,627,974
Fish preserved	195	525,810	444	157,727	698,596	1,224,436
Butter and cheese	37	127,178	84	35,1010	987,571	1,087,575
Flour and grist mill products	21	103,630	26	20,813	365,495	468,284
Log products	63	168,872	75	37,234	103,525	286,121
Foundry and machine shop products	33	240,486	76	74,190	56,300	221,353
Clothing, men's custom	29	111,274	103	58,140	103,725	219,212
Plumbing and tinsmithing	16	111,601	70	38,196	76,938	172,243
Printing and publishing	9	116,274	111	57,685	47,295	155,142
Bread and other bakery products	7	9,350	15	10,520	68,768	100,146
<b>TOTALS</b>	<b>389</b>	<b>1,863,807</b>	<b>1,087</b>	<b>548,518</b>	<b>3,749,326</b>	<b>5,562,486</b>

The spring opens somewhat later near the sea, and in a latitude somewhat higher, and then again the summers, while a little warmer than in the South of England, are rather cooler than in the peninsula of Ontario. Temperatures exceeding 85 and at times 95 are by no means infrequent during the summer months. After September, the temperature declines quite rapidly, and while October is a month of much fine weather, night frosts are likely to be severe, and towards the close of November the normal daily temperature falls below the freezing point.

"The winters in Nova Scotia are not quite as cold as in Southern Ontario, but over the greater part of New Brunswick they are colder, and taking Fredericton as a good example of prevailing winter conditions, we find them closely comparable with those of western Quebec, where zero temperatures occur quite frequently between mid-December





A Typical Coal Mining Scene in Nova Scotia

View of the bankheads and colliery works at the Springhill Mines of the Dominion Coal Co.

# Mineral Resources of the Province of Nova Scotia

Location of Deposits and their Extent, together with Special Account of the Progress of the Coal Mining Industry.

By Hon. E. H. Armstrong

Minister of Public Works and Mines for Nova Scotia

**N**EARLY all the important minerals are found in Nova Scotia, but the extent of many of them and their economic value have not yet been proved. The following are the principal minerals that are known to exist to an extent that makes them capable of being mined profitably under normal conditions:—

Coal, gold, gypsum, limestone and dolomite, iron ore, antimony, manganese, barytes, tungsten, copper, salt and various kinds of clay suitable for both fire and common bricks, pipe, tiles and pottery,—also building stone. The first five minerals have been extensively mined for years. The same thing applies to the clays and building stone. Salt has only been mined in the last few years.

## The Coal Deposits

**Coal:**—Coal is known to exist in many portions of the province, but the principal coal fields are in the counties of Cape Breton, Inverness, Pictou and Cumberland. The coal is all bituminous and is suitable for steam and domestic purposes and a large portion of it for coking purposes.

The Cape Breton coal field extends along the eastern coast for about forty miles and has an area of about four hundred square miles.

The Pictou coal field covers about forty square miles, and has some of the thickest seams in the world.

The Cumberland coal field covers an area of about four hundred square miles.

The Inverness coal field covers an area of about two hundred square miles.

This makes a total of over one thousand square miles of known coal fields.

There are over ten seams varying from three to eight feet thick in the Cape Breton field; three seams from four to sixteen feet in the Cumberland field; thirty seams from three and a half to forty feet in thickness in the Pictou field, and eight seams from two to twelve feet in the Inverness field.

In addition to the bituminous coal some small deposits of cannel coal are known to exist.

The coal fields of Nova Scotia, except that of Cumberland County, practically all follow

the shore and are the only coal fields in North America on the Atlantic coast, thus giving them a great advantage for export.

The development of the coal industry in Nova Scotia may be measured in the following way. The total sales of coal were (in round numbers),—

Period	Total	Annual Average
1785 to 1850 (inc.)....	2,750,000 tons	423,000 tons
1851 to 1890 (inc.)....	28,600,000 "	715,000 "
1891 to 1900 (inc.)....	20,553,000 "	2,055,300 "
1901 to 1910 (inc.)....	45,898,000 "	4,589,800 "
1911 to 1920 (inc.)....	55,373,000 "	5,537,000 "

The total quantity of coal sold from the mines of the province from September 1785 to September 30th, 1921 was, in round figures, 158,000,000 long tons, the quantity mined in this period being approximately 177,000,000 long tons. It is estimated that at the present time there are 8,830,000,000 long tons of coal that can be extracted from the coal fields of Nova Scotia, or nearly fifty times the total amount already mined.

## Gold in Nova Scotia

**Gold:**—The gold fields of Nova Scotia cover an area of over 3,000 square miles, and the gold bearing rocks are estimated to extend to a depth of 5,000 feet. Some of the mines have been proved to a depth of 1,200 feet. Speaking generally, their location is along the Atlantic Coast counties of the mainland. The best-known districts are:—Wine Harbour, Stormont, and Sherbrook in Guysboro County, Waverly, Uniacke, Oldham, Montague, Tanger, Caribou, Lake Catcha, Fi teen-mile Stream and Salmon River in Halifax County; Brookfield, Whiteburn and Malaga in Queens County; and Uniacke and Renfrew in Hants County. The above mentioned are all free milling gold, and some very rich specimens have been found in nearly all the districts.

Gold was discovered in 1861, and from that date to 1911 there has been an average annual production of 18,632 ozs. valued at nearly \$400,000, and a total production to date of 959,826 ozs. valued at \$19,000,000.

In consequence of the high rate of wages, high cost of materials and supplies existing for the last seven years, work in mines having

a low margin of profit was discontinued, the output having dwindled to less than 1,000 ozs. annually in the last two years.

In addition to the free milling gold, assays having gold associated with other metals are found in various parts of the province, but so far very little has been done toward investigation or mining gold occurring in this form. At West Gore, Hants County, a deposit of antimony has been worked to a depth of 700 feet. In 1907 this mine yielded 1,319 ozs. of gold in addition to about twenty five per cent of antimony of the ore mined. In each of the years 1915-16-17, about 10,000 tons of ore were mined on this property, yielding about 1,600 ozs. of gold yearly.

## Deposits of Iron Ore

**Iron:**—Previous to the development of the iron mines at Wabana, Nfld., ore of a very good character was mined in several localities in Nova Scotia for the supply of furnaces at Ferrona, Pictou County and Londonderry, Colchester County. From 1878 to 1899 an average of about 50,000 tons of ore was mined, mainly at Londonderry and Brookfield, Colchester County, Bridgeville, Pictou County and Torbrook, Annapolis County. On the opening up of the Wabana mine at Newfoundland, the extreme cheapness of mining this ore led to closing the mines in Pictou County. The mines in Annapolis County however, continued operating at the rate of about 45,000 tons per year, up to 1912.

It is not expected, at least for some years to come, that the mining of iron ore in most parts of Nova Scotia can enter into competition with the splendid development and natural advantages of the Wabana mines in Newfoundland.

The ore at Torbrook is a red hematite, much the same class as that at Wabana, and the deposit is known to be quite extensive. In addition to the above, large bodies of low grade iron ore are known to exist in Antigonish and other counties. Rich specimens of iron ore can be found in nearly every part of the province, but in many of these places no vein of economic importance has been uncovered. In a number of cases considerable



deposits of ore have been located, which, while rich in metallic iron, contained other substances detrimental to their economic use.

**Limestone:**—Limestone, while occurring in many parts of the province, has been mined and found to be in large quantities in Colchester and Pictou Counties on the mainland, and in all the Counties of Cape Breton Island.

**Gypsum:**—Immense bodies of gypsum are found in the counties of Hants and Cumberland, and the Island of Cape Breton, and are being worked quite extensively at the present time in Hants County, and also in Victoria County in the Island of Cape Breton.

#### Other Minerals

Copper, lead, silver, manganese, tungsten, molybdenum, antimony, arsenic, and other minerals are known to exist in various parts of the province, but so far the extent and value of these has not been fully demonstrated.

**Salt:**—Salt and potash were recently discovered at Malagash, Cumberland County, and sufficient work has been done to show the deposits to be of very great extent.

**Barytes:**—While the known deposits of barytes are large, only a comparatively small quantity for local use is being mined at present.

**Building Stone:**—Good building freestone is found along the shore in Cumberland and Pictou Counties, and granite along most of the Atlantic shore counties, has been quarried for local consumption and for export. Much of the granite is found to take a good polish, and is suitable for monuments.

**Clays:**—Clay suitable for fire and ordinary bricks, pipe, and tile drains is found in large deposits in Pictou, Cumberland, Halifax, Hants, Annapolis and other counties, and has been used very successfully for this purpose, especially during the last ten years.

**Oil Shales:**—Extensive deposits of oil shale are known to exist in Pictou, Antigonish and other counties. About 1860 the development of this industry was started in the Pictou coal field, but the opening of oil wells in other parts of the world reduced the price so much that the development of the oil shales was abandoned. Considerable prospecting and other work has been carried on the last few years with the object of future development of these oil shales.

From the foregoing it will be seen that the present position of the mining industry of the province is largely confined to the production of coal, there being upwards of 12,000 men directly employed and at least \$16,000,000 of capital invested in the coal mines.

The coal output for the year ending September 30th, 1921 of 6,016,000 net tons was restricted owing to adverse trade conditions and fell far below the possible production by that number of men.

A great change has taken place in regard to the market for coal in recent years. About sixty years ago the province had a very considerable market in the United States. This gradually declined until about the end of last century when it greatly increased and remained until three years ago but is now almost completely lost. Up to 1911 the St. Lawrence market seemed assured for Nova Scotia coal but in 1920 the shipments to this market had fallen to 240,000 tons. In 1921 however, there was a return to nearly 1,000,000 tons. In 1920 there was marketed over half a million tons in Europe, but in 1921 this had fallen to half that amount, most of which went to the United Kingdom.

There are at the present time four main markets for the disposal of Nova Scotia coal.

The local market, namely, Nova Scotia and other Maritime Provinces (for domestic and other purposes).

The St. Lawrence Market.  
The Railways  
Bunker.

The local market, which is greater than all others combined, depends largely on the activities of the manufacturing industry generally, more especially on the steel and iron industry. When it is appreciated that it requires practically four and one-half tons of coal to produce one ton of finished steel, it will be seen how important to the coal industry of the province is the success of the steel industry.

The St. Lawrence market took two million tons from Nova Scotia in 1913. Practically all of this trade was lost during the war. Last year shipments got back to nearly one million tons but there is keen competition with the United States in an effort to regain lost ground or even to hold the market to this extent. The Canadian National Railways take a large quantity of Nova Scotia coal and there should never be any question of the desirability or the necessity of the National Railways utilizing to the limit the coal of Nova Scotia. There has been a very considerable decrease in the coal supply to steamers for bunkering purposes. This decline has been general. It can only be resumed when trans-atlantic transportation again becomes normal and our international trade resumes more active operations. While Canada has 71% of the coal reserves in the British Empire, yet, we are not producing one-tenth as much coal as that produced in the United Kingdom and are not even producing 50% of quantity consumed in Canada.

The output therefore is relatively small and has not recently kept pace with growth of population or increasing consumption. In Nova Scotia, while the home market should be encouraged, it is of paramount importance that our coal be pushed further west. Mr.

(Continued on Page 99)



Wealth of Nova Scotia's Coal Deposits Exposed by the Atlantic

Coal Measure Cliffs, near No. 2 Colliery, Table Head, Glace Bay, showing exposure of Coal Seams.



# Water Powers and Hydro Electric Developments in the Maritime Provinces

By K. H. Smith

Chief Engineer, Nova Scotia Power Commission

**E**STIMATES of power capacity cannot be absolute. However, with actual measurements of water supply over a number of years and a definite purpose in view, estimates of minimum capacity can be made with confidence. There appear on the opposite page estimates for a number of the larger sites in the Maritime Provinces, which it is believed can be accepted with confidence as being the minimum capacity which should be installed in each case for the ordinary commercial purposes. Special purposes, installation of equipment for use during part of the year or as spare equipment and interconnection with other developments, might of course greatly modify the figures given.

These include only the larger power sites. In addition there are innumerable smaller sites, some of which are of real and immediate commercial importance. Nova Scotia in particular has been most prolific in the development of small mill sites where power is used by mechanical agencies immediately at the site. Prince Edward Island, too, had a large number of such developments some of which within recent years have been electrified to good advantage, notably a site near Montague.

Of the larger sites mentioned, those at St. Margarets Bay and at Musquash are now substantially completed with sufficient capacity to supply the immediate needs of Halifax and St. John respectively. In Nova Scotia it may be expected that East River Sheet Harbour will be developed to supply the general industrial needs and domestic needs of the various industrial centres in Pictou County, as well as Truro. Similarly, Bear River may be developed at a comparatively early date, to supply the general needs of the Province from Yarmouth to Middleton, and ultimately connect with the St. Margarets Bay development, by way of Windsor. As the capacity of these developments nears exhaustion, developments of the St. Croix, Paradise, Lequille, Gaspereau and other smaller sites in that vicinity may be expected to supply the gradual increase in consumption in this district.

Further development of the various sites on the Liverpool River, one of the largest potential sources of power in the Maritime

Provinces, depends on the advent of some industry requiring initially a considerable quantity of power. A considerable extension of the pulp and paper industry, now established near the mouth of this river, would seem to be indicated. The same observation applies to the Lahave, Medway, Tusket and Sissiboo Rivers.

special purpose and the very large timber resources tributary to it, as well as its proximity to large paper markets, would seem to clearly indicate a paper industry, possibly embracing the considerable development of this kind now operating at Edmundston.

Prior to 1919 there were no large modern hydro-electric developments in the Maritime Provinces, with

one exception—that of the Maine and New Brunswick Power Company at Aroostook Falls. Even this development was barely in Canada, being three (3) miles over the border and the bulk of its output went to the State of Maine. It is true there were a large number of small developments operated for lighting purposes only, most of these being operated by the municipalities they served. There were, too, a number of fairly large water power developments where the power was used directly for pulp and paper purposes by mechanical means. In addition there were a very large number of small water driven mills of one kind and another.

About 1918 and 1919, hydro-electric developments were undertaken by Frasers Limited, on Madawaska River in the Town of Edmundston and by the Bathurst Company Limited at Grand Falls on the Nepisiguit River. These developments were, it will be noted, undertaken, not for general public utility purposes, but to supply the industrial needs of the companies by whom they were undertaken. By this time, too, the investigations initiated in 1915 revealed with considerable assurance that the Maritime Provinces had very considerable water power resources. Naturally, questions arose as to why, in these long settled provinces, these resources had not been developed to a larger extent, various reasons being advanced.

Whatever the reasons, the facts of the matter were that in the face of very considerable water power resources easily accessible, and in a number of cases convenient to ready markets, no material hydro-electric development had taken place. It was thought that the collection of reliable data itself would tend to foster development. In addition, in the Province of Nova Scotia, legislation was adopted, vesting all provincial water resources in the Provincial Government and providing for administration of the same.



Map showing Existing and Proposed Generating Stations and Transmission Lines in the Maritime Provinces

In New Brunswick, the gradual growth in electrical consumption in St. John, Moncton and the Kennebecasis Valley will be supplied from successive developments on the Lepreaux and Magaguadavic. Further demands for general purposes along the North Shore of New Brunswick, from Campbellton to Newcastle and Chatham, including possibly large increments from time to time for the pulp and paper industry, which is now well established in that district, will be met by extensions to the existing Nepisiguit development and new developments on the Nepisiguit and Tetagouche. The Shogomoc and Pokiok will be developed to supply Woodstock and Fredericton. Grand Falls stands in splendid isolation, due to its large size, being the largest individual site in the Maritime Provinces, and distance from any existing market. Its development, above all sites in the Maritime Provinces, must be for some



Some of the legal difficulties were thereby cleared away and, as the matter stands at the present time, it is considered that the development of water power resources by private initiative has been very materially facilitated. There remained, however, the fact of public utility regulation. The allowable return on the relatively small investments necessary would not furnish even a gross return of interesting proportions. The inducement for outside capital to embark on any enterprise of this character was therefore not great and it was generally considered that development by private initiative would be largely confined to developments such as that of the Bathurst Company Limited and Frasers, Limited, who develop power primarily for their own purposes. It appeared that, if the general public of the Maritime Provinces were to receive any benefits of their water power resources, developments must be carried on largely by public enterprise.

In 1919, therefore, an act was passed in Nova Scotia, under which has been created the Nova Scotia Power Commission. In the following year, a similar act was passed in New Brunswick, under which has been created the New Brunswick Electric Power Commission. Both of these Maritime Province Commissions are public bodies and have been carrying on active construction during the past two (2) years.

It should be carefully noted that the policy of public development was initiated more as a matter of necessity than of choice; and the general attitude of these Commissions to date has been that they are not in conflict with private initiative in matters of this kind, nor do they make their policy an end in itself, but merely a means to an end. Consequently, we find the Commissions in both provinces co-operating with private corporations; power developed by the Nova Scotia Power Commission being distributed in Halifax by the Nova Scotia Tramways and Power Company, Limited and the New Brunswick Electric Power Commission buying power from the Bathurst Company, Limited, for transmission to Chatham and Newcastle.

Some recent developments, which from the standpoint of efficiency, permanency and size, compare favorably with water power



A New Development in Nova Scotia

View of the Tidewater Generating Station in connection with the St. Margaret's Bay Development of the Nova Scotia Power Commission

developments elsewhere, have already been mentioned. The St. Margaret's Bay Development of the Nova Scotia Power Commission, with an initial installation of 10,700 h.-p. and provision for further installation of 3,000 to 5,000 h.-p., has actually been in operation for some time and within the next few weeks will be supplying the electrical requirements of the City of Halifax. The Musquash Development of the New Brunswick Electric Power Commission, with a capacity of about 11,000 h.-p., is practically completed and is intended to supply the general industrial and domestic requirements

of the City of St. John as well as Moncton and the several smaller towns in the Kennebecasis Valley. A much smaller development but of equal efficiency and permanency, was put in operation by the Nova Scotia Power Commission in 1921 in Lunenburg County. This development is on the Mushamush River and, while having a capacity of only 800 h.-p., is relatively just as important as larger developments, in that it completely meets the requirements of Lunenburg and Riverport and has ample capacity to take care of the requirements not only of Lunenburg and Riverport but also of Mahone and Bridgewater for some time to come. The development of the Bathurst Company, Limited, at Grand Falls on the Nepisiguit River, with extensions to same, or other developments either on the Nepisiguit River or on the adjoining Tetagouche River, may be expected to supply the whole North Shore District, from Newcastle to Campbellton.

In addition to the generating stations and transmission lines already completed, several other developments and transmission line extensions are under consideration for construction in the immediate future and many of the larger communities in the Maritime Provinces have made applications to the Commissions in their respective provinces for supplies of electrical energy. It is expected that during the summer of 1922 a transmission line will be constructed from St. John to Moncton. This line will be supplied initially from the Musquash development, while further requirements, both for this line and for the City of St. John, will be met by generating stations to be constructed on the Lepreaux River, some twelve (12) miles west of the existing Musquash development. An application has been made by the town of Chatham for a supply of electrical energy from the transmission line now supplying Newcastle and the pulp mills at Douglastown, the source of power for which is at Grand Falls on the Nepisiguit River.

In Nova Scotia, an extensive development at East River Sheet Harbour is projected, to

### Principal Power Sites in the Maritime Provinces

NOVA SCOTIA		
Site	Capacity in H. P.	Present Installation
Liverpool River.....	80,000	6,600 h.-p. chiefly for pulp mills
Medway River.....	33,000	4,200 h.-p. for pulp mills
LaHave River.....	25,000	3,000 h.-p. for pulp and saw mills
Gaspereau River.....	19,000	900 h.-p. hydro-electric and pulp mill
Tusket River.....	17,000	350 h.-p. hydro-electric plant
East River, Sheet Harbor.....	15,000	
St. Margaret's Bay.....	12,000	10,700 h.-p. hydro-electric development
Bear River.....	8,000	
St. Croix River.....	8,000	1,600 h.-p. installed; pulp and saw mills
Paradise River.....	7,000	
Sissiboo River.....	7,000	3,000 h.-p. pulp mill
Gold River.....	7,000	
Tangier River.....	7,000	200 h.-p. hydro-electric plant
Lake Ainslie, C. B.....	7,000	
Lequille River.....	6,000	150 h.-p. hydro-electric station
Liscomb.....	5,000	500 h.-p. hydro-electric station for gold-mining.
NEW BRUNSWICK		
Grand Falls, St. John River.....	60,000	
Magaguadavic River.....	15,000	2,500 h.-p. pulp mill
Nepisiguit River.....	11,000	9,000 h.-p. hydro-electric plant
(1) Musquash River.....	9,500	11,000 h.-p. hydro-electric plant
Lepreaux River.....	9,000	
Aroostook Falls.....	9,000	6,000 h.-p. hydro-electric plant
Pokiok River.....	7,000	
Tetagouche.....	7,000	
Miramichi.....	5,000	
Shogomoc.....	5,000	

Note (1):—Installation governed by load conditions of market served.

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# Progress of Technical Education in Nova Scotia

By F. H. Sexton

Superintendent of Technical Education, Halifax

NOVA SCOTIA was the first province to establish a comprehensive system of technical education. In April, 1907, the legislature provided for a Technical College and a whole series of secondary technical schools. These have all been developed during the fifteen years that have elapsed since then, so that they are today ministering to industrial workers in all the most important towns in the province.

The Technical College is the centre and head of the system. It provides for the training of technicians, engineers, and leaders in industry. In order to prevent undue duplication and overlapping the college entered into an agreement of affiliation with the five colleges and universities in Nova Scotia and Mount Allison University in New Brunswick. By virtue of this the four year college course for engineers was split into halves. The general training in science, mathematics, English, drafting, surveying of the freshman and sophomore year is given in each of the affiliated institutions. Each of these had the staff and equipment to carry on the work adequately, but would have had to go to enormous expense if each had prepared for the full four-year course. The professional training of the junior and senior years is carried on by the Technical College. Here the staff and equipment is provided by the Province in the four basic branches of engineering, viz., — civil, mechanical, electrical and mining and students may graduate thence with the degree of bachelor of science. Up to date about \$500,000 has been spent on buildings and equipment for the college and it stands as a thorough, scientific well-staffed institution for engineering training. The college keeps in intimate contact with the industries of the province and carries out industrial research and commercial testing of materials, ores, etc. in order to aid efficient production and the utilization of the rich natural resources of Nova Scotia. The graduates are found on the staffs in every important industry in the province and some of them have attained to prominent positions in the wider fields of the rest of the Dominion and the United States.

In order to assist industry in the proper development of bosses, foremen, and superintendents, the college has instituted a wide range of short courses. These are open in a wide range of subjects such as electrical machinery, technical chemical analysis, steam engineering, metallurgy, assaying, architectural drafting, etc. for a period covering the first three months of each year. Ambitious men who had to leave school at an early age and who possess qualities of leadership in industry often find the path of promotion blocked because they do not possess certain technical knowledge. They often are highly skilled mechanics, but do not have acquaintance with the fundamental theory or science

to advance to a higher position. For these men, the short courses open the locked door to success, because the only requirements for entrance are a public school education and practical experience in industry which fits them to profit by the instruction.

Each man can take only one course and all day throughout the day he devotes all the time for three months to lectures, recitations and laboratory work in this one subject. A special corps of instructors who have all had thorough training and long practical experience is provided for these short courses. The students presenting themselves for instruction run from twenty to forty years in age and all are in deadly earnest. The amount of knowledge absorbed by these adults is hardly short of marvelous. They take their

colliery town in the province. The classes are held throughout the six winter months from October 1 to May 1st. The kind of instruction, the number of classes, etc. varies according to the dominant industrial activities in the different localities. Instruction in practically any technical subject is organized where ten students are found to attend a class and an instructor can be obtained. The teachers are recruited mainly from the ranks of foremen, superintendents, and the technical staff of the industries and the work is always intensely practical. The range of instruction covers such subjects as business English, bookkeeping, stenography and typewriting, shop mathematics, mechanical drawing, machine drawing, machine design, architectural drawing, building construction drawing, architectural design, estimating, car building design, structural steel drafting, ship drafting, elements of electricity, direct current machinery, alternating current machinery, gasoline engines, automobile repair, general chemistry, metallurgical chemistry, technical chemical analysis, steam engineering, marine engineering, navigation, garment making, dress-making, millinery, cooking, home management, land surveying, coal mining methods.

In every town a local advisory committee is formed of employers, business men, school commissioners, and representatives of organized labor. This committee



Nova Scotia Technical College, Halifax

newly acquired knowledge back to their jobs and it is not long before they begin to forge ahead. Some of these short course students in a few years have climbed to positions quite as important as if they had had a full college course.

The Technical College also has a correspondence study division which offers a wide range of courses to those who cannot have their daily work in order to improve their knowledge. The work offered covers a multitude of courses in general education, commercial and salesmanship courses, industrial and scientific courses, training for college matriculation and homemaking instruction. All of the courses, are divided into short complete units so that each individual may start on the plane where he is fitted to begin and can stop when his ambition or his needs are satisfied. The work is carefully adapted to the requirements of the people living and working in the province and each case receives the most careful individual attention. All of the courses are sold to the students at cost. In this manner the service of the college can be carried to the most remote hamlet, farm or lumber camp.

The most widespread effort in the realm of secondary technical education consists in a system of evening technical classes and schools which are maintained in almost every town of any industrial importance and every

acts as a guide and stimulus to the technical school. The classes are practically free because each student has only to pay a deposit of \$3.00 as an evidence of good faith and this is returned at the end of the session on the basis of the student's attendance. The opportunity lies at the threshold of every worker to acquire an education that will make him a more effective and intelligent producer without losing an hour's wages. Thousands of ambitious men and women flock to these classes every year and large numbers of those in responsible positions today attribute a great part of their success to the knowledge gained in these schools. Men in the coal mines who hold directive positions have to qualify by passing government examinations before they receive certificates of competency. The evening schools in all the colliery towns give the necessary training to enable the miners to qualify for such examinations and certificates. Consequently nearly all of the managers, underground managers and overmen in the mines are native Nova Scotians and former students of these schools.

Trade training and day technical classes have not yet been developed to any great extent in Nova Scotia. The whole development of technical education in this country has been of such recent origin that the best methods of full-time or part-time instruction of youths for gainful occupations have only



recently begun to be standardized. It appears that industry itself will have to take some share in this burden and that a good part of the learner's time will have to be spent in a factory in regular commercial production. Modified apprenticeship systems suitable to modern conditions will have to be evolved which are fair both to industry and to the learner. The time is ripe now for such a co-operative effort. Employers must have skilled workers and it is not just to expect that a few corporations or the public school system will produce all of them.

Technical education as it has been developed so far in Nova Scotia has proved to be of great benefit to the province, to industry, and to the individual worker who has availed himself of the advantages offered. It is practically the only thing which has been wholeheartedly endorsed by both employer and employee. The progress in this branch of education has been steady and sure. In the days of bitter commercial competition between the nations which are immediately ahead, technical education is clearly one of the most powerful instruments for success which civilization has yet developed. Great strides are being made possible by the generous assistance of the Dominion to the provinces for the extension of vocational training, but greater efforts must be put forth in the future by industry itself in co-operation with school authorities to ensure the adequate training of its workers so that Canada may maintain itself in the economic struggle and win that place which her resources together with intelligence and capacity of her people entitles her to assume.

## In New Brunswick

By Fletcher Peacock

Director of Vocational Education, Fredericton

VOCATIONAL Education as a public service on this continent is new and in New Brunswick it has just arrived. The Vocational Education Act of the Province, which has been in operation only two years, is a comprehensive one including agricultural, industrial, commercial, fisheries and home-economics training in its scope. It is administered by a provincial board appointed by the Government, and local vocational committees appointed by the local school boards. The central board includes the Chief Superintendent of Education, the Principal of the Normal School, one



Machine Tool Operation

Scene in the Nova Scotia Technical College

farmer, one manufacturer and one business man. The Hon. Fred Magee is the present chairman. Local vocational committees must include an employer of labor, an employee and a housekeeper. Thus, both in the central and local administration the fields to be served are directly represented.

In New Brunswick not more than 15% of the adolescents enter upon and less than 5% complete a high school course. This means that there is large scope for vocational training among teen age boys and girls as well as among adult workers.

The Vocational Board believes that this training must, for the most part, be made available locally so that the young people may not have to leave their homes to procure it. Establishment of full time day courses for adolescents up to the age of 16, followed by part time co-operative classes from 16 to 18 is encouraged. This scheme supplies the pupil with a broad basis of general knowledge and an opportunity to make wise choice among the occupations. The part time classes organized in co-operation with the employers, providing alternate periods for work and study, insure a vital connection between industry and the school and make the latter truly practical.

Such a service requires either separate vocational schools or special departments

added to existing high schools. Each school or department offers training definitely related to the work of the community that supports it, and a generous share of the courses is devoted to citizenship subjects such as history, civics, economics, health, etc.

A few examples will illustrate how this policy is actually working out:

1. Carleton County is a community in which agriculture predominates. The towns are all small and it would be difficult for any of them to support a vocational school alone. Such a school was therefore established for the whole county and is open to all the people between 14 and 25 years of age. Commercial home economics and agricultural courses are offered. The school has forging, motor mechanics and woodworking shops. Students give much time to mechanics, carpentry, farm power, etc. It is hoped that the other counties may soon establish similar institutions, and thus extend vocational training opportunities generally throughout the rural sections.

2. During 1921 Fredericton made a survey to discover its vocational education needs. This was the first survey of the kind to be made east of Ontario. It revealed a basis for day classes in home-economics, commercial and general industrial subjects. The industries, with the exception of leather and lumber, were found to be small and varied and it was suggested they would best be served by day instruction of a general nature and by evening schools. No basis for a unit trade school was shown to exist.

In Fredericton almost as many people were found to be employed in commercial pursuits as in all the industrial jobs combined. A vocational commercial department was therefore established in the High School. The school board is now considering the erection of a new building to house all secondary grade educational work for the city—including the industrial and home-economics courses recommended by the survey committee.

The commercial course now in operation is of three years duration. Approximately half the time is devoted to technical subjects and the balance to English, French, history, health and other general education branches. A high standard is being set which will doubtless be followed by many other towns of the province in the near future.

3. Edmundston also made an educational survey in 1921, and already a fine composite high school is under construction. Railroading and the lumber and pulp business constitute the leading industries here. An



Class in Elementary Electricity

Another scene in the Nova Scotia Technical College

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A Typical Scene in the Lumber Industry in the Maritime Provinces

To the right is a large sawmill, to the left piled lumber ready for shipment and in the foreground a barge loading lumber for some distant oversea market.

# The Forest Products Industries of New Brunswick

By L. S. Webb

Assistant Forester, Forest Service, Fredericton, N.B.

**T**HE growth and development of the forest products industries of New Brunswick spans a period of 150 years, dating back to the Treaty of Paris in 1763 when this country was finally ceded to England. In the 150 years of French regime previous to this date, little or no attention was paid to the development of the forest resources, although a very limited trade in masts and spars was probably carried on with France from the ports of St. John and St. Croix. But England early recognized the value of New Brunswick white pine as a source of supply for masts and spars for her navy and large areas were reserved along both the Bay of Fundy and the North Shore, and were maintained into the first quarter of the 19th century, when the restrictions were lifted because of the demand for settlement purposes.

In this English Period, 1763 to 1837, a large export trade developed with England, at first in squared timbers, masts and spars, boards, planks and shingles of white pine and staves of oak, and later in boards and spruce deals. It was the age of pine in the lumber industry, for the latter part of this period witnessed a decline in the pine timber trade and the establishment of an overseas trade in spruce deals, although considerable pine was still available, as it is today.

The first sawmill was a tidal mill erected at St. John in 1766. The first cargo of spars was shipped to England in 1780. The coming of the Loyalists in 1783 added considerable impetus to the industry, but the great Miramichi fire of 1825 destroyed a large area of accessible timber land, as well as several towns on the Miramichi, and was a temporary setback to the industry. On the whole the province prospered during this period, settlement being aided by lumbering

and shipbuilding. In 1833 the number of mills was estimated at 233 and the number was increasing rapidly. The first steamboats and steam mills made their initial appearance the latter part of this period.

A glance at the export figures taken at random years in this period are of interest. (see table below)

The export of pine timber reached its height in 1825, when 416,105 tons were exported. From this date onward the tonnage declined.

In 1837 the control of affairs was turned over to the province by England, and the second period, known as the Early Provincial Period (1837 to 1850), marked a gradual development in the shipbuilding and export trade. The manufacture of spruce deals steadily increased, while towards the end of the period the harvesting of hemlock tanbark was introduced. According to the census of 1851 the number of sawmills had increased to 584, giving employment to 4302 men.

In the Modern Period, dating from 1850 to the present, a wonderful development has taken place. It has been a period of "ups and downs" in the lumber industry,—good times followed by depressions. It has also been a period of continued readjustment, the manufacture of new products demanding the utilization of unexploited species, the adoption of changing trade conditions, the installation of continued mechanical improvements to plants, the closer utilization of the various species cut. Backed by extensive resources of timber, the manufacturers have maintained and improved on the early standing of the province as a source of forest products.

The many factors affecting the development during this period form a most interesting narrative. Railroad construction from time

to time since the fifties; the American Civil War with its period of high prices and demand for lumber and ships, followed by a reaction period (comparable to the conditions during the Great War); the keen competition in the deal markets of Great Britain during the seventies and eighties; all these had a direct influence on the lumber industry. However, the trade in spruce deals and dimension lumber with Great Britain improved during the nineties. Single machines and later lath machines were introduced and short lumber began to form an important part of New Brunswick's forest products.

The average annual export overseas by decades since 1880 is:

1880-1890.....	327 millions
1890-1900.....	371 "
1900-1910.....	365 "
1910-1917.....	264 "

The largest export for any one year was in 1897 when nearly 500 millions were exported; the smallest in 1917 with 116 millions, due to the war conditions on shipping.

## Present Status of the Industries

Pulp development has taken place within the present century, mostly since 1910. There are five mills in operation today, located at Edmundston, Bathurst, Chatham, St. John and St. George. The mills at Bathurst and Chatham are now maintained with electrical power supplied from the power plant at Nepisiguit Falls, completed in 1921. The annual output of the mills is about 80,000 tons, consisting of sulphite, sulphate and ground wood pulp. In 1917 the output was 58,000 tons. In addition, a large amount of pulpwood is exported to the United States from privately owned lands, amounting to 156,000 cords in 1917 and increasing to over 850,000 cords in 1919. The capital invested in pulp-mills in 1917 amounted to over 9 millions. Spruce and fir are the species used, while poplar is also exported, as there are no soda mills in this province.

The marketing of pulpwood has meant closer utilization than is possible in the sawmill operations and a higher valuation on our timberlands, especially the young growth and smaller diameters. It has meant

## Exports in Earlier Years of Industry

	1819	1837	Compared with	1844
Pine squared timber.....	247,394 tons	222,095 tons	Pine timber.....	190,222 tons
Boards and planks.....	26,545 M. sup. ft.	56,818 M. sup. ft.	Boards.....	8,187 M. sup. ft.
Staves.....	5,580 M. pcs.	735 M. pcs.	Deals.....	111,034 M. sup. ft.
Shingles.....	6,616 M. pcs.	5,181 M. pcs.		
Masts and Spars.....	6,099 pieces	4,230 pieces.		



increased prosperity for the settler and farmer and yearly employment for over a thousand men at the mills. But it has also meant a considerable reduction in the supply of spruce and fir on woodlots. It is expected that in the next few years machinery will be introduced in our mills making possible the utilization of other species, as birch and jack pine. There are rumors of paper mills being installed and it is hoped that soda mills will be established as soon as the market for this type of pulp again strengthens. Poplar is a comparatively short lived tree and the vast quantities of this species could be utilized through the soda process. More sulphite mills are also necessary before the export of pulpwood from privately owned lands to the United States can be curtailed, and the wood manufactured at home. The hydro-electric development already inaugurated by the government should be a considerable inducement for a further expansion of the pulp industry in this province.

### Lumber Manufacture

Modern mill machinery has centered the manufacture of lumber into large plants, mainly at the ports, as has been the case in other industries. Today seventy-five per cent. of the lumber is manufactured at the larger ports. In 1917 the number of mills reported was 255 with a capital investment value of \$21,000,000 and cutting 593 million feet, 99% of which was softwoods, spruce forming 77% of the total cut. The amount of lath cut was 255 millions and shingles 237 millions. Lumber production increased until 1921, when, due to depressed trade conditions, the production fell off rapidly. But New Brunswick yet ranks fourth among the provinces in timber production, and there have been remarkably few failures in the lumber industry in this province. Upwards of a million railroad ties, consisting of jack pine, cedar, hemlock and tamarac, are cut annually and sold mainly to the Canadian railways. Several thousand telephone poles of cedar are cut each year.

Very few hardwood industries have been established. One large last block factory was built after the war and is operating successfully. Veneer wood (yellow birch and maple) has been cut for export to the factories in the United States. Spool bars utilize only a few million feet of white birch. But in view of the large reserves of hardwoods in this province so suitable for veneer, flooring, furniture and novelty stock, and more especially on account of the diminishing supplies in the United States, New Brunswick with its many advantages should appeal strongly to the hardwood manufacturer seeking new supplies.

In 1917 the wood working plants, consisting of planing mills, sash and door factories, numbered 26 with a valuation of over two million dollars. During periods of activity in certain products such as lath, shingles and small dimension lumber, the portable mill takes an important part in production. It is also used by communities for sawing lumber for local consumption.

Thus with the closer utilization of our softwood for lumber, the establishment of more pulpmills and especially soda mills, and the development of hardwood factories, New Brunswick's forest products industries should continue to develop and expand as successfully as during the last century and a half, and thus the future prosperity of the country be assured.

### The Forest Resources

A word as to the forest resources which supply the wood products industries. Over seventy per cent. of the area of the province is forest land, about 32 acres of forest land per capita. The northern and central part of the province is practically an unbroken area of forest land familiar only to the lumberman

and sportsman. One hundred and fifty miles of forests lie between Edmundston and Bathurst, while an unbroken stretch of nearly 150 miles separates Grand Lake from Campbellton at the mouth of the Restigouche. The C. N. R. passes for 150 miles through forest land between Plaster Rock and Moncton. Settlement has been confined mainly to the more fertile valleys of the south and west and the coast line on the east.



Machine for Piling Deal

Scene in Yard of Snowball Lumber Company  
Chatham, N.B.

No accurate information is available regarding the total amount of standing timber in the province, but if we assume the private forest lands are on the average in as good condition as the Crown forest lands, then the average stand per acre for the whole province compares favorably with any forest lands in the North East. The growth of the various species is comparatively rapid, due largely to the long growing season, a temperate climate and a generous precipitation. The Crown forest lands comprise 7,500,000 acres, or over half the forest area of the province, while it is estimated 4,500,000 acres are owned by large companies. The forests of the farmers' woodlots and small land owners aggregate about a million acres. Soft woods comprise about sixty per cent. and the hardwoods forty per cent. Spruce (red, white and

black) forms about half the volume of softwood, although it has been the leading commercial species for the last century. Balsam fir comprises about one-third, the remainder being cedar, white pine, hemlock, jack pine, red pine and tamarac, in the order named. Of the hardwoods, white birch and yellow birch each form about a third, with poplar, beech, ash and elm, basswood, oak and butter-nut comprising the remainder, the latter three species occurring in small quantities. Except for the stands of poplar, white birch and jack pine growing on previously burned land, the species are generally found in mixture with one another, forming distinct forest types such as the spruce fir type, yellow birch, beech and maple type, or a type comprising a mixture of the hardwoods and softwoods. Some species such as hemlock, beech, basswood, only grow in certain parts of the province. Other species differ considerably in quality in different sections, while the rate of growth often varies greatly for the same species on the various watersheds. A fine network of rivers drain the province, and practically all of our forest lands are accessible for logging.

### Rich in Resources

This in brief, is the source of supply for our forest industries, which must under proper methods of treatment be made to ensure a sufficient supply in the future, as it has done in the past. The conservative policy of administration of forest lands practised by the Government and large private owners in the past finds the province comparatively rich in forest resources today. The two items most essential to the perpetuity of the forests are fire protection and regulated cutting.

Forest fires have destroyed considerable areas of forest land from time to time, the productiveness of the soil being greatly impaired as well as the loss of the growing stock. The provincial forest fire law, revised in 1918 and again in 1921, is designed for the protection of all forest lands of the province, containing all the latest fire legislation suitable to local conditions, and has made possible the organization of a permanent force to prevent the spread of forest fires on Crown lands and in co-operation with the private owner effectively combat forest fires on private lands.

The causes of fires have been largely eliminated by enforcement of the regulations of the fire law. Through enforcement of the fire permit regulation whereby slash fires were only allowed under written permit from a warden and burning closed off entirely in the dry period, the damage caused last year by



A Big New Brunswick Pulp Industry

Pulp Mill of the Bathurst Lumber Co., Limited, Bathurst, N.B.



settlers' fires only amounted to about 2% of the total. Railway fires have been appreciably reduced by the inspection of fire protective appliances on locomotives. Portable mills, open burners, etc., near forest land must be adequately protected against the spread of fire. Other causes of fires are being eliminated year by year. Co-operation is the watchword, and much is accomplished through the distribution of propaganda. A system of lookout towers is being enlarged on year by year as a means of quick detection of forest fires. Portable gasoline fire pumps, each equipped with 1000 feet of hose, are used to supplement the work of shovels, axes and grub hoes in actual fire fighting. The outlay in money has only amounted to a small percentage of the value of timber saved from destruction, and results have shown that the losses from fires are being reduced each year. Last year, in spite of the fact that the season was the driest and most severe in the past fifty years, the damage was less than the preceding year, the loss of standing timber being considerably less.

The Crown forests are logged in accordance with the existing timber regulations, the commercial species such as spruce being protected by a diameter limit system, where only trees over twelve inches on the stump may be taken out, and special attention paid to the prevention of damage to the young growth. This leaves considerable trees to grow into the next crop. All regulations in connection with the forest lands are carried out by the field staff of forest rangers in the Forest Service.

On privately owned lands the larger companies have adopted a diameter limit system for their softwood species and the cuttings are carefully supervised. Only the small parcels of forest land are being cut without provision for the future, and such areas only aggregate a small percentage of the total.

Provision has therefore been made for forest fire protection and the enforcement of existing cutting regulations on the greater part of the forest lands. To ensure a perpetual supply we must go farther and make certain that the present methods of cutting are leaving the forest in the best condition, are the best practical, and that the annual

cut does not exceed the annual growth. A forest area of 500 acres has been reserved and experimental logging on a large commercial scale carried out as a means of determining the best methods of cutting. Other problems pertaining towards better forestry practice are being investigated through the forest survey of the Crown forests, which is an organized stock taking of the amount, the condition, rate of growth and character of the timber by species and unit of area, the soil conditions, etc., as well as the segregation of these lands from private lands by well defined land lines, and the preparation of plans of the permanent features. This survey is, for the intensity of the cruise (4% of all species being measured), the largest of its kind in America, and when this classification, which is over half completed, has covered all the Crown lands, the information available will be sufficient to support any changes in the timber regulations of the province. The N. B. Railway Company, holding nearly two million acres of privately owned timber land, has completed a similar survey. Much research work is also being done by the Federal Government in matters pertaining to the forests.

A policy, then, has been definitely shaped, viz., to study the forests thoroughly so as to base the future policy of regulation, in so far as the Crown lands are concerned, on well defined facts. The results will be of value also to the private forest owner. To the next generation may devolve the task of completing the structure of perpetual forest production, the foundations of which are now being firmly established. Forest investigation is necessarily slow, for it takes many decades to grow a crop of timber, and in the words of Tennyson, "Science moves but slowly, slowly, moving on from point to point."

In summing up, the writer has attempted through a narration of the salient features pertaining to the development and present status of the forest products industries, and the methods adopted to perpetuate the forest wealth, to show that New Brunswick yet contains many varied opportunities for the manufacturer interested in the preparation of wood products for market.

Owing to the fall in prices the value would be proportionately less, or say, \$3,500,000. The average value in 1919-20 is put at \$30 per thousand and in 1920-21 at \$20 per thousand.

The cut for the present season cannot be closely estimated at this date. Owing to prevailing market conditions and the considerable stocks still in the hands of producers and dealers the cut is likely this year to be much smaller than that of last year. It has been estimated at one half. The outlook as regards market conditions is more promising. There are prospects of a more active demand. Improved trade and consequent reduction of stocks, together with lower production costs, should open the way to increased activity in lumber operations in the season of 1922-23.

### High Freight Rates

Among the difficulties which beset the lumber operator in 1921 were the high freight rates. In the case of vessel freights the rate dropped to about one-third of the highest figure reached in 1920, but the rate by rail dropped very little. These high freight rates were an element in keeping up the price of lumber for home consumption as well as for export, and helped to retard building operations. It is hoped that reduced rail freight rates will soon be in evidence. These with lower wages cannot but hasten the recovery of business in the line of construction work and improve the demand for lumber.

Forests in Nova Scotia as in other provinces are subject to the menace and destructive effects of fire. The summer of 1921 will be long remembered in this province because of the unusually severe and prolonged drought. Forest fires were numerous in all parts of the province. Usually May is the worst month for fires, the danger not being so great later in the season when the woods are green with the leafing out of the trees. Under the exceptional conditions of last year, however, fires were most numerous in the months of June, August and September. The number of acres burned over is estimated at 77,000. The cost of fighting the fires was about \$40,000 and the estimated damage \$120,000. The fire damage was less than might have been expected in view of the very unusual conditions. The matter of the protection of the forests from fire has received attention from the Government during the past year and measures have been adopted to improve facilities for fighting fires and provide additional funds for this purpose.

In working out the problems relating to the conservation of the forests and the important industries depending upon them the things chiefly to be guarded against in Nova Scotia are overcutting and the menace of forest fires. Some damage has been done by the ravages of destructive insects, but not so much as in some other provinces. Reforestation, whether left to the unaided operations of nature or not, is favored by climatic conditions which induce a comparatively rapid growth.

## Forest Products Industries of Nova Scotia

By Hon. O. T. Daniels

Attorney-General and Commissioner of Crown Lands

IN Nova Scotia the industries connected with forest products are among the most important. A very considerable area of the province is most suitable for forest growth and much of it could not profitably be used for any other purpose. The profitable utilization of these wild lands means much in the way of contribution to the general wealth, and, particularly, in furnishing employment to a considerable section of the population. This applies not only to lumbering, as that term is usually employed, but to the gathering, manufacture and utilization of all forest products.

The most important single item of the forest products of Nova Scotia is the ordinary sawn lumber. There are besides pulp, cordwood, railroad ties, barrel staves, pit props, ship timber, box shooks, laths, shingles and other miscellaneous items of some importance. Considerable quantities of hardwood are used in the manufacture of furniture, clothes pins, shoe lasts, shoe pegs and other articles. The marketing of fish and the apple and potato crops account for the consumption of large quantities of barrel staves. The total value of the forest products of the

province for the year 1921 is estimated at \$10,325,000.

The depression which has affected all lines of business in the last two years has been felt in a marked degree in the lumber industry. The great demand for lumber for reconstruction purposes which was looked for after the war led to an increased production in the season of 1919-20. Instead of the big market anticipated, there followed, as a result of the general depression in business which set in early in 1920, a serious falling off in the demand for lumber. Operators found themselves with large stocks, produced at the highest cost and unsaleable at profitable rates. Prices fell and stocks gradually became reduced, but not sufficiently to encourage large operations in the fall of 1920. Cost of production was still high and the market uncertain.

The estimated production of long lumber for export and sale to local yards in the season of 1919-20 was 350,000,000 square feet, board measure, valued at \$10,500,000. For the season of 1920-21 the cut is estimated at one half of that of the previous year, or say, 175,000,000 square feet, board measure.

### Log Products Industry

(Census of 1919)

	N. B.	N.S.
Establishments....	249	486
Employees.....	8,624	3,423
Salaries & Wages \$	5,520,063	1,389,024
Capital.....	\$31,816,125	\$6,372,121
Materials.....	\$10,644,192	\$3,135,602
Products.....	\$26,713,403	\$8,331,824



# St. John, New Brunswick, City of the Loyalists

By R. E. Armstrong

Secretary, St. John Board of Trade



General View of the Harbor at St. John

To the right stand the Canadian Pacific Railway elevators and to the left the Canadian National Railways elevator and Atlantic Sugar Refinery

ST. John proper is located on a lofty peninsula, which extends southward toward the Bay of Fundy, and which affords a commanding view of the whole neighborhood. On the western side of the peninsula the main harbor is situated, while on the eastern side are the waters of what is locally known as Courtenay Bay. When the city was first founded by the Loyalists in 1783, Great Britain made a grant to the city of all the harbor waters from the entrance at Partridge Island to a point above the Falls on the river. The object presumably of this grant was to bring the east and west sides of the main harbor together, so that they might be able to function closely. No other harbor in Canada is owned by its people as is St. John.

From the eternal hills about the city the commanding views carry quite an inspiration. From the lofty eminence on the west side on which the historic Martello Tower stands, a magnificent view is obtainable of the whole city, the harbor and a large portion of the Bay of Fundy beyond. The Martello tower was erected in 1812 and is the only memorial which the city possesses of the little dispute with the United States. Fort Howe, immediately in rear of the main harbor, is another height from which an excellent view of the harbor and the surrounding country may be obtained. Farther to the eastward and forming a part of the famous Rockwood Natural Park, is still another precipitous cliff with an inspiring view. From it may be seen the whole of Courtenay Bay, a large portion of the Bay of Fundy, as well as of the city. The C. N. R. railway yard is visible from this hill, also Red Head, where the Dominion wireless station stands, the partially developed area of Courtenay Bay harbor, including the dry dock site, the new oil bunkering plant recently established there and the new breakwater.

## A Point of Distribution

St. John possesses marked advantages as a distributing point for both local and world commerce. The railway systems not only bring the city in touch with all continental points, but they also furnish connections with practically all sections of the Maritime Provinces. The C.P.R. rails connect with such live provincial cities and towns as

Fredericton, Woodstock, Hartland, Grand Falls, Edmundston, St. Stephen and St. Andrews, while the C.N.R. tracks link the city up closely with Hampton, Sussex, St. Martins, Moncton, Sackville, Pt. du Chene, Shediac, Chatham, Newcastle, Bathurst, Dalhousie and Campbellton. The Shore Line railway calls at the interesting little town of St. George, also at St. Stephen and Milltown on the border. The Valley railway traverses one of the most attractive areas of the province, following along the banks of

Boston. Many other ports in Europe are reached from time to time by tramp steamers.

## Port Equipment Facilities

The equipment of the port consists of a wireless direction-finding station at Red Head; light house, fog alarm and marine hospital on Partridge Island; ten deep water berths on the western side of the harbor and five on the eastern side; three grain elevators (the two elevators of the C.P.R. on the west side having a capacity of 1,750,000 bushels, and the C.N.R. elevator on the east side, 500,000 bushels) with conveyors leading to nine berths; warehouse accommodation covering 411,900 sup. ft. which can care for 911 cars and 27,330 tons of freight; a cattle shed, with facilities for 500 head of cattle; and trackage for over 3000 cars in the freight yards of the two railway systems.

There is a breakwater on the western side running towards Partridge Island. A request has been made to the Government to complete the extension of this breakwater the whole way across to Partridge Island, so as to afford more ample protection to the port and to shipping and at the same time to offer greater opportunities for port development. It might be further stated here that under an agreement entered into in 1911 between the Dominion Government, the City and the C.P.R., the government has been placed in control of that portion of the west side lying from a point on the water front about opposite the C.P.R.'s tallest elevator to a point at the head of the Negro Point breakwater just referred to. On this area the Government has erected three concrete piers supplied with temporary wooden warehouses.

Within a few months, the C.P.R. has completed a second substantial steel bridge over the Falls. Over this bridge is carried the greater portion of the C.N.R.'s export freight, with the exception of grain.

The Canadian National Railways management has been giving consideration to the establishment of additional pier terminals on the eastern side of the main harbor, so as to provide more accommodation for the handling of their outward and inward freight.

At Courtenay Bay extensive harbor development has been in progress since 1911.

## Industrial St. John

(Census of 1919)

Establishments.....	307
Employees.....	5,855
Capital Invested.....	\$26,129,347
Salaries and Wages.....	\$ 5,050,992
Value of Products.....	\$40,263,494

the beautiful St. John river, past Fredericton and Woodstock as far as Centreville, in Carleton County. At Fredericton it connects with the C.N.R. tracks, and from thence through to Quebec via McGivney Junction, this connection supplying a much shorter run from St. John to Quebec than by way of Moncton. In addition to the rail lines, St. John has water connection with Digby, Yarmouth and other Nova Scotia towns, also with the islands of Grand Manan, Campobello and West Isles and adjacent shore points. In the summer months several steamers operate on the St. John river, affording most delightful outings for city visitors.

The port, particularly throughout the winter months, has steamship lines connecting it with Liverpool, London, Manchester, Southampton, Avonmouth, Glasgow, Londonderry, Belfast, Dublin, Cork, Cardiff, Swansea, Rotterdam, Antwerp, Havre, South Africa, New Zealand, Australia, Rio de Janeiro, Santos, Montevideo, Buenos Aires, Bahia Blanca, St. Johns, Nfld., Havana, West India points, also with Portland, Me., and



Excavation for a dry dock 1150 feet in length has been completed in this area, the whole being protected by a breakwater 7070 feet in length. Immediately south of the breakwater stands the McAvity oil bunkering plant established the past winter. A spur track leads from the main line of the C.N.R. to the dry dock site. It is expected that in years to come this area will be utilized as a terminal point on an extended scale by the C.N.R. It certainly offers great opportunities for expansion.

#### Export Traffic

Through this port a great portion of the commerce of Canada passes outward and inward during the winter season. Since 1915, \$898,373,834 of exports of Canadian produce and \$127,568,137 of imports have passed through its portals. During the war period, and particularly in the early years of the struggle when United States ports were closed against Canada's war supplies and soldiers, St. John was on its mettle night and day. The peak in exports was reached the last year of the war, in 1918, the total values of exports that year amounting to nearly three hundred million dollars. Since the war, while the port has been functioning regularly, the traffic passing through it has fallen off considerably, due largely to overseas conditions. Last year, the total exports amounted to \$81,138,006 and the imports to \$32,857,033.

Up to March 1 this winter, a total of 8,240,000 bushels of grain passed through the Canadian Pacific Railway elevators, the quantity from the Canadian National Railways for the same period being 1,409,452 bushels. For the first time since 1912, there have been shipments of live stock through the port.

#### The City's Industries

St. John's industries are of a varied type. They include the lumber and wood-working mills of Murray & Gregory, Ltd., Stetson, Cutler & Company, Randolph & Baker, Ltd., J. E. Moore & Co., Joseph Likely, Ltd., Wilson Box Company, Christie Wood Working Co., Ltd., Haley Bros. & Co.; the pulp mill of the Nashwaak Pulp & Paper Company; cotton mills of Cornwall & York Cotton Mills Co., Ltd.; Atlantic Sugar Refineries, Ltd.; foundries and machine plants of T. McAvity & Sons, Ltd.; James Fleming, Union Foundry, St. John Iron Works, Ltd.; McLean, Holt & Company; E. S. Stephenson

& Co., and J. Fred Williamson; nail factories, Maritime Nail works, James Pender & Company, Canada Nail & Wire Company; edge tool and axle works, Campbell & Fowler, Ltd.; fish plants, Booth Sardine Fisheries, Leonard Fisheries, H.P. Robertson, McCormack & Zatzman; beverages, Ready's Beverages, Ltd.; G. W. Oland & Co., Blue Ribbon Beverage Company, Dolan Bros.; biscuit factory, T. Rankine & Sons; bolts and nuts, Wm. Lewis & Son; brushes and brooms, T. S. Simms & Co., Ltd.; Canada Brush Company; bricks, B. Mooney & Sons, Stephens & Co.; boxes (paper), D. F. Brown Paper Box & Paper Co., Ltd.; confectionery, Corona Company, Frank White; cigars, Glen, Brown & Richey; clothing, L. Cohen, Goldman & Newman, Scovil Bros.; desks, St. John Desk & Show Case Company; extracts, Murray Co. of Canada, Ltd.; fibre containers, Clarke



A Busy Harbor Scene

Showing high class of ocean craft using the port in the winter season

Bros. Paper Mills, Ltd.; hosiery, M. S. Newfield; ice cream, Pacific Dairies, Ltd.; Purity Ice Cream Company; harness, H. Horton & Son; tannery, C. H. Peters' Sons; Lime, Randolph & Baker, Provincial Lime Company Ltd., Stetson, Cutler & Company, D. J. Purdy; meal, Maritime Cornmeal Mill, Steen Bros.; overalls, N.B. Overall & Pant Mfg. Co.; pottery, J. W. Foley & Co.; sails and canvas tents, George E. Holder; stoves, McLean, Holt & Co.; spices, Canada Spice and Specialty Mills, Ltd.; G. E. Barbour Co., Ltd.; trunks, A. Crowley & Company, Thos. McCready & Sons, Ltd.; wool pullers, John Kimble & Son, Ltd.

In and about St. John there are many points of interest to visitors. Some of these are natural, others of an artificial nature.

One of the most attractive areas within the city is Rockwood Natural Park, attached to which is the beautiful Lily Lake, a sheet of water which in the early days of St. John provided the city with its water supply. The past winter it was on this lake that the champion skaters of United States and Canada carried on their contests. A number of game animals and birds are on exhibition in this park. The Horticultural Gardens occupy a space a short distance from Rockwood. In the heart of the city are King and Queen squares. The Reversible Falls, the rising and falling tides, the romantic beaches, the beautiful rural drives along the shores of the St. John and Kennebecasis rivers, and the Bay of Fundy, all combine to make the district about St. John a most delightful one.

St. John operates under the commission form of government, a form which displaced the old aldermanic and ward system about ten years ago. The City Council is composed of a Mayor and four Commissioners. The Mayor is the financial head of the Council. One Commissioner controls the harbor, ferries and public lands; a second is commissioner of public safety, which embraces the fire and police departments; the commissioner of public works is in charge of the streets and squares, while the commissioner of water and sewerage attends to those two public departments, the water supply coming from a series of lakes near the city on both the east and west sides. City officials include the recorder, common clerk, comptroller, chamberlain, chairman of assessors, building inspector, ferry superintendent, harbor master, city and road engineers, etc.

The city operates the harbor ferry system between the east and west sides of the harbor, also a small ferry between Indian-town and Milford above the Falls.

The N. B. Power Company maintains the street railway system, also the electric power station and the city's gas plant. The Company's power is generated by steam.

The Provincial Government has recently developed a hydro proposition on the Musquash river, 12 miles west of the city. Power from this station has been offered the city, as well as Moncton and other intermediate points along the C.N.R. track. At the time of writing, the City had not entered into any contract either for power or distribution, though close consideration was being given



The Big Plant of the Atlantic Sugar Refineries, Limited

This is one of the most important industries in the Maritime Provinces, being most favorably located for the receipt of raw sugar and shipment of refined sugar



to both phases of the matter by the Mayor and City Council.

The schools of the city are under the control of a board of trustees. There are some thirty school buildings in the city. The pupils enrolled number about 8,500. There are in the vicinity of 250 teachers.

In addition to the school buildings, the city market, Custom House, Post Office and Exhibition buildings, there are forty churches, six hospitals, seven amusement halls, two public libraries, Union Club rooms, Y.M.C.A., Y.M.C.I. and Y.W.C.A. buildings, Orphans' Homes, Nurses Home, Board of Trade building, Victorian Order of Nurses Hall, Seamen's Institute, Natural History Society Hall, Immigration Station, Armory, Masonic Hall, Knights of Columbus Hall, Pythian Castle, Great War Veterans' Hall, Boys' Club room, Public playgrounds on the north, east, west and south ends, Public Kindergarten, Power Boat Club room, Royal Kennebecasis Yacht Club Hall, and a number of other public and private institutions.

The banking interests of the city are well looked after by the Bank of Montreal, Bank of Nova Scotia, Royal Bank, Union Bank, Canadian Bank of Commerce, Provincial Bank and the Standard Bank of Canada. The bank clearings during the past four years were as follows:—1918, \$116,167,608; 1919, \$119,883,103; 1920, \$176,293,016; 1921, \$119,837,893.

St. John boasts of four daily papers, the Telegraph and Standard published in the morning, and the Globe and Times-Star in the evening.

#### Little Unemployment

The city is provided with many fine stores, carrying large and attractive stocks, and doing an extensive trade. During the post-war period of depression, St. John has been able to function much easier than many other cities, largely because of the opportunities for winter employment that the winter port offers. Quite an extensive street paving programme has been carried out during the past two years, serving the dual purpose of city improvement and labor for the unemployed of the city. The population of the city and its adjoining suburbs is about 60,000.

Great possibilities lie before the city and the port when the world's ocean traffic has returned to its normal state, when the winter port has been developed along more comprehensive and efficient lines and a unified system of control has been fixed upon. With these objectives attained, and with the broader vision and spirit that must naturally follow in their wake, St. John will be able to lend a more potent hand in the strengthening of the position of the Maritime provinces and in the building of Canada's fair domain.

As a closing word, let me say that Canada can never expect to rise to the full height of nationhood without the development and utilization to the fullest possible extent of her natural resources, and particularly her open ports. These are the doors for her commerce, outward and inward, in summer and in winter. Without them her progress would be wholly dependable upon her neighbors, with them there is no limit to her national attainments. St. John being a "Made-in-Canada" port and city, with strategic advantages, lofty ambitions, and a keen desire to co-operate with other sections of the Maritimes in the development of this Dominion of ours, has a right to expect that she shall be permitted to share in the triumphal progress of the rest of our country, and that her port, in common with her sister ports throughout the Maritime Provinces, shall be utilized to the full in the handling of Canada's traffic.

## The Annapolis Valley and Its Attractions

By William T. Abbott

NO section of the Maritime Provinces makes a stronger appeal to the popular imagination than the Annapolis Valley. In one corner of it, the section around Grand Pre, was enacted one of those dramas of history which never fail to arouse the human emotions. This drama, immor-

ing the theatre of by-gone events, no ground in the Dominion is more fascinating.

However, historical interest is but one of many features which the Valley offers for the entertainment of the visitor. It has scenic attractions unsurpassed in the length and breadth of the land. In its vicinity,



#### Scenes in the Land of Evangeline

talized by the poet Longfellow, has spread its influence over the whole valley, giving to it a world-wide fame as the Land of Evangeline.

History, too, has woven its tendrils of romance about the old fort at Annapolis Royal, where stirring scenes were enacted in the days of the French regime. Ante-dating Quebec as a place of settlement, this venerable town has a story that goes back to the very inception of French settlement in America, and, to one who finds interest in view-

there are opportunities for hunting and fishing calculated to delight the heart of the sportsman. Its orchards possess a fame that is continent-wide and all through the Valley from end to end nestle happy towns and villages, where life flows on pleasantly and prosperously.

There are several ways of approaching the Annapolis Valley. One may enter by rail from Yarmouth at the western end of the Nova Scotia peninsula or one may arrive by



boat from St. John through the remarkable portal of the Digby Gut, between whose towering cliffs the waters of the Annapolis Basin pour out into the Bay of Fundy. At its eastern end at Windsor, the visitor may approach either from Halifax or from Truro by rail. No matter how one enters, the entire Valley is traversed by the main line of the Dominion Atlantic Railway, while an excellent motor road follows the railway throughout, affording the motorist an opportunity to see the country under most favorable conditions.

#### How Valley is Formed

The Valley is formed by two lofty ranges of hills, known locally as the North and South Mountains. The former raises a barrier between this sheltered and fertile region and the storms of Fundy Bay, while the latter separates it from the rough interior of the province, across which at times come blowing the chill winds of the Atlantic. From Annapolis Royal, the point at which the waters of the Annapolis River begin to broaden in to the beautiful expanse of the Annapolis Basin, to Windsor, where the Valley region ends, the distance is over one hundred miles. In width, the Valley varies from six to fifteen miles.

The protected character of the Valley, its rich soil and the equable climate which prevails render it particularly adapted to the culture of apple and other fruit trees. The proximity of the Valley to the ocean makes it further possible to ship out the apple crop in the fall to the English market with ease and expedition. These factors have contributed to a notable growth of the industry in recent years, so that there are now about 30,000 acres in orchard. Last year the crop ran up to around two million barrels of marketable fruit, which meant a turnover of about \$6,000,000 in cold cash. And yet, the industry is still in its infancy. It is estimated that only about 20 per cent. of the available land is under cultivation, which gives a faint conception of the potential value of the industry to Nova Scotia.

The development of the apple industry in the Annapolis Valley has been gradual, but at all times recognized as of potential value. In 1856 the first shipment, consisting of 700 barrels was sent by schooner to Liverpool. The first cargo by steamer was shipped to London in 1881 on the steamship *Neptune*. Both shipments went from the port of Annapolis. Subsequent years saw these figures increase even up to the million

barrel mark. In 1911 and 1919, when record crops were grown, reaching around 2,000,000 and 2,500,000 barrels respectively a new and vigorous impetus was given to apple cultivation.

One of the events of the year in the Valley is apple blossom time and it is a rarely exhilarating experience to motor or drive up to some commanding spot on the mountain side and look down on the sea of white blossoms that fill the lower levels. The aroma from the countless flowers mounts up the hillside and adds to the pleasure of the spectator, the fragrance of the apple blossoms.

To enter the Valley from Digby and to traverse its length to Windsor is to enjoy a delightful trip. Digby itself deserves attention, for it has attained a reputation as a summer resort that has earned for it the name of the Newport of Nova Scotia. Built on the sloping side of a lofty hill overlooking Annapolis Basin, it is away from the exposed coast and yet near enough to the open ocean to derive all the benefits of cool sea breezes and invigorating salt air. Fishing is its principal industry, while in summer the tourist trade is most lucrative. There are quite a number of summer hotels in and near the town, which are well patronized in the season.

From Digby the railway skirts the shore of the Annapolis Basin as far as Annapolis Royal. Scenically, this is one of the most attractive sections on the entire run from Yarmouth to Halifax. The track is for the most part within sight of this fine expanse of land-locked water. At times, however, it swings inland and crosses on high-level bridges, those smaller valleys through which tributary streams flow down to the Basin. Notable among these is the Bear River Valley, at the mouth of which is located the new pulp mill of Clarke Bros. Limited, one of the large industries of the province.

#### Annapolis Royal

Annapolis Royal at the head of the Annapolis Basin, as already mentioned, is notable for its historical associations. Known in the days of the French as Port Royal, the remains of the old French fort still stand in a fair state of preservation and are an object of the deepest interest to the historically inclined. The town itself, which is now recovering from the effects of a serious conflagration last fall, is a charming place, its streets lined with beautiful hedgerows and its gardens filled with fragrant flowers. From it, the sports-

man gains access by motor to the hunting and fishing regions of the Milford and Kedge-makooze Lakes.

Leaving Annapolis, one enters the Annapolis Valley proper and the orchard lands for which it is so famous come into increasing evidence. At intervals of five or six miles, villages and towns occur, among them Bridgetown, Middleton and Berwick, places notable as shipping points, where one also finds warehouses and local industries associated with the apple industry. The general impression given by all these places is one of prosperity and contentment.

At Kentville, the central point and largest town in the Valley is reached. Here the Dominion Atlantic Railway has its headquarters and shops. Here also is located a government experimental farm and a provincial sanitarium. From it a branch line of railway operates to Kingsport and Canning in the Cornwallis Valley.

#### Wolfville and Windsor

The next point of importance is Wolfville and here one is in sight of the famous Basin of Minas, with the bold outline of Cape Blomidon in the distance. It too is a pretty town, built along the sloping shore of the Basin and is perhaps chiefly notable as the seat of Acadia University and its preparatory schools, the Baptist institution of higher learning in the Maritime Provinces.

Skirting the shore of Minas Basin, where the phenomenon of high and low tides is conspicuously observable, the railway brings one to Grand Pre, the scene of Longfellow's *Evangeline*. A national park near the railway, commemorative of these famous events, with a fine statue of *Evangeline* in its midst, was recently opened, affording an added interest to the surroundings.

Leaving Grand Pre, the route of the railway is along the shore of the Avon River, a tributary of the Basin of Minas, passing through the thriving little town of Hantsport and so on to Windsor, where the Annapolis Valley region ends. Windsor is 46 miles from Halifax and contains quite a number of industries. There are gypsum mines close by and plaster mills are operated. Lumber is shipped in considerable quantity. The town is also the site of the University of King's College and its preparatory schools, which are supported by the Church of England in the Maritime Provinces. From it a line of railway extends to Truro, while the main line of the Dominion Atlantic continues to Halifax.



Landing a Catch of Fish at a Nova Scotia Port



A Pleasing Glimpse of Halifax from the Citadel



# The Port of Halifax, its Industries and its Trade

Features of the harbor which render it one of the most notable in the world—Description of the new ocean terminals now under construction.

By E. A. Saunders

Secretary, Board of Trade, Halifax, N.S.

**H**ALIFAX is the oldest British city in Canada. It was founded in 1749 and derived its name from the Marquis of Halifax, then Imperial Secretary of State, who was instrumental in having an expedition of settlers fitted out. For years it has been the chief British military and naval station on the North Atlantic coast.

The entrance to Halifax harbor, between what is known as Devil's Island on the right side on entering and Chebucto Head on the

world ports, should be noted. Let us make some comparisons. The distance between Liverpool and Halifax is 2,450 miles; between Liverpool and New York, about 3,100 miles, or over 600 miles in favor of Halifax. The distance from Liverpool to Yokohama, via New York, is 11,961 miles, via Halifax and Prince Rupert, it is 10,009 miles, or over 1,900 miles in favor of this port. Halifax is 250 miles nearer Liverpool than St. John, 190 miles nearer than Montreal, 350 miles

size to accommodate the largest steamer afloat. This pier cost upwards of \$1,350,000; it is built entirely of concrete with first class accommodation for emigrants as well as commodious quarters for the handling of freight. Over 350,000 soldiers embarked for overseas at this pier and its worth was proven over and over again during the late war.

In 1912 the Federal Government issued plans for the erection of an up-to-date terminal at the extreme south end of the City,



Typical Waterfront Scene in Halifax

left, is  $5\frac{1}{2}$  miles wide. The harbor proper has an area of about 10 square miles and an average width of about  $1\frac{1}{4}$  miles, with about 23 miles of deep water anchorage, some  $5\frac{1}{2}$  miles of which are along the business waterfront of the city. There is no port anywhere more easy of access than that of Halifax and the system of buoys and lights governing the harbor is nowhere excelled. It is accessible at all seasons of the year, approachable in any weather and at any time of the day or night with absolute safety. Unlike New York or Boston, Halifax has no intricate channel entrance which so often delays large ocean liners especially in bad or foggy weather, and in the absence of strong tides, freedom from ice, proximity to the open sea—the Atlantic Ocean being reached within 40 minutes after leaving the dock, the safe anchorage and ample wharf facilities, etc., combine to make Halifax the ideal port of Eastern North America.

The advantageous geographical location of Halifax, as a link in the chain of round the

nearer than Quebec, 315 miles nearer than Portland, and from 575 to 600 miles nearer than New York. Other British and European ports are in approximately the same proportionate contiguity.

## Extent of Port Facilities

Without taking into consideration the Halifax Ocean Terminals, under construction, there are, at present, 51 piers, wharves and docks along the waterfront—12 of which are the property of the Dominion Government. The longest of these is 750 feet and the shortest 450 feet. Most of these piers are fitted with suitable sheds for cargo storing and are also complete with the latest approved appliances for handling export freight of all descriptions, and have, altogether, accommodation for 22 large ocean going vessels at one time.

The best of arrangements are also available for the handling and landing of emigrants. In 1911 the Federal Government erected a new pier on the old Cunard property, of sufficient

on a point hitherto known as "Freshwater"; work was started in 1913, and to date, some sixteen million dollars have been expended on a system of docks, which, when complete, will be second to none on the Atlantic seaboard. The plans in connection comprise a passenger quay 2,006 feet long by 1,250 feet wide, on which will be situated freight facilities, emigration accommodation and a new passenger station. There will also be five quays of 1,250 feet long by 360 feet wide, with water basins between 360 feet wide, or of sufficient width to coal steamers from barges on either side. On these five quays will be built four commodious two storey freight sheds each, the intention being to allocate these sheds to the different steamship companies making regular trips to this port. The construction of these quays is new on this side of the Atlantic,—cellior concrete blocks, 22 feet long, 30 feet wide by  $4\frac{1}{2}$  feet high, weighing some 62 tons each, outlining the whole scheme. The sheds are to be built of concrete and steel and there will be





Birdseye View of Halifax Ocean Terminals as they will appear when completed

accommodation for twenty-seven steamships thereat. There is a minimum depth of 45 feet at the land end of the piers at mean low spring tide.

In connection with the new terminal scheme a Union Passenger Station has been planned by Ross and McDonald, architects of Montreal, which will probably cost in the neighbourhood of \$1,500,000, and, in addition, first class quarters for the accommodation of emigrants will be provided, to be built and architecturally designed as a counterpart of the station but situated on the quay. The new station will be built on practically the same site as the present temporary one stands.

#### Pier of Steel Cylinders

Another pier worthy of mention here and of entirely different construction from other piers in this city, was built some four years ago by Furness Withy & Company. This pier consists of steel cylinders filled with concrete, has concrete platforms and freight sheds, and is one of the finest privately owned piers on the Atlantic seaboard. It is said to have cost in the neighborhood of \$250,000.

In wharf construction, there is probably a greater variety here than in any other harbor on the Atlantic coast. There is, first, the old form of wooden pile construction which has obtained for years; the re-inforced concrete pile construction of pier No. 2; the cellior block construction of the new Ocean Terminals; and the construction of the Furness pier as outlined in the previous paragraph.

There is always a large quantity of good steam coal available at the port of Halifax—a reserve of upwards of 10,000 tons being generally on hand, and the port was used to a large extent during the recent strike of coal handlers at the port of New York to supply the regular liners that regularly coaled there. A rail haul of five hours brings the best Pictou coal to tidewater, and there are sufficient facilities available for the bunkering of vessels. The record of coal delivered at Halifax is 1,400 to 1,500 tons per day.

Being situated only 60 miles from the route traversed by all steamships on the North Atlantic route, Halifax, in the past, has handled a large amount of marine repair work, and, for a number of years had the finest dry-dock on the Atlantic seaboard. This dock since 1913 has been operated by the Halifax Shipyards Limited, and has been a portion of their plant, one of the largest steamship building plants in the Dominion of Canada. This company controls some 1500 feet of water front property, and its

yards are capable of handling 4 hulls of steamships up to 10,000 tons, and four of the finest steamships built in Canada—said to compare favourably with those built in the long established yards of the Mother Country were fully equipped and launched from these during the past two years. At one time, these yards employed upwards of 1800 men.

The port is also equipped with a grain elevator of 500,000 bushels capacity but it is entirely inadequate, and an elevator is planned in connection with the new Terminals, double the capacity of the present one, to be erected during the present year.

For the past two years the new piers in connection with the Terminals at the south end, have been used to a limited extent,

was built in 1887 and involved an outlay of some \$2,000,000. It has a length available on top of keel blocks of 560 feet, width on top of keel blocks, 79.2 feet, middle of the entrance coping level 89.3 feet, middle of entrance 17 feet below coping level 85 feet, width of dock on coping level 102 feet, depth of water below sills 30 feet. The H.M.S. "Canada" was the first steamer to dock at this point and among the larger ships repaired in this dock are the following:—"H.M.S. Blake", 10,500 tons; U.S.S. "Indiana", 10,500 tons; S.S. "Bremen" 11,570; S.S. "Konigan Louise", 10,711; S.S. "Royal George", 11,146; H.M.S. "Essex" 11,146; and H.M.S. "Suffolk", 9,000 tons.

#### Trade of the Port

In January 1919, the London Times, when publishing a review of the ports of the world, stated that the port of Halifax was "the world's third most important port."

In 1918, Halifax was made an examination port for all trans-atlantic shipping. Cargoes were examined by experts sent here by the British Government, and, on a number of occasions, as many as a hundred large ocean going vessels could be seen riding at anchor in either the harbor or Bedford Basin, the latter being an inner harbor and a magnificent sheet of water some 10 miles long and 10 miles wide, as previously stated. The total tonnage of ocean going steamships alone, for 1917, totalled 17,092,911, and, in 1918, 15,836,554.

Under normal conditions, 23 regular steamship lines make their sailings to and from this port, and some 15 coastal services make it their headquarters.

The Federal Government has recognized the unexcelled situation of the port of Halifax as a distributing point by the fact that out of a total of 36 sailings of the Canadian Government Merchant Marine Services during the winter, 23 were advertised from this port.

Sir William MacKenzie also appreciated the fact that Halifax was Canada's Atlantic Port and made it the headquarters for passenger boats Royal George and Royal Edward when these were in the Halifax-Bristol service; the Canadian Pacific Railway, as well, recognizes Halifax's claims as Canada's winter port, and, on more than one occasion, has made overtures to the Canadian Government to use it in connection with their overseas service.

Until the linking up of the Intercolonial with the Canadian Northern Railways, making a transcontinental system known as the Canadian National Railways, Halifax was dependent on western railways giving their freight to the Intercolonial at Montreal. Nevertheless, under the normal conditions

#### Industrial Halifax

(Census of 1919)

Establishments.....	290
Employees.....	6,721
Capital.....	\$17,721,536
Salaries and Wages.....	\$ 6,990,740
Cost of Materials.....	\$ 7,688,749
Value of Products.....	\$21,955,162

temporary sheds having been built for the accommodation of overseas supplies and munitions. In fact, during the entire time of the War, thousands of tons of munitions were kept constantly on hand at one of these piers awaiting shipment.

#### Marine Railway

Another facility of the port is the marine railway and slip situated on the Dartmouth side of the harbor used in repairing and metalling steamers up to 3,000 tons. In connection with this slip, there are four tracks with six cradles, one with a capacity of 3,000 tons, one of 900, two of 150 and two of 100, and as many as ten vessels of the smaller class have been repaired at one of these different cradles. The slip is well fitted with a modern repair plant, and is owned by the Halifax Shipyards Limited. The same company also purchased the long established business of Evans, Limited, near the slip, where, for years, marine work had been done by the latter firm.

The dry-dock previously referred to and operated by the Halifax Shipyards Limited,



that obtained in 1913, the year before the war, the exports and import business of the port amounted to something over \$27,000,000, and, notwithstanding the fact that the port was so largely used for naval and military purposes in connection with the war, which, to some extent interfered with commercial activities, trade went ahead by leaps and bounds. In 1916, the exports had increased to \$78,843,487, and imports to \$9,873,799, a total of \$88,717,286; in 1917, exports had increased to \$141,582,170, and imports to \$13,885,665, a total of \$155,467,835, and in 1918, exports amounted to \$127,642,512 and imports to \$14,760,000, a total of \$142,402,512, a small falling off owing to the cessation of war in November of that year. In 1919, exports amounted to \$82,741,019 and imports \$17,512,419, a total in keeping with other ports. These figures have materially declined during the past two years. In 1921, exports amounted to \$35,000,000 and imports to \$20,000,000, a total of \$55,000,000, or almost double the trade of the port in the normal year of 1913.

### Principal Exports

The export having the largest value and emanating principally from the province, is **fish**, amounting last year, to practically \$7,000,000. Other exports, totalling in the millions, are flour, lumber, woodpulp, apples, potatoes, etc. The principal business on the waterfront is that of fish, and among the owners of wharves are some of the largest fish curing and exporting firms in the world. Halifax has, for years, held the West India trade of Canada, the first steamship line between it and the West Indies having been inaugurated by the Cunards in 1842.

Among Halifax's principal industries is an oil refining plant, situated on the western side of the harbor and owned by the Imperial Oil Company, a plant covering some 50 acres which is only partially completed. In its finished state it will, it is said, represent an expenditure of some \$12,000,000 and be one of the largest of the kind in the Dominion. The mammoth plant of the Acadia Sugar Refinery also stands on the western side of the harbor, having a daily capacity of upwards of 1,800 barrels. There are also a number of other manufacturing plants in this city and the value of their output as compiled by Government officials in 1919 amounted to \$21,955,162.

Halifax has also attractions for the summer tourist. It has many places of historic interest, one of the finest public gardens on the North American continent, and in the North West Arm, an arm of the harbor some three miles long, has one of the finest pleasure waters to be found anywhere.

## Attractive Features of the Town of Truro

Most Important Railway Centre in Nova Scotia and possessing several notable industries.

By W. R. Campbell

Secretary, Truro Board of Trade

**T**RURO, a town of clean streets, well-kept lawns and beautiful shade trees, is situated on the bank of the Salmon River, where this stream empties into Cobequid Bay, the headwaters of the Bay of Fundy.

The town is surrounded on all sides by excellent farms. The land for the most part is interval and dyke lands while the hills are wooded with an abundance of hard and soft wood. Parties wishing to see something of the beautiful country lying around Truro should drive through the Clifton district a distance of twelve or more miles, or through the Onslows, Mastown, Great Village and the Economys a distance of forty miles, or again through Brookfield and the Stewiacke valley a distance of thirty or forty miles. Only in this way can they get some idea of the splendid farms, fine buildings, and large herds of excellent stock, all of which help to make Truro the prosperous town which it is.

While not a sea port town, Truro is the most important railway centre in the province of Nova Scotia. The Canadian National Railways have one branch running to Halifax, one extending East to Pictou, New Glasgow, and the Sydneys, and one running to Moncton, St. John and Montreal. The Midland Railway from Truro to Windsor joins with the D. A. R. making connection for Yarmouth and Boston. Some idea of the town's importance as a railway centre may be gathered from the fact that thirty passenger carrying trains arrive at and leave Truro every twenty-four hours. The receipts from the ticket department alone amount to a third of a million of dollars annually. The freight in and out is more than a half million tons each year, and the freight collections amount to a million and a half of dollars.

The population including the suburb of Bible Hill is over eight thousand and is each year showing a steady increase.

Truro has always had valuable industries which give employment to a large number of people. Stanfields Ltd., the largest manufacturers of underwear and knitted goods in Eastern Canada; the Eastern Cap Co.; the Eastern Shirt Co.; the Borden Milk Co.; Bigelow and Hood (aerated waters); the

Wire Mattress Co.; the Brookfield Creamery; Spencers Wood Working factory all give steady employment to a large number of hands. During these years of depression, when so many plants were closed down or only working part time, the Truro industries have been working full time with the result that there has been little or no unemployment. This matter of steady employment both in our factories and railways has had a splendid effect on the business of the town with the result that sales have been good and business prosperous.

Truro has always been noted for its excellent educational institutions. On Bible Hill adjoining the town is situated the College of Agriculture where a large number of students are in attendance each year. In connection with the college is a farm of six hundred acres where the most up-to-date methods of farming are carried out, and where there are fine herds of pure bred stock of all kinds.

At Truro, too, is situated the Provincial Normal College, the training school for teachers for the province. The Truro Public Schools are a source of great pride to all citizens, and the three magnificent buildings, Alice Street, Willow Street, and the Academy would do credit to a town many times larger than Truro.

Truro has several beauty spots which visitors should not fail to see. Victoria Park consists of about a thousand acres of wooded upland broken by deep ravines and traversed by a beautiful stream on which are the well known Waddell and Joe Howe Falls. The park is laid out with carriage roads, foot paths and walks in all directions. There are bridges over the ravines, rustic seats for those who wish to rest, tables for picnic parties, a pavilion for dancing, and every where green spots and beautiful shades. The entrance to the park is directly opposite the railway station and a few minutes walk will bring the visitor to these enchanted grounds.

Truro has its own water system and its own electric light and power system. These together with its central location, excellent business opportunities, and superior educational advantages make Truro one of the most desirable residential towns in the Maritime Provinces.



Plant of Acadia Sugar Refining Company



# Fredericton, New Brunswick's Capital

By R. H. Simonds

Secretary, Fredericton Board of Trade

**T**HE city of Fredericton, capital of the province of New Brunswick, is beautifully situated on the west bank of the St. John River, 84 miles from its mouth. The soil on which it is built is of such a rich character,—as is the case all through the St. John River valley,—that vegetation is most luxuriant and the city takes special pride in the magnificent elms that line its streets, fill its parks and shelter its river driveways. With the broad expanse of river in front, the well-wooded heights behind and the profusion of splendid trees that adorn its streets, Fredericton is one of the most attractive cities in Canada.

As the seat of government for the province, the city contains the provincial Parliament Buildings, a handsome stone structure occupying a prominent position overlooking the River. Near by stands Fredericton Cathedral, a gem of ecclesiastical architecture, with few peers on this side of the Atlantic. At the summit of a lofty hill, overlooking the city, are the buildings of the University of New Brunswick, the seat of higher learning for the province. Fredericton also contains the provincial normal school, with high and other graded schools, providing a course of instruction from the primary grades to the highest degree offered by any university in Canada.

From a business standpoint, Fredericton possesses numerous advantages. Its central location is a strong point in its favor. From it, railway lines radiate in all directions. The Canadian Pacific Railway runs south to Fredericton Junction where it connects with the main line west to Montreal and south-east to St. John. The same railway operates a line west to Woodstock, where it connects with the road running south to McAdam Junction, St. Stephen and St. Andrews and north up the St. John Valley to Edmundston. And it also gives a service east to Chipman on the National Transcontinental Railway and thence to Norton on the St. John-Moncton line of the Intercolonial Railway.

Extending north and east from Fredericton a branch line of the Intercolonial Railway crosses the centre of the province to Chatham on the east coast of the province. Finally, Fredericton is on the main line of the Valley Railway, operated by the Canadian National Railways, a railway which follows the west bank of the St. John River from St. John to Centerville. This last named railway has opened up a continuous thickly-settled mixed farming district and its construction has stimulated commercial orcharding, there being an increasing number of orchards along the River, both above and below the city.

The River St. John is another transportation facility enjoyed by Fredericton, as the city is at the head of steamboat navigation from St. John. Much traffic passes up and down the River and a great many logs are rafted down to the sawmills lower down the stream.

Manufacturing along a number of lines, has been carried on in Fredericton for many years, expanding from time to time as trading areas extended, and goods found increased favor in the markets, not only of Canada and the United States, but Europe as well. Among manufacturing lines may be mentioned, high-grade boots and shoes; larrigans and shoe packs; canvas canoes; 3 lumber mills; lumbermen's supplies; concrete building blocks, pavement and drain tiles; clay brick and tile; foundry and machine shops and cotton mills at Marysville, three miles distant across the River.

Within the trading area of the city, hardwood last blocks are being cut by an English firm. Operations are carried on at Mullin's



New Brunswick's Legislative Buildings

This handsome structure, shaded by enormous elm trees, which are the pride of the city, looks out over the wide sweep of the St. John River.

Brook on the C. N. R. near McGivney Jct. 28 miles from the city. Being located in close proximity to the hardwood ridges, for which New Brunswick is noted, the raw material is procured without rail freight.

In another direction, at Lake George, on the Valley Railway, 20 miles distant, are located extensive antimony ore deposits, which have been worked for many years, from time to time. It is expected that the new organization will open up this year.

At Minto, Sunbury County, 30 miles from Fredericton, are large bituminous coal deposits, with direct rail connection with the city, as well as other parts of the province, and beyond. Several companies are successfully operating some of the mines. The

Canadian Pacific Railway supplies its locomotives from Minto, for their lines in this part of Canada. Manufacturers also find this coal has good steaming qualities.

Fredericton was founded in 1784 by United Empire Loyalists and stands on the site of a French fort dating back to 1692. It became almost at once the capital of the colony and was for many decades the headquarters of a British regiment. It has been a military, judicial, political and ecclesiastical centre for a long time and its historical associations are exceedingly interesting.

## The St. John Valley

By W. A. C.

**A**MONG the rivers of Canada, the St. John takes high rank. Not alone is it scenically an attractive waterway but economically it has played a most important part in the development of Eastern Canada. It has given access to the great timber areas of central and northern New Brunswick, while the rich soil of its fertile valley has made possible an agricultural development of surprising extent. Its possibilities as a source of power have yet to be tested.

In length the St. John River stretches north and west for nearly 500 miles, forming, for a considerable portion of its upper reaches, the boundary between New Brunswick and Maine. Its drainage area is estimated to contain 30,000 square miles. With its tributaries, it furnishes upwards of 1300 miles of navigable waters. Down its waters every year are floated millions of feet of lumber.

At St. John, the river enters the Bay of Fundy through a narrow gorge, producing the natural phenomenon known as the Reversing Falls. When the ebb-tide drains the harbor of St. John, the accumulated waters of the river pour out, forming a fall to seaward. Then as the tide returns, the fall gradually diminishes until there is an equilibrium. Finally, the great tide rushing in, overpowers the river waters and a fall in the opposite direction begins, reaching its maximum at full tide. This is a sight, which attracts the attention of tourists from all over the world.

The construction of the Valley Railway has done much to make the resources of the Valley known and available. This line diverges from the Canadian Pacific Railway a few miles from St. John and follows the west bank of the River through Fredericton and Woodstock to Centerville. The country traversed is one of pastoral beauty and is rich in agricultural possibilities. There are many fine orchards and apple growing bids fair to become one of the most important industries in this part of the province. Higher up the Valley, potato culture has become an extensive and profitable undertaking, the product of New Brunswick's potato fields having attained well-merited celebrity.

There are a number of towns and villages along the River, notably Woodstock, Perth, Grand Falls and Edmundston. Woodstock is the capital of Carleton County, one of the finest agricultural sections of New Brunswick. It is charmingly located and contains several industries. Edmundston, near Quebec boundary, is quite an important railway centre.

## Industries

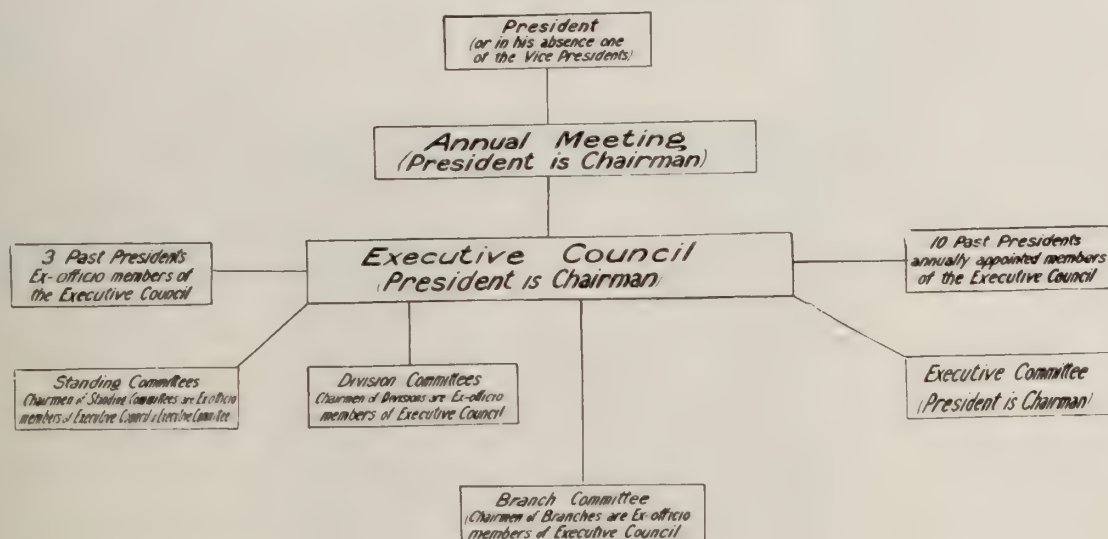
(Census of 1919)

Establishments.....	54
Employees.....	644
Capital.....	\$1,469,050
Materials.....	\$1,525,215
Products.....	\$2,525,217



## Chart Showing the Correlation of the Office of President (or Vice-President) with the Chairmanships of Committees and Trade Sections

Canadian Manufacturers' Association



THE above chart shows how the President of the C. M. A. is in constant touch with the chairman of Committees, Divisions, Branches and Sections.

The President is the official head of the Association, elected annually at the annual general meeting, which may be attended by all members of the Association.

The retiring President is chairman of the annual meeting. He is chairman of the Executive Council and chairman of the Executive Committee. Thus he presides at the annual meeting, which is the supreme governing body of the Association; at the Executive Council meeting, which defines the policies of the Association between annual meetings; and he also presides at the meetings of the Executive Committee who deal with the administrative problems of the Association.

The above chart shows how the Executive Council, with the President as chair-

man, retains the experience and knowledge of past presidents. Past Presidents for the three immediate preceding years are ex-officio members of the Executive Council. Moreover, from the other past Presidents ten are annually appointed members of the Executive Council. Consequently there are thirteen past Presidents who are always members of the Executive Council.

The Executive Council is also kept in close touch with the work of standing committees, divisional committees and branch committees by having all chairmen of these committees also ex-officio members of the Executive Council. The traditions of the President's office, the highest in the gift of the Association, are thus carefully preserved and made continuous. While in office, the President, as the above chart shows, is in the closest possible touch, not only with the past Presidents, but with the chairmen of all committees.



# Parliamentary Proceedings at Ottawa Reviewed

Chief happenings in the House up to April 27—Annual Statement of Minister of Railways—Motions and resolutions considered by members.

By Industrial Canada's Special Correspondent

THE work accomplished by Parliament during the month ending April 27th. has been somewhat curtailed by the week's adjournment of the Commons for Easter holidays, and the adjournment of the Senate from April 5th to April 25th.

The order paper as yet contains notice of little if any legislation of real public interest.

The outstanding feature of the month's proceedings was the annual statement of the Minister of Railways for the year ending December 31st last. The Hon. Mr. Kennedy's concise and carefully prepared review dealt with the Canadian National lines and the Grand Trunk lines. It was gratifying to the extent that, although covering a year of trade depression with decreased tonnage and less travel, and with reduced rates when contrasted with the previous year, it showed an improvement for the year 1921 as compared with 1920. The Minister pointed out that, while nationally owned roads comprise 52% of Canada's railway mileage, 54.22% of the gross earnings for 1921 were made by them, which gross earnings were about 3½ million dollars in excess of those of 1920. The operating expenses of the Canadian National Railways showed a decrease of \$19,700,365 as compared with the former year, such saving leaving, nevertheless, a loss on operation of the system of \$16,092,901. The deficits on the Grand Trunk Railway system for the two years under review showed the following:

	1921	1920
Canadian lines	\$7,386,170.97	\$3,155,892.06
Western lines	4,797,177.55	1,935,155.94
New England lines	1,881,093.84	990,869.03
Central Vermont	1,607,856.98	445,326.74
	\$15,672,299.34	\$6,527,243.77

The amount to be provided in the estimates for the fiscal year ending March 31, 1923, for both the Grand Trunk and the Canadian National lines, is \$97,220,000.

The Minister's statement contained an announcement of the contemplated establishment of a single representative board of directors for the unified control and co-ordinated operation of the government-owned lines. He also forecast the appointment of a special select committee of the House to inquire into railway rates, and has since carried the proposal a step further by placing on the order paper the following resolution:

"That notwithstanding that the regulation of railway rates is a matter within the jurisdiction of the Board of Railway Commissioners, it is advisable that a select special committee be appointed to make inquiry into the question of railway transportation costs, it having been disclosed by recent conferences held between the Government and the chief executives of the various railways with respect to the reduction of freight rates that the representatives of the railways deem it inadvisable immediately to reduce rates on basic commodities because of the expiration, on July 6th, 1922, of the suspension of the Crow's Nest Pass agreement; "That, in the circumstances, it is advisable to afford opportunity to all interested parties to submit their views upon the

subject matter of the inquiry to the said committee with particular regard to the effect of the rates established by the Crow's Nest Pass agreement upon Canadian National Railways and other lines, as well as upon agricultural development and Canadian industry generally;

"And that the said committee shall have



Hon. W. L. Mackenzie King, C.M.G., M.A., LL.D.

Prime Minister, Secretary of State for External Affairs and President of the Privy Council

power to send for persons, papers and records, including the minutes and evidence taken before the committees of this House in previous sessions, to examine witnesses under oath, and to report from time to time."

The inquiry to be conducted by the special committee when appointed will assume more importance and the decisions of the committee are likely to have a more far-reaching effect that anything which will be dealt with by the House of Commons as a whole if we except the tariff amendments which are to be announced by the Finance Minister in his budget speech.

The annual statement regarding the Canadian Government Merchant Marine is still to come, but in reply to questions, the Minister has already announced that the capital cost of all ships to date is \$73,571,842, and of the 65 ships in commission, 48 are now being operated, the net loss on operation in 1921 amounting to \$2,210,724.55 exclusive of depreciation of \$1,741,394.27 in 1920 and \$3,357,833.39 in 1921.

The request for the re-establishment of a compulsory wheat board is economically and politically one of the outstanding questions of the session. The reasoned opinion of the law officers of the Crown that the requested legislation is beyond the powers of Parliament to enact, has not entirely discouraged the advocates of the re-formation

of a board, and they have succeeded in having appointed a sub-committee to consult with the law officers of the Crown and grain marketing experts, in an endeavor to work out some national wheat marketing scheme which will be legal and within the competence of Parliament to provide. The Canadian Council of Agriculture and the agrarian members of Parliament are all fighting hard for the establishment of a wheat board with the widest possible powers, while the Canadian National Millers Association is leaving no stone unturned to expose the economic fallacy of any attempt at such control.

Mr. Hance Logan acted as sponsor of a resolution that British preference should be confined to goods entering Canada through Canadian seaports, and an afternoon was spent in a discussion of the subject during which one of the agrarian members made the statement that:

"That British preference was embodied in the Tariff Revision Act of 1897, becoming a part of the Laurier-Fielding tariff at that time ..... I think the preference then on most goods stood at about 33 1-3%..... The revision of 1904 considerably whittled down the British preference..... Again in 1907 it was somewhat further curtailed. Today it stands in our tariff schedule just a little better than the favored nation treatment or the Intermediate tariff." (The Canadian Customs Tariff has 405 classifications of articles subject to ad valorem duties. The average of these duties are: British Preferential 14.49%; Intermediate 19.78%; General 22.43%.)

After a somewhat lengthy debate Mr. Logan withdrew his resolution.

The motion of Mr. Kay to prohibit the adoption of daylight saving throughout Canada precipitated a debate that occupied practically the whole of a Parliamentary day, 24 speakers taking part in the discussion; those from city constituencies for the most part favored daylight saving, while the opposition came from the rural constituencies. The competence of Parliament to pass legislation on the matter was questioned, and the House finally rose without reaching any decision.

Three motions have been pressed to a vote. That of Mr. Woodsworth, Labor member from Winnipeg Centre,

"That in the opinion of this House, the activities of the Royal Canadian Mounted Police should be confined to territories not included in any province of Canada."

introduced a discussion of the Winnipeg strike in 1919. The resolution was negatived by 108 to 47, the official Opposition voting solidly against, while those in favor consisted of agrarian members strengthened by a dozen votes from the Government benches.

During the consideration of the estimates of the Soldiers' Civil Re-Establishment Department, the question of cash grants to soldiers and their dependents, which formed one of the planks in the Liberal platform in 1919, came up for discussion and the official Opposition moved:

"That the Liberal Party having been returned to power, the refusal now by the leader of the Government and by the





**Rt. Hon. Arthur Meighen, P.C., K.C., B.A.**  
Leader of the Opposition

Minister of Soldiers' Civil Re-establishment to fulfill the promise of cash grants constitutes a repudiation of a solemn obligation and disregard of political honour."

After debate this vote of censure and want of confidence was defeated by a vote of 162 to 43, the Progressives rallying solidly behind the Government.

A day was spent on Mr. McMaster's resolution:

"That, in the opinion of this House, it is desirable in the public interest that all ministers of the Crown, on their appointment as such should resign all directorships held by them in banks, trust companies, insurance companies, transportation companies or large public utility corporations; and that should Ministers of the Crown retain their directorships in companies other than those hereinabove mentioned, such companies should have no business dealings with the Government of the Dominion of Canada, or with any department thereof or with any railway or ship owned or controlled by said Government; it being understood that such prohibition should not affect the use by such company of the public services afforded by the said Government, or any department, or by any such railway or ship."

It was voted down by 142 to 59, the official Opposition and the Government members with the exception of Mr. McMaster voting solidly against the resolution, while the Agrarian Party and Mr. McMaster favored the proposal.

The Minister of Finance announced the successful floating in New York of a new Canadian loan of \$100,000,000 bearing interest at 5% for a 30-year period, callable after 20 years, at a net price of 97½, the bankers being free to place the bonds on the market at any price not above par.

The date of the budget speech remains as yet uncertain. In reply to a query Mr. Fielding stated:

"I think I can make a contract that I will bring down the budget this session as early as my hon. friend opposite did a year ago."

This statement is susceptible of two interpretations; if meant to convey as early in the year—then the budget will come before May 10th; if meant to refer to the length of time after the opening of Parliament, it need not come before the 57th day of the session, which will be about June 2nd. There is little

unanimity of opinion amongst the guessers as to the date, and less unanimity as to the nature of the tariff and taxation proposals, which the speech will disclose.

### Industrial Development in British Columbia

Major D. B. Martyn, Deputy Minister of Industries for the Province of British Columbia, in his report to the Premier of the Province on the activities of the Department of Industries during 1921, has the following remarks to make in regard to industrial development and manufacturing opportunities in British Columbia,—

"During 1921 the basic industries—lumbering, mining, fishing, pulp and paper—have experienced a period of depression never before so generally known in the Province.

"But the low mark of activity was reached in August. Since that time a steady improvement has taken place. Recovery of business conditions no doubt will be very gradual, but the present favorable upward tendency of the shingle and lumbering industries is creating a favorable reaction in other lines.

"Lumbering being the chief industry of the Province, continued orders will make for a general improvement.

"The large pack carried by the canneries in B. C. made it impossible for the packers to operate extensively during 1921. The fishing industry was consequently hard hit, but there is reason for more optimism for future prospects, in that towards the end of 1921 a great proportion of the surplus fish-pack had been disposed of and the outlook for 1922 in the fishing industry promises much more activity than in the past year.

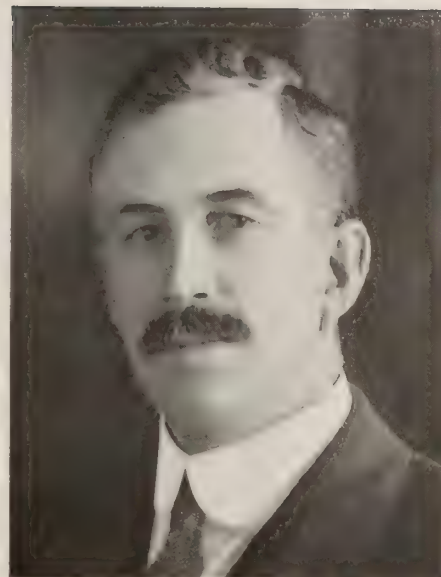
"The improvement in fishing, mining, lumbering, pulp and paper and other industries is not yet sufficiently pronounced to affect weak and struggling industries, but the improvement is steadily taking place, and should be sufficient towards the middle of the year to produce much better conditions."

Among the outstanding enlargements on the industrial horizon of British Columbia that augurs well for the future referred to by the department is the installing of the copper-rod mill at Trail by the Consolidated Mining & Smelting Co., at a cost of \$250,000. This is the first effort to further manufacture copper products in British Columbia, although the copper production of the Province has for years ranged high in the total of the Dominion.

"The ultimate results of this should be almost as far-reaching in the copper industries as the establishment of a steel-rolling mill would be in the steel industry," Major Martyn says.

"Wire and nail works could at any time commence manufacture of copper wire for local or export use. Further development in this line should produce immediate results,

Our article on the proceedings of Parliament during the past month carries the review of what has happened in the House down to the evening of April 27. We had hoped to be able to include some reference to the budget in this month's issue but the uncertainty as to when it would be brought down rendered it necessary to close our forms early. Readers may look forward, however, to having a complete report with all the new schedules in the June issue.



**Hon. T. A. Crerar**  
Leader of the Progressive Group

and make it possible for companies manufacturing electrical equipment in British Columbia to compete and sell their products in the world markets. It is a comparatively easy and inexpensive matter for electrical firms to put in the necessary insulating equipment for handling wire in the manufacture of electrical appliances.

"The commendable enterprise and confidence shown by the Consolidated should be a source of inspiration to other manufacturers to grasp the importance of this local source of supply that will enable them to go far afield with British Columbia electrical and copper products."

Another industry is the Gregory Tire & Rubber Co., Ltd., which has spent \$500,000 on the first unit of its plant at Port Coquitlam on an industrial site of eleven acres. This company is now producing 125 tires and 200 tubes a day, and by the middle of the year will double its output. It is employing 100 workmen. It is now starting to make cord tires. This is the only tire and rubber company west of the Great Lakes in which area \$2,000,000 a year is expended on tires and tubes. Establishment of this factory in British Columbia has been based on the fact that the raw materials to a great extent enter Canada at Western points, and have been going all the way East as raw material and returning as manufactured goods. Manufacture on the coast eliminates the double haul. The company finds that electrical power rates here are lower than in most parts of Canada, and climatic conditions make for greater labor efficiency by almost 20 per cent.

As for the possibilities of the magnesite industry, the department points out that the only deposits of hydro-magnesite in the world possession commercial possibilities exist in British Columbia, and the year 1921 saw the first developments in the treatment of this material in British Columbia. The main deposits are in the Cariboo along the P. G. E. Railway. The material is used for magnesium salts and for flooring and exterior stucco finish on houses. It is three to five times stronger than Portland cement, and much lighter, and does not expand or contract when set. It makes a magnificent imitation marble. Credit for inventing the furnace for treating the raw material without the loss incurred in the old methods is given to Charles E. Oliver, chemical engineer, son of Premier Oliver. The furnace is now operating on Granville Island, Vancouver.



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## The April Meeting of the Executive Council

Much ground covered by reports of Standing Committees, indicating wide activities of the Association

THE April meeting of the Executive Council was convened at 2.15 P.M., Thursday, April 20th, at the head office, Toronto, with the first vice-president, John R. Shaw of Woodstock, in the chair. There was a large attendance of members, the following signing the register,—

Anthes, L. L., Toronto.  
Breyfogle, W. R., Peterborough  
Bridgen, George, Toronto.  
Campbell, W. S., Toronto  
Champ, H. H., Hamilton.  
Coulter, W. C., Toronto.  
Desbarats, W. A., Montreal.  
Douglas, G. H., Hamilton.  
Ellis, J. F., Toronto.  
Fortier, J. H., Montreal.  
Freyseng, E. J., Toronto.  
Gurney, E. H., Toronto.  
Harmer, R., Hamilton.  
Hatch, A. F., Hamilton.  
Hutchinson, Arch., Port Credit.  
Ingram, W. R., Toronto.  
Joubert, P. E., Montreal.  
Lowndes, C. B., Toronto.  
Mackay, J. F., Ingersoll.  
Monypenny, T. F., Toronto.  
Murray, J. P., Toronto.  
Neighorn, A., Montreal.  
Parsons, S. R., Toronto.  
Roden, Thomas, Toronto.  
Shaw, John R., Woodstock.  
Smith, C. Howard, Montreal.  
Snyder, H. M., Waterloo.  
Taylor, John M., Guelph.  
White, A. W., London.

The chairman announced that, having had his attention directed to the fact that on April 5, the veteran Canadian paper manufacturer, John R. Booth, Ottawa, was celebrating his 95th birthday, he had taken it upon himself to send him a telegram of congratulation on behalf of the manufacturers of Canada. Mr. Booth had replied in his own handwriting expressing his thanks and stating that he was making a good start for the next milestone.

### Executive Committee

The Executive Committee reported on a number of matters. With regard to membership, it was announced that for the eleven months of the fiscal year ending March 31, there had been accepted 391 new applications for membership, while resignations had numbered 381, giving a net gain of 10. Collection of fees for the eleven months had shown a gratifying increase as a result of the higher scale authorized at the last annual meeting.

Announcement was made that preparations were under way for the publication of a new edition of the Canadian Trade Index about the end of the present year.

The committee recommended that the manager of the Commercial Intelligence Department attend the annual meeting of the Foreign Trade Council of the United States,

which will be held in Philadelphia on May 10, 11 and 12.

The committee further stated that arrangements had been completed for the holding of the annual meetings of the various divisions and branches of the Association throughout Canada in anticipation of the annual general meeting of the Association.

It was noted that the president and his party had returned from a two months' tour of the British West Indies. Mr. Fisher reports that the trip was most successful, that the party was well received and that trade should be stimulated between Canada and the West Indies as a result.

### Transportation Committee

The report of the Transportation Committee was presented by its chairman, W. S. Campbell. It dealt principally with the freight rate situation and outlined the policy which the Association was recommended to adopt, when the special Parliamentary Committee to inquire into the question is appointed. This portion of the report occasioned some discussion but it was finally adopted, on motion of Mr. Campbell, seconded by E. H. Gurney.

With regard to express rates, the report dealt with both the reduction in rates between points in Canada and the new international rates. On the former, it stated,—

"The Assistant Manager reported that his further negotiations with the express companies in an effort to secure a general reduction in the express rates has been complicated by the recent decision of the Privy Council referring back to the Board of Railway Commissioners its decision allowing an increase in commodity rates for express shipments and directing the Board to re-open the question. The Board has accordingly set the matter down, on application of the National Dairy Council and the Canadian Fisheries Association, to be heard in Ottawa on April 20th. In view of the importance of this question your committee have directed the Assistant Manager to arrange for the Association to be represented at this hearing as undoubtedly considerable information will be submitted by the express companies as to their present financial position. In the meantime the express companies are unable to make any move toward a general reduction as they do not know exactly what will be the result of the reconsideration of commodity rates."

On the question of the new international rates, the report stated,—

"The Assistant Manager has reported receipt of a decision from the Interstate Commerce Commission in connection with

an investigation and suspension docket regarding increased express rates applying from United States to Canada. As previously reported the rates south-bound were allowed to take effect on January 1st by the Canadian Board of Railway Commissioners but the Interstate Commerce Commission postponed the north-bound rates and held a hearing on January 23rd for the purpose of taking evidence. The decision just rendered entirely vacates the suspension order and allows the rates as published to go into effect on April 20th, 1922. The reasons in support of this decision are briefly that on investigation the Interstate Commerce Commission found that the proposed rate adjustment was quite in order."

### Tariff Committee

The report of the Tariff Committee was presented by J. R. K. Bristol, manager of the Tariff Department. Among other matters, it directed attention to the fact that Jamaica had now adopted, effective March 2nd, a new customs tariff embodying preferential rates in favor of Canada, as provided for in the 1920 trade agreement between Canada and the British West Indies. The preferences provided for are now in operation in Canada and in all the British West Indies, with the exception of Bermuda, which has so far failed to ratify the agreement.

Referring to the new United States tariff, the report stated that: "The new permanent tariff of the United States which has passed the House of Representatives and is now before the Senate, has been reported upon by the Finance Committee of the Senate. Generally speaking, this new tariff is the highest framed in the history of the United States. Practically every schedule shows large increases and especially those on agricultural products. As a result exports of farm produce from Canada to the United States will practically be eliminated. Also, the export of manufactures from Canada into the United States will be affected accordingly. While the new tariff will cause considerable debate and will be subjected to changes, there does not seem to be much doubt on the whole that it will go into effect largely as drafted, in about three months' time."

The report also referred to the prospective Canadian budget and gave a list of recent Board of Customs decisions and departmental and sales tax rulings.

### Commercial Intelligence

Many topics were touched on in the report of the Commercial Intelligence Committee, which was read by the Manager of the Department, Alex. Marshall.

The committee recommended that its chairman, together with the manager of the Department, be authorized to arrange a suitable programme for a session of the annual meeting to be set apart for the consideration of problems in connection with export trade, the idea being to secure outstanding Canadian



speakers with special qualifications and recent experience to take part.

A proposal was put forward for the approval of the Council to separate the Commercial Intelligence Committee into two divisions, export and domestic. It was felt that this would greatly facilitate the handling of the work and secure the co-operation of members especially interested in each section. The domestic division would deal with purely domestic questions, and the export division would handle matters relating to foreign trade and take over the duties of the Executive of the Canadian National Export Club, together with such other export functions as are at present handled by the Commercial Intelligence Committee.

The Committee reported that it had been in receipt of a communication from the B.C. Division suggesting the consideration of the establishment of a foreign credits insurance bureau in Canada. There are a number of such bureaux in operation in the United States. After considering some preliminary data that was presented, the Committee felt that a closer examination of the proposal should be made, and so instructed the officials to gather further data bearing on the financial basis of the plan and the services offered and to report further to the Committee.

#### New Symbols for Long Ton

The Committee also reported the receipt through a member, of a letter from the American Institute of Weights and Measures, proposing new symbols for the long and short ton. It proposed,—

- (a) That a weight of 2,000 lbs. shall be known, without any further designation, as a "ton". If circumstances demand it, the ton of 2,000 lbs. can be designated as "S.Ton", this being especially recommended in trade with Great Britain and the Colonies.
- (b) A weight of 2,240 lbs. shall always be designated as "L.Ton".

It was pointed out by some of the members that in fixing rates both Canadian and American railroads designated 2,000 lbs. and 2,240 lbs. as "net" and "gross" tons respectively, and that the freight classification in both the United States and Canada refers to "n" tons and "g" tons. Furthermore, no expense could be saved by employing these new abbreviations in cables and that once a foreign buyer understands the system used by the exporter no difficulty will likely occur. In view of the fact that the system of "n" and "g" tons is well known to railroads, steamship companies and manufacturers, the Committee felt it would possibly be better to leave the terms as they are than to change over to "S" and "L" tons since just as much explanation of these new terms would be required in dealing with countries whose standard ton is the long ton as is required now to familiarize agents and customers with regard to these differences.

#### Representative in Newfoundland

Proceeding the report said,—Your Committee then considered the question of a Canadian trade representative in Newfound-

land. A junior trade commissioner has recently visited the Island and his report will soon be published. Owing to the serious situation in the Island and the falling off in trade with Canada in 1921 as compared with 1920, it is the opinion of the Committee that Canada should have an official representative there. In view of the intimate knowledge of your Committee regarding Newfoundland trade conditions, they would suggest to the Government that Canada would be best represented by a commercial agent, preferably a man well known to Newfoundland business men."

towards securing more uniform legislation and regulations regarding company matters, and that the matter had been referred to the following Ontario members of the Canadian Bar Association's Committee on Uniform Legislation and Law Reform, who are:—Hon. N. W. Rowell, K.C., Toronto; John D. Falconbridge, K.C., Toronto; Daniel Urquhart, K.C., Toronto; J. C. Elliott, K.C., London; Francis King, K.C., Kingston; F. M. Field, K.C., Cobourg.

"We are further advised" stated the report, "that the Hon. Mr. Rowell has consented to take the matter up with our Legal Department so soon as steps are taken to summon the conference.

"Since the last judgment of the Privy Council dated 25th February, 1921, was handed down, seven provinces in all have now enacted amendments of their provincial acts to square with the findings of the court, requiring every commercial and industrial corporation, including Dominion companies, which have an office or are doing business within the respective jurisdictions, to register and make an annual return subject to prescribed penalties, and such companies are also subject to a provincial corporation tax in each province,—being Ontario, Quebec, Nova Scotia, New Brunswick, British Columbia, Saskatchewan and Alberta, the Alberta Amending Act having passed on March 28th."

#### Mortmain Legislation

Reference was made to the fact that the Ontario Government had now announced the terms on which licenses-in-mortmain may be issued by the Lieut-Governor-in-Council to any corporation to acquire and hold land in mortmain, in perpetuity or otherwise.

Fees for licenses-in-mortmain are based on the value of the land owned by the corporation for the purpose of carrying on its business in the Province of Ontario, and are as follows:

The minimum fee is \$50, for which the corporation is authorized to hold land to the value of \$50,000.

Where the value of land is over \$50,000 but does not exceed \$100,000, the fee is \$1 per thousand;

Where the value of land is over \$100,000 but does not exceed \$250,000, the fee is \$100 plus 50c for each \$1,000 in excess of \$100,000;

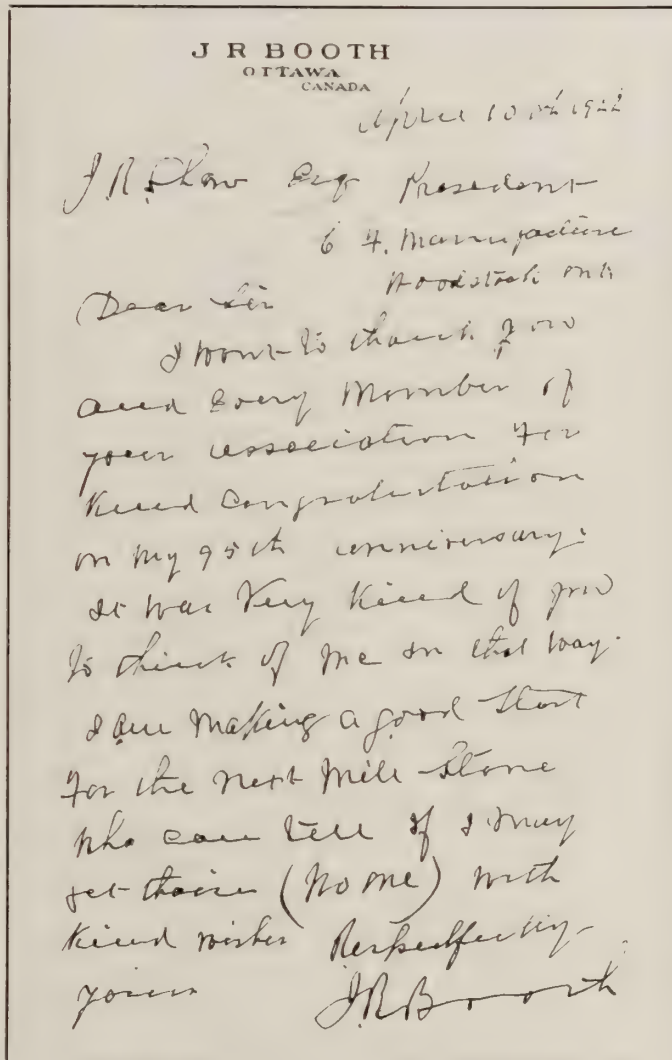
Where the value of land is over \$250,000 but does not exceed \$500,000 the fee is \$175 plus 20c for each \$1,000 in excess of \$250,000;

Where the value of the land is over \$5,000,000 the fee is \$225 plus 10 cts. for each \$1,000 in excess of \$50,000.

#### Bankruptcy Act

Attention was directed to complaints that had been received through the Montreal Branch of dissatisfaction with the manner in which the Dominion Bankruptcy Act had been working out in the Province of Quebec. After careful investigation, the Committee had found that the cause of complaint was not to be found in the law itself so much as in the manner of its administration.

"At a meeting of our Quebec Division Legislation Committee held in Montreal on 8th current, attended by H. J. Elliott, K.C.,



#### From Canada's Oldest Manufacturer

Facsimile of letter of acknowledgement written by J. R. Booth, Ottawa, in reply to a telegram of congratulation sent on behalf of the members of the C. M. A. by John R. Shaw, 1st Vice-President, on the occasion of Mr. Booth's 95th birthday.

The report concluded with a recommendation that a circular be drafted and sent out asking members for their views on the value of trade fairs abroad.

#### Legislation Committee

A lengthy report was presented by the Legislation Committee, being synopsis by H. Macdonald, legal secretary. It noted the receipt of official intimation through Sir James Aikins, president of the Canadian Bar Association, that the Council of the Association, which met in Montreal on March 11, had agreed to co-operate in connection with the forthcoming Interprovincial Conference



solicitor for the Canadian Credit Men's Association and H. Macdonald, legal secretary, a series of amendments of the Dominion Bankruptcy Act suggested by the Canadian Credit Men's Association, designed to put greater powers into the hands of the ordinary creditor, were discussed and are submitted for the consideration of the Canadian Manufacturers' Association, the amendments being to the following effect:—

- "1. That a creditor or creditors whose claim or aggregate claims amounted to \$500 or over, may apply to the Bankruptcy Court for a receiving order and the appointment of an authorized trustee, where a debtor has ceased to meet his payments.
  - "2. That a debtor before making an assignment must consult his largest bona fide unsecured trade creditor and make an assignment to the authorized trustee whom the said creditor designates.
  - "3. That a trustee when sending out notices of the first statutory meeting under an assignment, should be compelled to enclose a list of the creditors with their addresses and the amounts owing.
  - "4. That under an assignment, extension or scheme of arrangement, a trustee should be compelled to take a physical inventory of all of the assets and submit to the creditors a statement prepared by himself showing assets and liabilities, that is an estimate of the true situation.
- "Your Legislation Committee recommends that the matter be referred to its Legal Committee for further consideration and action."

### Provincial Legislation

It was reported that upwards of 200 bills had already been introduced at the present session of the Ontario Legislature. In all, present legislatures have issued over 400 bills.

The report then gave an outline of some of the measures that had been introduced in the Ontario Legislature, including assessment act amendments, mechanics' lien act, private detectives' act, steam boiler act, electricians' licensing act, sale of securities act, commercial agreements act and privy council appeals act.

### Industrial Relations

The report of the Industrial Relations Committee, read by its chairman, S. R. Parsons, directed attention to the legislative programme of the Trades and Labour Congress of Canada, as submitted to the Dominion Government just before the opening of the present session. This was published on page 84 of the March issue of INDUSTRIAL CANADA.

### Letters of Condolence

The General Secretary referred to the large number of deaths which had occurred among the membership since the last meeting of council and read the names of Senator John Milne, Hamilton; George Wedlake, Brantford; James Watt, Toronto; Gordon M. McGregor, Ford; Harold A. Wilson, Toronto; E. C. Elkin, St. John; Warren Ogilvie, Truro; Sir John Eaton, Toronto; T. H. Rieder, Montreal, all of whom had passed away. He was instructed to prepare and send suitable letters of condolence to the relatives of the deceased.

### Welcome to the President

Instructions were also given for the sending by the Executive Council of a telegram welcoming President Fisher home from the West Indies and congratulating him on the success of the trip.

## The C.M.A. Tour of British West Indies

An unquestionable success and much appreciated by the people of the Islands

**M**EMBERS of the C. M. A. excursion party, who sailed from Halifax on February 16 for a tour of the British West Indies, landed safely in St. John on April 12, after a most successful trip. The following diary, which gives an outline of the principal events of the trip, was prepared by C. H. Payne, secretary, Commercial Intelligence Service, Ottawa, who acted as secretary of the delegation.

*Feb. 12th.*—Delegation left for Halifax by special car arranged for by Canadian National Railways. Members of the party included:—  
A. J. Aitchison..... Hamilton, Ont.  
Jas. Anderson..... Windsor, Ont.  
H. V. Greene..... Toronto, Ont.  
Col. R. W. & Mrs. Leonard

..... St. Catharines, Ont.  
F. L. Gunn..... London, Ont.  
J. G. and Mrs. Lippert..... Kitchener, Ont.  
D. Mutch..... St. Catharines, Ont.  
R. H. and Mrs. Turner..... Peterborough, Ont.  
A. H. & Mrs. Stratton..... Peterborough, Ont.  
W. H. Shapley..... Toronto, Ont.

All arrangements for tour in hands of C. K. Howard, General Tourist Agent of Canadian National Railways.

*Feb. 13th.*—Reached Montreal, where party was augmented by  
J. D. Johnson..... Montreal, Que.  
Sir. Alex. and Lady Bertram..... Montreal, Que.

*Feb. 14th.*—Arrived Halifax, and stopped at Halifax Hotel over-night.

*Feb. 15th.*—Embarked on Canadian Government Merchant Marine SS "*Canadian Fisher*" (Capt. F. Ferguson). Additions to party at Halifax:—  
G. C. McAvity..... St. John, N. B.  
C. H. and Mrs. C. H. Payne..... Ottawa

*Feb. 16th.*—Sailed at daybreak, departure having been delayed 12 hours owing to heavy snowstorm.

*Feb. 21st.*—Arrived Nassau, Bahamas, at 1 p. m. Landed in launches, and welcomed by R. H. Curry, Canadian Commercial Agent, Hon. G. H. Gamblin, and others. Taken for motor drive. Garden Party at Government House where Governor and Lady Cordeaux received guests. Informal dinner at Colonial Hotel. Amateur Theatricals, as guests of the Royal Bank. Adventure in harbour as launch broke down and drifted until 2 a. m. when landing was effected, and party stayed all night at hotel.

*Feb. 22nd.*—Meeting with members of Chamber of Commerce. Matters discussed included complaint regarding a shipment of inferior Canadian flour, and appointment of a representative for the British West Indies in Canada. Sailed at noon.

*Feb. 25th.*—Arrived at Jamaica. Welcomed by members of the Chamber of Commerce, Captain S. D. List, C. G. M. M. Agent, G. R. Stevens, Canadian Government Trade Commissioner, Mr. Troop, Mr. Silver, Mr. Lucie-Smith, and others including T. C. Boville, former Deputy Minister of Finance, Ottawa. Motor cars were placed at the disposal of party and customs entry facilitated. Taken to Constant Spring Hotel. At 4.30 Garden Party at Government House given by Governor Sir Leslie Probyn and Lady Probyn, first time Government House opened since their tenure of office. At 8 p. m. largest banquet ever held in Jamaica, presided over by Governor.

The following joined the party:—  
W. S. Fisher..... St. John, N. B.  
Hon. F. B. and Mrs. McCurdy..... Ottawa, Ont.

J. M. and Mrs. Davidson..... St. John, N. B.  
D. and Mrs. Bradshaw..... Toronto, Ont.  
W. J. Bradshaw..... Toronto, Ont.  
H. and Mrs. Pocock..... London, Ont.  
Col. H. L. Edmonds..... Toronto, Ont.  
A. and Mrs. Lambert..... Montreal, Que.  
Col. A. Hatch..... Hamilton, Ont.  
G. F. Towers..... Montreal, Que.  
H. A. Johnston..... Montreal, Que.  
Col. and Mrs. Leonard, Sir Alex. and Lady Bertram, D. Mutch and Col. Hatch remained at Jamaica.

*Feb. 26th.*—Drive in autos to Annotto Bay. Inspection of Sir John Pringle's new sugar mill, and tea at Mr. Pringle's bungalow.

*Feb. 27th.*—Meeting with representative business men at Jamaica Institute, presided over by Mayor Bryant of Kingston, at which addresses were given by William Wilson, O. B. E., on mutual trade relations; and Sir Horace Meyers, M. B. E., on the sugar question. Replies made respectively by Col. Hatch, Mr. Fisher, and Mr. Stevens. Sailed on SS "*Megantic*" at 4 p. m. for Panama.

*Mar. 1st.*—Arrived at Colon. Welcomed by William Ewing, British Consul, representatives of Chambers of Commerce of Ancon and Colon, and Rotary Clubs. Train to Gatun Lock, by launch through Culebra Cut and train to Ancon. Lunch at Tivoli Hotel. Motor drive, including old Panama which was burned and sacked by Sir Henry Morgan in 1640.

*Mar. 2nd.*—Meeting with representatives of Chambers of Commerce of Colon and Ancon at Stranger's Club. Sailed 5 p. m.

*Mar. 4th.*—Dinner to which were invited all Canadians on board SS "*Megantic*". Toast list—"Canada" proposed by Mr. Shapley, replied to by Hon. F. B. McCurdy; "White Star Line"—Col. Edmonds and P. Rogers, Purser; "Canadian Manufacturers' Association"—Mr. Lambert (in English and French) and Mr. Fisher; "Canadian Government Merchant Marine"—Mr. Johnson and Mr. Howard; "The Ladies"—Mr. Greene and Mr. Towers.

*Mar. 5th.*—Arrived at La Guaira, Venezuela, at 6 a. m. Special train over mountains to Caracas. Sailed 6 p. m.

*Mar. 6th.*—Arrived at Port of Spain, Trinidad, at 5 p. m. Welcomed by Hon. Alex. Fraser, Hon. A. H. Cipriani, Geo. F. Huggins, J. J. Arnold, T. Geddes Grant, W. J. Messervey, T. B. MacKenzie, J. B. Connell and others. Special launch from "*Megantic*" and motor cars to Queen's Park Hotel.

*Mar. 8th.*—Motor ride over the "Saddle" and visit to Orange Grove Estate. Tea at residence of Mr. and Mrs. Huggins.

*Mar. 9th.*—A Committee comprising Messrs. Fisher, Howard, Payne, Shapley and Johnson, held informal conference with committee of Chamber of Commerce preparatory to a general meeting on March 14th. In the afternoon motor cars took the party along Caroni Savannah Road, thence by motor launches to inspect Caroni Reclamation Scheme being undertaken by Hon. A. H. Cipriani, M. B. E.

*March. 10th.*—His Excellency the Governor, Sir Samuel H. Wilson, R. E., K. B. E., C. B., C. M. S., received members at the Government Buildings at 11 a. m. Joined at Port of Spain by Mr. and Mrs. A. N. Whitman, Halifax, N. S.

*Mar. 11th.*—Garden party at Government House given by Governor and Lady Wilson.



Mar. 12th.—Tea aboard "Aurora".

Mar. 13th.—Visit to Pitch Lake and Apex Oilfields. Accident to Messrs. Gunn and Greene.

Mar. 14th.—General meeting with members of Chamber of Commerce; speeches by Hon. Alex. Fraser, President of Chamber of Commerce, W. S. Fisher, Hon. A. V. Stollmeyer, Mr. Payne, Mr. Shapley, Hon. A. H. Cipriani.

Mar. 15th.—Free day.

Mar. 16th.—Bathing party and tea at Port Baileine Hotel.

Mar. 17th.—Departure at 6 p. m. for Demerara. Hon. F. B. McCurdy went on to Barbados and did not again identify himself with party.

Mar. 19th.—Arrived at Demerara and welcomed by members of the Chamber of Commerce. Married members of party taken to Sea View Hotel, and remainder to Park Hotel.

Mar. 20th.—Motor drive to Diamond Sugar Factory. Swizzle party at the home of Mr. and Mrs. Dalglish.

Mar. 21st.—Trip to Mazaruni District and Penal Settlement via Essequibo River.

Mar. 22nd.—Meeting with Chamber of Commerce, and later deputation of fruit growers. Special moving pictures of British Guiana shown. Dance at Park Hotel. Vessel sailed at 12 o'clock midnight.

Mar. 24th.—Trinidad. Party joined by Messrs. Gunn and Greene. Sailed at 6 p.m.

Mar. 25th.—Grenada. Official welcome and business meeting on board after breakfast. Motor drive to points of interest. Sailed at 11 p. m.

Mar. 25th.—Reached St. Vincent at 6 p.m. Official welcome, but no business meeting. Visit to shore.

Mar. 26th.—Barbados. Arrived at 9.30 and welcomed by a joint committee of the Barbados Chamber of Commerce and Agricultural Society. Motor cars took the party to Hotel Pomeroy. Motor drive to St. Johns Church in afternoon and tea and swim at Lord's Castle, the residence of Mr. Cook.

Mar. 27th.—Private luncheons at Bridge-town Club. At 4.30 Mr. and Mrs. E. H. S. Flood's "At Home" at the Savannah Club. Dinner at 8.30 in Drill Hall by Chamber of Commerce and Agricultural Society, Sir Frederic Clarke, Chairman of the Society, presiding.

Mar. 28th.—Business meeting at Carnegie Hall, Mr. Austin presiding. Motor drive to Crane, (The).

Mar. 29th.—St. Lucia. Official welcome and breakfast on board. Swimming party to Vigie Beach. Business meeting at 11.30 o'clock at Castries Town Board Office, Mr. Westall presiding. Luncheon on board. Motor drive concluding with reception at Government House.

Mar. 30th.—Dominica. Official welcome and breakfast on board. Business meeting at 10 o'clock at Court House. Luncheon by business men at St. Gerard Hall. Funeral of the Chief Magistrate, who had been killed in a motor accident the previous evening.

Mar. 31st.—Montserrat. Reception and breakfast on board. At 10.00 a. m. public meeting at Court House, under the auspices of the Agricultural and Commercial Society, the Acting Commissioner, Major Peebles, presiding.

Mar. 31st.—Picnic lunch at Foxes Bay as guests of the Agricultural and Commercial Society. Swizzle party at Government House. Informal dance on Board "Chaleur" attended by the Commissioner and his wife

April 1st.—Antigua. Official welcome and breakfast. Meeting in chamber of Commerce Hall at 11 a. m. Drive to English Harbour and picnic lunch. At 4 p. m. reception at Government House by Sir Eustache and Lady Fiennes. Dance on board "Chaleur".

April 2nd.—St. Kitts. Official welcome on board. Special service at 11 a. m. at St. George's. Luncheon by St. Kitts Agricultural and Commercial Society at Government House. Motor drive to Brimstone Hill and at 4.30 p. m. reception at Government House by Major and Mrs. J. A. Burdon.

April 3rd.—Business meeting at Court House, presided over by Mr. Shelford. Sailing delayed owing to the loading of sugar until 6 p. m. Bridge drive on board in the evening.

April 5th.—Concert by "Chaleur White Rose Band".

April 8th.—Bermuda. Tallyho drive to points of interest and luncheon at St. George Hotel. At 5 p. m., business meeting at Chamber of Commerce, presided over by J. P. Hand. Dance on board "Chaleur".

April 11th.—Impromptu Concert.

April 12th.—Arrived at St. John, at 6 p. m.

#### President's Report on Trip

On the arrival of the party at St. John the following report was issued to the press by W. S. Fisher, the president of the C. M. A. and head of the delegation,—

"We went south with the idea of studying the conditions prevailing in British Guiana and the Islands of the British West Indies with whom Canada is linked in a preferential tariff agreement. I think that I may say that we have come back primed with information and very much impressed with what we saw. I would like to say a few words about the business aspect of the case. We found Canada firmly established as the supplier of foodstuffs. Our virtual monopoly of the flour and fish trade shows what can be done when we possess natural advantages and get after business. Our exports of manufactured goods are also on the increase both from the point of view of quantity and number of lines. But we could see clearly that there was room for further expansion and we were told that the best way of ensuring that expansion was by personal representation. United States firms have their

travellers constantly going through the British West Indies, and I believe that this is by far the best method of procedure for any Canadian firm which is satisfied that a good business may be developed in the lines they manufacture.

"The development of our trade with these British Colonies will be assisted by various things—by the preferential tariff, by improved steamship services, by the activity of the Department of Trade and Commerce, and by the facilities provided by Canadian banks which are located in the South. We were impressed by the volume of business done by these Canadian banks and by their evident high standing in the community. There were only two points we visited during our entire trip where we did not find a branch of the Royal Bank of Canada. The Bank of Nova Scotia was strong in Jamaica. We found the Canadian Bank of Commerce opening at various places, and through the Islands we came in touch with the Colonial Bank, an English Institution in which the Bank of Montreal has recently acquired an interest. These banks are able and willing to furnish Canadian firms with credit reports on the houses of the South, and they are sincerely anxious to assist Canadian trade by providing names or obtaining information of almost any description. The activities of Canadian trade commissioners in the south will be important in the development of our business. They are sources of information and they are also what I might call, trade scouts, pointing the way to fresh business and advising our exporters of any complaints they hear. We all hope that this trade commissioner service will be maintained at a high pitch of practical efficiency.

"I would like to say to those Canadian business men who have never visited the West Indies that one trip would remove all their fear in regard to the special risk of doing business in these places. The same caution that we use in Canada is all that is required in the south. Our banks can tell us which are good firms and which are not, and let me say, that when they are good, they are very good indeed. In spite of prevailing business conditions, the majority of the importing business firms are of high financial standing and worthy of reasonable credit.

"Taking the British West Indies and the British Guiana as a whole, sugar is the most

#### Samples on Exhibit

A number of interesting samples of the products of Dominica have been brought back to Canada by President Fisher and are now on exhibit at the Head Office, where they may be viewed by members. They include the following,—

Native Gum, 1st. Specie; A. A. Baron; Dominica, B. W. I.  
Native Gum, 2nd. Specie; A. A. Baron; Dominica, B. W. I.  
Bread Fruit; A. A. Baron; Dominica, B. W. I.  
Cassava Meal; W. H. Peter, Portsmouth, Dominica, B. W. I.  
Back of Turtle Shell; A. A. Baron; Dominica, B. W. I.  
Cinnamon Spice, Grown by A. A. Baron; Dominica, B. W. I.  
Castor Oil (Lubricating Aeroplanes); A. A. Baron; Dominica, B. W. I.  
Manioc Starch, Farine From Cassava Plant; A. A. Baron; Dominica, B. W. I.  
Citric, Acid Crystals; L. Rose & Co.; Dominica, B. W. I.  
Sweet Orange Oil; R. E. Alford, Nicholls, Rosseau; Dominica, B. W. I.  
Cocoa, Beans, Copra (dried Cocoanuts); Rowntree & Co. and A. A. Baron; Dominica, B. W. I.  
Bay Leafs, Grown by A. A. Baron; Dominica, B. W. I.  
Bay Oil, Manufactured by Aug. St. Hilaire; Dominica, B. W. I.  
Concentrated Lime Juice; Wall House Estate; Dominica, B. W. I.  
Raw Lime Juice; Wall House Estate; Dominica, B. W. I.  
Raw Lime Juice; R. E. Alford Nicholls Rosseau, Dominica, B. W. I.  
Settled Lime Juice; Wall House Estate; Dominica, B. W. I.  
Expressed Lime Oil; R. E. Alford Nicholls; Dominica, B. W. I.  
Distilled Lime Oil; Castle Comfort Estate; Dominica, B. W. I.  
Distilled Lime Oil; Goodwill Estate, E. Potter (Proprietor), Dominica, B. W. I.



important article produced; consequently the 1920 slump in sugar and the later disorganization of the sugar market had an adverse effect on business. Cocoa too, suffered from low prices. The markets for both these commodities have improved slightly during the last few months, while the cost of labour and supplies have declined. I believe that 1922 will be a better year for the British West Indies than 1921. Provided nothing unforeseen occurs they should recover their normal purchasing power in the not far distant future. We heard it said in most of the places visited that Canada was not buying all the West Indian products she might. They are not entirely satisfied with the state of the sugar trade between us. Cocoa and coconuts too, they think we might buy direct in larger quantities. They ask Canada to buy direct from them instead of buying British West Indian products through other sources. In Dominica they pointed out to us the superiority of limes over lemons and were anxious to develop a trade with Canada in that article, which apparently can be marketed at a very low price. There seems to be little doubt that our direct purchases from the British West Indies could be increased to our mutual advantage. On our side we pointed out that the personal representation which was thought so necessary for the sale of Canadian goods in the South, was just as necessary if more British West Indian products were to be sold in Canada.

#### Business Meetings Arranged

"At every point we visited the local Chamber of Commerce or Agricultural Society arranged business meetings where we could hear the views of the leading business men of the Community. At these meetings frequent references were made to the fact that documents covering shipments of Canadian goods were often late in arriving, thus causing great annoyance and delay to the importers. Apparently some inland Canadian firms, when shipping from Halifax have the documents sent back from that point to their offices in order to make out their drafts, whereas the only satisfactory mode of procedure is to have the documents completed by their agents or their bank at the shipping port and dispatched on the same boat with the goods.

"Another complaint we heard of was of the opposite nature. It had to do with the sight drafts arriving before the goods and being at once presented for payment. It would be better for Canadian firms to give instruction that drafts should not be presented before the arrival of the steamer carrying the goods.

"I have left to the last any mention of the reception we met with. It was one of the features of our trip. We come back under a very real burden of debt to the people of the British West Indies, Bermuda and British Guiana for the exceptional kindness they showed us. At every point it was the same story. Our boat was met on arrival. We were guided to the places we should go. Motor cars were lent by their owners to take us for excursions and as I have said before we were given every opportunity of meeting the leading business men at meetings organized by the local chambers of commerce. British West Indian hospitality is proverbial but it was a revelation to us. There was scarcely a place where we did not have the honor of being entertained at Government House, and the houses of the residents were thrown open to us. The local branches of Canadian banks took a prominent part in all that was done. I can speak for all the members of our party when I say that we return deeply impressed with the kindness of the citizens of the British West Indies, Bermuda and British Guiana, and with the beauty of the places in which they live. It is well worth

any one's while to take such a trip as we have just completed. Those in the south hope we in Canada will recognize the possibilities of their Islands as winter resorts, and that Canadian capital will interest itself in building suitable hotels at certain points. More frequent travel between these two sections of the British Empire, more visits to the south by leading Canadian business men, and a more intimate knowledge on both sides of the characteristics and requirements of our respective countries would perhaps do as much as the preferential tariff to develop the trade which we are all so interested in.

"We found throughout the places we visited,—even the foreign places,—an evident desire to do business with Canada where possible, and I consider that in itself a most encouraging omen for the future of our export trade."

#### Galt Branch Holds First Annual Meeting

The first annual meeting of the Galt Branch of the Canadian Manufacturers Association was held in the Council Chamber of the Court-house at 8 p. m. on the 26th of April.

Col. A. J. Oliver occupied the chair and about fourteen members were present. The visiting party from Association headquarters in Toronto consisted of H. Macdonald, Alex Marshall, and O. C. Pease.

Owing to the fact that the officers of the Branch were only elected at the organization meeting on January 18th last, and had held such a short tenure, it was decided that they should be renominated en bloc for the ensuing year.

A deputation of two appeared before the meeting requesting the Branch members to give support to a movement which would employ, in the city of Galt, such athletes as may be encouraged to become members of local hockey, football teams and the like. It was pointed out that encouragement of sport in a growing industrial centre such as Galt, would go a long way towards off-setting the lure of larger centres, and keep the citizens of the town satisfied to remain in it. It was agreed that a committee should be formed to deal with the matter and afford every possible assistance.

The Chairman then called upon the visiting representatives from Association headquarters. Mr. Pease spoke briefly on department organization, export trade, and member-

#### BACK NUMBERS WANTED

An important Canadian Reference Library wishes to complete its files of **INDUSTRIAL CANADA**. In order to enable it to do so, we appeal to our readers to look over the back numbers in their possession and see if any of the following issues have been retained,—

1914—January, April, May, September, December.

1915—April, May, August, December.

1916—February, April.

1917—October.

1918—February.

1919—February, June.

We would be glad to have you send us any of these issues in your possession. They will be put to good use and carefully preserved for the use of posterity.

—Industrial Canada.

#### EXHIBITION DATES

On page 86 of this issue readers will find a list of the principal exhibitions to be held in Canada this year with the dates between which each will take place. Information regarding the Central Canada Exhibition at Ottawa arrived too late for inclusion in the list but readers will note that it will be held between September 8 and 18.

ship, and suggested that the Branch should make up a party to attend the annual convention of the Association at St. Andrews-by-the-Sea.

Alex Marshall gave a clear resume of the functions of the Commercial Intelligence Department and called the attention of the members to the very valuable services, which it renders. He dealt in particular with the "Canadian Trade Index" and urged members to make every possible use of that valuable publication.

H. Macdonald dealt with the latest phases of the legal situation with regard to industry, covering in turn, such matters as the Workmen's Compensation Act, the government regulations regarding the income tax and various legislative measures such as the Private Detectives Bill, the Electricians Licensing Act, the Blue Sky Law, the Combines Bill, the Dominion Bankruptcy Act and the Assessment Act. In connection with the latter he urged manufacturers in general to give every possible support to the Association in such measures. The refusal of the provincial legislature to pass this act meant that the investments on the part of private individuals would continue to be attracted towards the securities of banks, trust companies, and the issues of governments and municipalities, owing to the double taxation which exists at the present time on industrial securities.

#### Industrial Sites

One of our members wishes to sell a large manufacturing plant at Montmagny, Quebec. This plant consists of 250 acres of land in the town of Montmagny, buildings and machinery of the most modern type for the production of all kinds of agricultural implements. There is also attached to the plant a modern outfit to manufacture axes and picks, and a rolling mill with a foundry for the manufacture of steel. Further particulars can be secured from Commercial Intelligence Department, C. M. A.

A firm contemplating moving their plant from Hamilton to Montreal are desirous of disposing of their real estate and buildings in Hamilton. The property has a frontage of 124 feet and a depth of 156 feet. On the land there is a three-storey stone and brick building, also a lean-to brass factory, containing eight furnaces. The building is substantially built and would be suitable for any kind of manufacturing plant.

The Nanaimo Fish Meal & Oil Refinery, Limited, Nanaimo, B. C. are reconstructing their plant which was destroyed by fire last year and expect to be able to make shipments of dog-fish oil and edible fish meal towards the end of March. The plant is valued at \$48,000 and will have an output of 14,000 gals. of oil and 100 tons of meal per month.



# LA SECTION FRANÇAISE

## Perspective de Commerce Avec les Indes Occidentales

**A**PRES une absence de deux mois, un groupe composé d'une trentaine de membres de l'Association des Manufacturiers Canadiens, sont revenus, ces jours derniers, d'un voyage aux Indes Occidentales, où ils ont pu constater de visu les perspectives qu'il y aurait d'y créer une expansion de commerce important.

Le voyage se fit à bord du Canadian Fisher, de la marine marchande Canadienne, à bord duquel nos voyageurs reçurent une hospitalité des plus larges. Nos touristes visitèrent, Nassau, des îles Bahamas, Kingston, de Jamaïque, Panama, Vénézuéla, Trinidad, la Guinée anglaise, Grenade, St. Vincent, les Barbades, Santa Lucia, Dominica, Monserrat, Antigue, St. Kitts et les Bermudes.

M. W. S. Fisher, de St. Jean, N. B., le président général de l'Association des Manufacturiers Canadiens, qui était le chef du groupe, se dit enchanté du voyage, tant au point de vue de l'agrément qu'ils ont eu, qu'aux belles perspectives de commerce que le Canada aurait avec les Indes Occidentales. Le fait que plusieurs de nos principales banques canadiennes y ont établi des succursales, ajoute au prestige que nos industries canadiennes auraient d'exporter un grand nombre de leurs produits, d'autant plus qu'ils peuvent se tenir au courant de la solvabilité des importateurs.

Quoique les affaires aient subi un relâchement sérieux dans ces parages, M. Fisher a constaté qu'une réaction s'est produite depuis quelques mois, que les prix des produits ont repris leurs valeurs normales et la main d'œuvre est facile à obtenir dans des conditions raisonnables. Vu le tarif préférentiel que le Canada accorde aux Indes Occidentales, nous aurions l'avantage d'y vendre une foule de nos produits manufacturés à part des céréales et du poisson que nous leurs expédions. Il faudrait, qu'à l'instar des fabricants américains, nos manufacturiers canadiens devraient avoir des représentants qui visiteraient fréquemment ces parages, car malgré l'aide que nous donne le département du Commerce à Ottawa, il faudrait une campagne directe et active pour activer davantage notre commerce d'exportation vers ces pays.

Bref, la députation a accompli une mission qui accentuera notre commerce en général, si on met en pratique les suggestions ci-haut mentionnées.

## Le Club d'Exportation Assemblée intéressante

Jeudi soir, le 6 avril, avait lieu une assemblée du Club d'exportation, dans la Salle du Old Colony Club, Hôtel Windsor, réunion qui fut des plus intéressante sous la présidence de M. J. A. Laprès, vice-président du Club.

M. P. E. Naggiar, consul-général de France, qui était le principal invité, donna un résumé des relations commerciales du Canada avec la France, démontrant les avantages qu'il y aurait pour nos in-

dustriels d'échanger leurs produits tels que les instruments aratoires, le bois de construction, des aliments en conserves et des produits, laitiers. Il signala le fait que les intermédiaires anglais, écoulèrent ces produits canadiens sous une autre étiquette soit norvégienne ou autres, ce qui enlevait aux producteurs canadiens le prestige qu'ils devraient conserver en faisant une publicité efficace et pratique.

M. E. Jerome Dyer, C. B. E. fut l'orateur suivant et relata son expérience dans les îles Fidji, où le commerce prend de l'expansion par l'entremise de la Grande Bretagne, et que vu le tarif préférentiel existant, leurs fruits pourraient trouver un marché avantageux en Canada.

L'orateur suivant fut M. M. E. Cameron, de la Banque Royale du Canada, qui donna un aperçu des conditions commerciales à Haïti, et qu'avec des communications directes avec ce pays, l'échange de produits pourrait s'effectuer.

M. Wilson, de la Canadian Car and Foundry Company, qui est arrivé d'un long voyage en Russie, fit un résumé de la situation économique de ce pays, qui subit une famine presque générale. Vu que le ravitaillement se fait par l'entremise de commissions nommées par le gouvernement soviétique et certaines associations coopératives, le rouage de ces organisations n'est pas de nature à promouvoir l'importation des pays étrangers. Toutefois, quoique les Russes ne sont pas friands des aliments en conserve, ces produits seraient reçus avec bienveillance par les nombreuses familles qui souffrent de la famine.

## Les compagnies de garanties et les fabricants

Il est un vieux dicton qui est passé à l'état de proverbe, c'est-à-dire qu'il n'y a pas de loi ou ordonnance fédérale ou provinciale sans qu'elles soient violées. Il est de même de la loi fédérale qui exige de tous fabricants de drogues, extraits, parfums etc., de donner une garantie qui permettra aux autorités douanières ou d'accise de percevoir le plein montant de l'impôt sur l'alcool servant à la préparation des produits ci-hauts mentionnés.

Autrefois les compagnies de garantie n'exigeaient qu'une prime de \$5. aux fabricants en question, mais pour des raisons particulières, sans doute, elles augmentèrent le taux de la prime à \$25. ce qui, dans les circonstances est une imposition pour les fabricants qui font un commerce légitime et dont la réputation ne peut être mise en doute.

À l'heure qu'il est, sous la loi de prohibition qui est édictée dans plusieurs des provinces du Canada, on cherche par tous les moyens possibles de contrevenir à cette malheureuse restriction, en profitant de l'occasion qui donne aux fabricants fictifs de faire remiser en entrepôt douanier une quantité considérable d'alcool, qui sert plus souvent à fabriquer des liqueurs fortes au lieu des produits pharmaceutiques, etc; alors les conventions à la loi se pratiquent aujourd'hui sur une assez grande échelle.

Il est tout naturel que le gouvernement doit s'assurer de la perception entière des matières sous le coup du fisc, car dans bien des cas les fabricants de drogues, extraits, etc., se sont fait filouter de l'alcool en assez grande quantité, leur causant des pertes assez onéreuses, c'est pourquoi on exige des fabricants une garantie que la valeur de l'alcool entreposée sera intacte afin que le fisc puisse en prélever l'impôt intrinsèque. Les compagnies de garanties, sans se soucier de la légitimité de l'applicant, accordait des garanties à tous venants.

Afin de remédier à cet état de choses et voir à ce que le taux des primes soit raisonnablement réduits, les fabricants de réputation de Montréal et de Toronto doivent se réunir afin d'exiger que chaque applicant de garantie, fournisse des références qui établissent le bien fondé de son commerce.

Il est juste que les fabricants de drogues, extraits etc., s'insurgent contre l'augmentation des taux des compagnies de garanties, car si on considère les pertes subies par les vols avec effractions dans les entrepôts douaniers et les inconvénients ci-haut cités, nous espérons que les autorités prendront note des faits que nous signalons, en édictant une loi juste et équitable pour protéger le fabricant de réputation et éviter autant que possible la transgression des lois établies.

## La Succursale Des Cantons de l'Est

L'assemblée mensuelle de la succursale des Cantons de l'Est des manufacturiers Canadiens, a eu lieu mardi, le 18 Avril, à l'hôtel Magog de Sherbrooke. M. R. W. Gould, le secrétaire de la division de Québec était présent et donna un aperçu des progrès que faisait la division sous le rapport du recrutement et autres questions importantes.

Après les préliminaires ordinaires on entama la question de l'avance de l'heure, et les bénéfices qui en découlent pour l'industriel comme pour le travailleur. Toutefois le Conseil de ville de Sherbrooke décida de s'en tenir à l'heure normale, ce qui causera une situation assez complexe, vu que les industriels de Sherbrooke et des Cantons de l'est ont résolu d'adopter l'avance de l'heure le 1er mai. En vue de la décision du Conseil de ville des requêtes seront signées afin qu'il revienne sur sa décision.

La question de la résurrection de la Commission de contrôle du blé par le gouvernement a été longuement discutée, et après mûres délibérations la succursale se prononça unanimement contre le rétablissement de la dite commission car, on considère que ce serait un empiètement sur la liberté du commerce agricole.

La succursale a décidé d'avoir des exhibits de produits manufacturés à la prochaine exposition qui sera tenue à Sherbrooke cet automne. On a, à cette fin, retenu la moitié d'une bâtisse sur les terrains de l'exposition.

L'assemblée annuelle de la succursale aura lieu le 16 mai prochain, afin de recevoir le rapport annuel du président



et procéder à l'élection des officiers pour l'année 1922-1923. M. Chet H. Cleveland, de Danville, le président de la succursale des Cantons de l'est, occupait le fauteuil à l'assemblée précitée.

### Le Club d'Exportation

Le comité exécutif, au grand complet, du Club d'exportation s'est réuni aux bureaux de l'Association des Manufacturiers Canadiens, mercredi, le 19 avril, et a pris en considération plusieurs questions importantes concernant l'exportation des produits canadiens à l'étranger.

La première question qui a été longuement discutée, fut d'établir un moyen d'exportation aux Indes et lecture fut ensuite donnée d'une lettre reçue du commissaire Canadien du commerce établi à Kingston, Jamaïque, qui annonce que dans ce pays on pourrait exporter des produits de quincaillerie et des tissus de toute sorte, et pourvoir à établir une ligne directe avec le Canada, afin d'éviter que nos importations passent par des voies américaines état de chose qui existent actuellement.

On a aussi commenté favorablement le rapport du journal, annonçant que l'Hon. Jas. A. Robb, ministre du commerce a l'intention d'envoyer un commissaire canadien au Mexique, afin d'activer notre commerce avec ce pays. On nous assure que les Mexicains sont favorables à des relations commerciales avec le Canada, et afin de mettre ce mouvement en pratique, il serait nécessaire que des communications directes soient effectuées sur l'Atlantique comme sur le Pacifique.

Un membre important de l'Association de retour des Indes Occidentales, a communiqué au club sa conviction, que l'on pourrait entretenir des relations commerciales avec ces contrées en leur faisant profiter du tarif préférentiel que le Canada leur accorde.

Jeudi soir, le 20 Avril, il y eut une assemblée générale du Club, dans la salle Old Colony de l'hôtel Windsor, où les membres eurent la bonne fortune d'entendre des discours de personnages distingués, entre autres le Consul général de Suisse qui démontra les avantages que nos industriels canadiens auraient d'établir un commerce régulier avec son pays.

M. R. B. Teakle, le gérant général de la marine Canadienne, qui fut l'orateur suivant, assura ses auditeurs de la coopération de son département, afin de promouvoir le commerce avec l'Amérique du Sud et autres pays où nos vaisseaux canadiens font escale.

M. C. H. Payne, le secrétaire commercial de la division des renseignements du département du commerce, à Ottawa, donna aux membres du Club une foule de détails qui seront de nature à promouvoir nos relations commerciales avec les pays étrangers.

### Notre pulpe de bois chimique et le tarif américain

Nos producteurs agricoles subissent maintenant des restrictions onéreuses imposées par le tarif Fordney par une clause qui n'était pas contenue dans le soit disant bill Underwood, nos producteurs de pulpe de bois chimique se trouvent en face d'une situation tout au moins analogue, et qui affecterait sérieusement l'exportation de ce produit que notre loi provinciale a raison de protéger, en ne permettant pas que le bois de pulpe, provenant des terres de la couronne, soit exporté à l'étranger avant qu'il soit converti en pulpe dans la province.

En résumé, cette clause frappe la pulpe de bois chimique canadien d'un impôt de cinq pour cent ad valorem ainsi que sur le papier.

Lors de la convention de l'Association Américaine du papier et de la pulpe, tenue à New York en avril dernier, M. Edward Beck, gérant de l'Association Canadienne du papier et de la pulpe énonça son opinion en ces termes: "Que la clause apparente de pénalité, est un défi à la politique du Canada et de ses provinces, sur la disposition de leurs ressources de bois de pulpe, et que c'est dans un but de représailles afin de faire modifier ou même rescinder la loi restreignant l'exportation de notre bois de pulpe. Il est entendu que cette clause a été insérée dans le bill à la demande de ceux qui ont fait passer le soi-disant bill Underwood".

"Cet impôt de cinq pour cent ad valorem sur la pulpe de bois chimique, met nos exportateurs canadiens dans une position désavantageuse, et ils espèrent que le gouvernement canadien saura contre-carrer l'effet de cette restriction".

Toutefois, cette clause sera chaudement discutée en comité du Congrès et du Sénat américain, avant qu'elle prenne force de loi, d'autant plus que le bill ne pourra recevoir la signature du président avant l'été prochain, et peut-être plus tard. Il n'y a aucun doute que les propriétaires de journaux, de revues, les publicistes et les éditeurs américains feront en sorte d'employer tous les moyens pour empêcher la passation de cette clause, car l'impôt retomberait sur eux et causera un désarroi terrible dans leurs affaires.

Il est un fait établi que l'adoption de cette clause restrictive sur l'exportation de la pulpe de bois chimique canadien, ne favoriserait qu'un petit groupe au détriment du grand nombre.

### Modifications proposées à la loi de faillite

Nos corps publics tels que la Chambre de Commerce et le Board of Trade ont fait de démarches auprès du gouvernement fédéral, grâce à l'initiative prise par la division de Québec, de l'Association des Manufacturiers Canadiens, qui à sa réunion de Trois-Rivières, dont nous avons donné le compte-rendu dans l'Industrial Canada du mois dernier, avait déjà entamé ce sujet, et afin de faire suite à ce mouvement, la même division, à son assemblée, tenue à Québec le 28 mars dernier, a mise au point cette question de modifier la présente loi de faillite, dont l'ensemble est loin de rendre justice aux hommes d'affaires en général.

Après avoir discuté soigneusement la question, la division de Québec suggéra les amendements suivants à la dite loi de faillite:

1—A la clause 3, qu'au cas où un créancier ou des créanciers, auraient des réclamations de \$500. et plus, ils pourront demander à la cour des faillites de nommer un syndic autorisé, dans les cas d'un débiteur qui aurait discontinué de rencontrer ses paiements, vu que d'après la procédure actuelle de la loi, le débiteur peut en abuser, et il faudrait que cette demande soit faite dans un laps de temps plus court, car dans les dix jours alloués actuellement, le débiteur pourrait frauder ses créanciers.

2—Qu'avant de faire une cession de biens, le débiteur devra consulter ses plus forts créanciers authentiques, et ne faire une cession qu'au syndic autorisé choisi par les créanciers en question. Vu qu'il y a 124 syndics autorisés dans la province, dont un grand nombre sont incompetents, l'un d'entre eux pourrait être choisi au détriment de ceux qui ont des états de services reconnus de plusieurs années.

3—Quand un syndic enverra des avis de la première assemblée statutaire, on

l'oblige à envoyer une liste des créanciers avec les montants dûs, ainsi que leurs adresses. D'après la loi actuelle, le syndic n'est pas tenu de remplir cette obligation, et les créanciers ignorent la situation réelle du failli.

4—Que quand une cession est faite, avant de permettre une composition, ou autre mode d'arrangement, le syndic autorisé soit obligé de faire un inventaire de l'actif apparent et du passif apparent du failli, et faire un rapport succinct de la situation. D'après la loi actuelle aucune obligation de ce genre n'est exigée du syndic, qui accepte les données du cessionnaire et permet des compositions qui sont loin d'être équitables.

### Les fabricants de confections à l'aiguille s'organisent

Jeudi, le 20 Avril, les fabricants de confections à l'aiguille, telles que vêtements d'hommes, salopettes, corsages, robes, corsets etc., etc., se sont réunis aux bureaux de l'Association des Manufacturiers Canadiens à Montréal, dans le but de l'organisation en section spéciale de l'Association. Il y avait de nombreux représentants locaux et de l'Ontario qui se sont concertés afin de parfaire l'organisation précitée, et sur proposition de M. H. Vineberg, de Montréal, appuyé par M. A. Sander, on décida à l'unanimité de jeter les bases de l'organisation, qui aura son siège principal à Montréal, et des réunions périodiques dans l'Ontario, et plus tard, après une propagande active, on intéressera les fabricants des autres provinces à établir des succursales, afin d'avoir une entente générale pour promouvoir l'intérêt commun de l'organisation.

Après avoir délibéré sur tous les points concernant l'organisation, on nomma sur le champ un comité qui sera chargé de préparer des règlements et une constitution. Ce comité est composé de M. M. R. P. Sparks, d'Ottawa; J. A. Mackintosh, de Toronto; G. A. Harcourt, de Montréal et R. W. Gould, le secrétaire de la division de Québec, de l'Association des Manufacturiers Canadiens. Ce comité fera rapport de son travail à une assemblée qui sera tenue au même endroit sur avis donné en temps et lieu. M. F. W. Stewart agissait comme président de cette assemblée.

### Banquet annuel de l'Association de Manufacturiers Canadiens

Le prochain banquet annuel de l'Association des Manufacturiers Canadiens, qui aura lieu le 11 Mai prochain, dans la salle rose de l'hôtel Windsor, fera époque dans les annales de cette importante organisation, car le secrétaire de la Succursale de Montréal, s'est assuré la présence comme hôte d'honneur, de M. Arthur Balfour, le magnat de l'acier de Sheffield, Angleterre, et président de la Chambre de Commerce Anglaise.

M. Balfour est reconnu dans le monde entier comme l'un des économistes des plus autorisés qui saura, dans cette circonstance, intéresser au plus haut point les membres de l'Association, qui auront la bonne fortune d'assister à ce banquet. Avis sera donné, en temps opportun à tous les membres de l'Association, afin de leur permettre de rencontrer cette personnalité distinguée, et nous espérons qu'il y aura des représentants de toutes les parties du Canada, où il y a des membres de l'Association, pour faire honneur à l'hôte distingué de cette réunion sociale qui sera intéressante sous tous les rapports.



# This Month's Activities in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....J. H. Fortier, P. T. Legare, Ltd., Quebec.  
Vice-Chairman.....F. W. Stewart, Cluett, Peabody & Co., of Canada, Ltd., Montreal.  
Secretary.....R. W. Gould. Assistant Secretary.....A. S. Findlay.

**T**HURSDAY, May 11th is the date set for the annual meeting of the Quebec Division and it will take place at the Windsor Hotel, Montreal, at 6 p.m. The meeting will be followed by an informal dinner at 7 o'clock.

The annual meeting of the Montreal Branch takes place the same day at 5 p.m. at the Windsor Hotel.

Sherbrooke Branch will hold its annual meeting on May 16 at the Magog House, Sherbrooke.

## Sherbrooke Branch

A meeting of the Sherbrooke Branch took place at the Magog House, Sherbrooke, on April 18, with Chat. H. Cleveland in the chair. It was arranged that the annual meeting of the Branch be held on Tuesday, May 16.

The matter of an Eastern Townships section of exhibits at the annual Sherbrooke Fair was discussed and it was decided that the Branch take up the matter actively with a view to getting all manufacturers to exhibit their wares on this occasion. The matter was left in the hands of a special committee for consideration.

Relative to the situation existing in the matter of daylight saving, due to the fact that the city council had refused to adopt the system, a petition was prepared and signed by all manufacturers in the city favoring daylight saving and it was decided that an effort be made to have the city council reconsider its decision.

The meeting also discussed the question of the incorporation of labor unions in the province of Quebec and throughout Canada.

## Export Club's Largest Meeting

The largest general meeting yet held by the Export Club of Montreal and District, took place in the Old Colony Club on the evening of April 20. J. A. Lapres occupied the chair.

The first speaker was Captain R. Quock of Colombia, S.A., who is a member of a large corporation and who has been in New York on a buying trip. He was attracted to Canada by the possibilities here and on invitation of Canadian Industries Limited, came to Montreal, where he has opened negotiations for the purchase of various commodities. Captain Quock expressed the opinion that there was a great opening for Canadian products in his country.

R. B. Teakle, general manager of the Canadian Government Merchant Marine was the next speaker. He stated that they now had sixty-five ships in commission which had been built over a period of three years. The speaker admitted that many mistakes had been made which were common to all large enterprises, especially where an effort had been made to build up a large organization over a short period of time. At the present time he said they had 2,340 employees afloat and 1152 working in the offices and ashore.

Business conditions had been very difficult, and still were difficult, particularly in the shipping business, but he believed that the future was bright. It had been necessary to lay up some of the ships and to discontinue two of the services temporarily, but he was of the opinion that the most difficult period in the history of the company had been passed and that a steady improvement would be seen from this time forward.

Carl Paul Hubscher, Swiss Consul-General for Canada, followed. He pointed out that

Switzerland was a country of intensive industries, particularly in silks, chemicals, watches, embroideries, electrical machineries, straw braids, etc. He said that the Swiss imported from Canada foodstuffs and raw material to a large extent, and practically all the food used by that country was imported. The United States, had exported to Switzerland twenty two million dollars' worth of goods, and a large quantity of Canadian wheat had also been exported from Canada to Switzerland through American ports. From August 14th, to March 18th, 1922, nineteen million dollars' worth of wheat had been exported from Canada to this country, and in the past four years some twenty two million dollars' worth had been shipped.

Mr. Hubscher complained that the Canadian statistics showed that in the past four years Canada had only exported to Switzerland one million dollars' worth of goods, whereas actually no less than eight million five hundred thousand dollars' worth had been exported from this country to Switzerland in that time.

While Switzerland, he said, was a great cheese manufacturing country, it was interesting to know that during the past few years, Switzerland had been purchasing Canadian cheese due to the fact, he added, that Switzerland had been exporting all, or nearly all, of her native cheese, and it was necessary to import cheese for her own domestic consumption.

From figures which were quoted by Mr. Hubscher, the trade balance between Switzerland and Canada was slightly in favor of Canada, but to all intents and purposes the exchange of commodities was almost on a parity.

In closing Mr. Hubscher said that he believed that the Canadian Government should maintain in Switzerland a trade representative, and he felt certain that a large amount of business was being lost to Canada through the fact that she had not official trade representative in that country.

Chester H. Payne, Secretary of the Commercial Intelligence Branch of the Department of Trade and Commerce, who had recently returned from a tour with a group of Canadian manufacturers to the British West Indies was the next speaker.

Mr. Payne dwelt at the outset particularly upon the peculiarities of the West Indian market. A very strong feeling he said existed in favor of Canada in the West Indies, and the business people there were particularly anxious to trade with this country. Not only that, but he found that in other Latin-American countries, particularly Panama and Venezuela, the people were anxious for an exchange of trade with Canada.

The fact that Canadian banks had been established throughout the West Indies made for a feeling of reliability, but he was sorry to say that trade statistics seemed to prove that Canadian trade with the British West Indies was on the decline. However, from the standpoint of value, these trade statistics were misleading, and quantities rather than values should be used as a basis of comparison.

Referring to the appointment of agents, Mr. Payne said that great care should be taken in the selection of agents in the British West Indies, as to a very large extent success or failure depended upon the integrity and ability of men who were appointed throughout the Islands to represent Canadian firms.

During his trip to the West Indies, he made an effort, he said, to secure any criticisms

possible of Canadian methods of doing business in order that he might bring these home to Canadian business men on his return. The most important complaint he met with, was regarding insufficient packing. Any one who had seen goods discharged in slings from ocean going ships to lighters in a heavy sea would understand how very necessary it was for the greatest care to be exercised in the matter of packing. This was a point to which every exporter to the British West Indies should turn his attention.

The temperament of the importer of the British West Indies, he maintained, was very different to that of the Canadian exporter, and the greatest possible courtesy, both in correspondence and approach, was necessary on the part of the Canadian if he desired to make an impression in that market.

The American, and to some extent, the Canadian salesman of the "Go getter" type could not possibly be successful in the British West Indies, and Mr. Payne explained at some length the necessity of social affiliation with the buyer in the British West Indies as well as the fact that one must compete with other markets of the world.

C. G. Gosney, recently arrived in Montreal from India, gave a very interesting address on the possibilities of trade with that country. Before the war, he said, the United Kingdom and Germany enjoyed a very large trade in that country, the United Kingdom supplying the better qualities of goods and Germany the cheaper qualities of goods. During the war and after the war Japan took the place of Germany in the market, supplying the cheaper qualities of goods and the United States took the place of the United Kingdom in the market, supplying the better qualities of goods. Many articles in daily use in India were produced in Canada, and he felt that there was a splendid opportunity in India for the sale of Canadian goods.

## Executive has Long Agenda

A meeting of the Executive of the Export Club of Montreal and District was held in the Board Room of the Association April 19th, at 12.30 p. m. at which the following agenda was discussed,—minutes last meeting; business arising from minutes; general meeting to be held April 20th; letter from Trade Commissioner, Jamaica; letter from Pittsburg Association of Credit Men; business conditions in England; hide and wool imports and steamship service to Mexico.

The letter from the Canadian Trade Commissioner, Kingston, Jamaica, drawing special attention to a report which he is sending forward to Commercial Intelligence Journal upon the subject of Canadian indent agents in the West Indian trade, was read and discussed, it being finally decided that the letter be referred to the National Export Club, Toronto, for attention.

Re hide and wool imports. In order to encourage the steamship companies running out of Canada, it is necessary to direct as much trade as possible in Canada through our Canadian ports rather than through American Ports. The committee understand that hides are imported from Argentina and that wool is imported from Australia via Boston, which is apparently the centre of the commodities which are re-distributed from there to Canadian buyers in Canada.

Effectively to accomplish a change in shipping to Canadian ports would entail either the establishment of buying offices in South America or Australia, or of having some experienced merchants or brokers located in Canada who would have to be in a position to offer Canadian tanners and textile men services similar to those obtained by them now in New York or Boston.

A further report in this connection is being prepared and will be presented at the next meeting.



# Activities of the Month in Prairie Division

Headquarters of Division, 408 Avenue Block, Portage Avenue, Winnipeg

Chairman.....W. G. Fraser, Beaver Soap Co., Ltd., Winnipeg.  
Vice-Chairman.....J. W. Ackland, J. D. Ackland & Sons, Winnipeg.  
Secretary.....G. E. Carpenter.

**F**OLLOWING the established custom, Alberta members held an annual provincial meeting at Edmonton on March 24th and 25th, W. G. Robson, Chairman of the Alberta Executive presiding. Members from various parts of the province attended and took keen interest in the matters discussed. At the first session on March 24th, R. J. Hutchings and Wm. Innes, Calgary, and W. A. Sheppard, Edmonton were appointed a resolutions committee to draft and submit resolutions upon subjects discussed.

On March 25th the Premier, Attorney General Brownlee, Hon. Vernon Smith, Minister of Railways, and Hon. Perrier Baker, Minister of Education, attended a luncheon as guests of the Alberta manufacturers. About fifty were present. C. A. Graham, President, Great Western Garment Co. and Chairman of the Edmonton Branch, acted as host and carried off the duties of chairman in a witty and able manner. R. J. Hutchings, Manager, Great West Saddlery Company, Calgary, and Chairman of the Calgary Branch, addressed the meeting and placed before the gathering the position of growing industry in Alberta and its splendid prospects with the vast resources of farm products, lumber, coal, oil and gas in the province. Geo. Preston, Manager, the Lake of the Woods Milling Company, Chairman of the Medicine Hat Branch, spoke of the difficulties manufacturers in the province had experienced in the past when faced by hampering legislation and stated that manufacturers would be glad to confer with the provincial government when matters affecting industry were under consideration by the latter—and that much good would result to all concerned.

C. G. Robson, President, W. H. Clark and Co. Chairman of the Alberta Executive Committee, spoke upon the difficulties confronting manufacturers, farmers, and business concerns generally during the re-adjustment period. He stated that they were all compelled to use the pruning knife to bring down their cost of doing business and had done so. There was one item of cost though that they were powerless to reduce and that was taxes, which represented the cost of government. He appealed to the members of the provincial government present to do everything in their power to reduce this cost.

Premier H. Greenfield in replying stated that he and the members of his cabinet were very glad to meet the manufacturers; that when he received the invitation he had decided to accept, although it was extremely difficult to get the time as the session of the Legislature was just closing. He said that statements had been made by farmers and by manufacturers that were ill-advised and tended to keep them apart. He deprecated such statements and said that he believed much good could be accomplished by farmers and manufacturers putting their feet under the one table and discussing their problems. Then they would at least get a better idea of the difficulties confronting both and might reach some common ground of advantage to all.

Premier Greenfield stated that his government was fully seized with the desirability of keeping down the expense of administration but that in a young and growing country of great resources it was not always good business to cut expenditures on some items too low or greater harm would follow.

He said that he was glad to hear one of the speakers refer to the word "co-operation",

that his government was at all times ready to co-operate to the limit of its ability with all classes and that in deciding its policy and actions it intended not to act for any one class in the province, but what it considered in the best interests of the province as a whole.

Premier Greenfield's speech was received with cheers and the gathering sang with great gusto, "For He's a Jolly Good Fellow".

In tendering to Premier Greenfield and his conferees the thanks of the gathering, the Chairman stated that his administration had

## ANNUAL MEETING

The Annual Meeting of the Prairie Division took place at the Fort Garry Hotel, Winnipeg, on the evening of Thursday, April 27. A full report of the proceedings will appear in the June issue of Industrial Canada.

the confidence of the manufacturers and, he believed, generally the people of the province.

At the business session following, the attached resolutions were discussed and carried unanimously.

### Resolution on Freight Rates

"WHEREAS cost of transportation plays an important part in commerce of the country and

"WHEREAS it is desirable that normal business conditions should obtain at the earliest possible moment.

"THEREFORE BE IT RESOLVED that Alberta manufacturers in Annual Provincial Meeting assembled request the Canadian Manufacturers Association to use every effort to secure the largest possible reduction in transportation charges, especially upon commodities such as grain, livestock, coal and building supplies, consistent with the cost of performing the service."

### Resolution on Immigration

"WHEREAS there are vast areas of unsettled fertile lands in Canada contiguous to transportation facilities, and

"WHEREAS the development of the country depends largely upon more producing citizens and,

"WHEREAS the great need of our Government Railways is more traffic,

"THEREFORE BE IT RESOLVED that Alberta manufacturers in annual provincial meeting assembled request the Canadian Manufacturers' Association to urge upon the Government of Canada the adoption of an aggressive immigration policy, which, while debarring undesirables, will attract to Canada the largest possible number of immigrants in the immediate future, and that ability and willingness to produce, and not the possession of money, be the standard of judging their fitness."

### Minimum Wage Board

"WHEREAS experience under minimum wage laws has shown that satisfactory results depend upon the personnel of the minimum wage board.

"THEREFORE BE IT RESOLVED that Alberta Manufacturers in annual provincial meeting assembled, urge upon the Government of the Province of Alberta the necessity of appointing a person of judicial temperament, without bias, as Chairman of the Alberta Minimum Wage Board."

Following this, W. Innes, C. A. Graham, W. A. Sheppard and others spoke of the splendid services performed by the Association for the membership and the Chairman appealed to the delegates present to go out and bring every Alberta manufacturer into the Association.

The meeting closed with the election of an Alberta Executive consisting of:—C. A. Graham (Great Western Garment Co.) Chairman, Edmonton Branch; R. J. Hutchings, (Great West Saddlery Co.) Chairman, Calgary Branch; Geo. Preston, (Lake Of The Woods Milling Co.), Medicine Hat Branch; C. G. Robson, (C. H. Clark and Co.), Chairman, Alberta Executive.

### Calgary Branch Annual

The annual meeting of the Calgary Branch was held March 31st when the Chairman of the Division, and the Secretary of the Division made a full report of the provincial meeting held the previous week, referred to elsewhere on this page.

The resolutions passed at the provincial meeting were endorsed and the following officers of the Calgary Branch were elected for the coming year:—Chairman, R. J. Hutchings, Great West Saddlery Co.; Vice-Chairman, C. J. Williams, Alberta Box Co.; Hon. Secy., H. Kiteley, Metal Shingle and Siding Co. Executive Committee:—The above and D. J. Sturrock, Royal Crown Soap Co.; R. J. Marriott, Western Canada Flour Mills; H. R. Cottingham, Ford Motor Company.

### Membership Work

At the beginning of the current year the Membership Committee of the Prairie Division of which J. M. Thompson, Manager of Beatty Bros. Ltd., Winnipeg, is chairman, set as an objective 100 new members for the year ending April 30th, 1922. At the time of going to press 104 applications have been received. Congratulations are extended to Mr. Thompson and his energetic Committee. Since our last issue applications have been received from the following firms:

A. A. Mox Mfg. Company.....	Winnipeg
H. L. MacKinnon Co. Ltd.....	Winnipeg
The Rotary Press.....	Winnipeg
J. O. Brunet Granite & Marble Co.....	Winnipeg
The Douglas Co. Ltd.....	Edmonton
Alsip Brick & Supply Co.....	Edmonton
Excelsior Lumber Co.....	Edmonton
Alberta Motor Boat Co. Ltd.....	Edmonton
Canadian Bedding Co.....	Edmonton
Imperial Brass and Iron Foundry Ltd.....	Edmonton
Courtney Mfg. Co.....	Edmonton
Western Foundry and Machine Co.....	Edmonton
La Palma Cigar Co. Ltd.....	Edmonton
Western Canada Bakeries.....	Edmonton
D. R. Fraser & Co. Ltd.....	Edmonton
The Providence Church Goods.....	Winnipeg
C. C. Snowden.....	East Calgary, Alta.
Empire Lightning Rod Co. Ltd.....	Winnipeg
Avica Food Products Ltd.....	Winnipeg
Reid and Eibner (Printers).....	Winnipeg
Anton Mickelson Co. Ltd.....	Winnipeg
Hoopers Marie and Granite Co. Ltd.....	Winnipeg
Martle-Stewart Western Ltd.....	Winnipeg
Western Elevator & Motor Co. Ltd.....	Winnipeg

### Edmonton Branch Annual

On April 11th the members of the Edmonton Branch, which has materially increased its membership during the past month, held their annual meeting in the Macdonald Hotel when the following officers and Committee were appointed:—Chairman, W. H. Sheppard, President, Edmonton Brewing & Malting Co.; Hon. Secretary, J. G. Walford, Secretary, Edmonton Brewing & Malting Co. Executive Committee:—The above and Harvey Shaw, Edmonton, Northwest Biscuit Co.; C. V. Bohanan, Swift Canadian Company; R. Weir, Alberta Motor Boat Company; G. Beart, Kays Limited; M. Esdale, Esdale Press; H. C. Shaw, La Palma Cigar Co.; C. G. Robson, W. H. Clark and Co.; C. A. Graham, Great Western Garment Co.

It is the intention of the Edmonton Branch to hold regular monthly luncheon meetings. It has outlined a complete programme for the year's work. The increased interest and



activity of the Edmonton Branch augers well for the future, as being at the seat of government it will be in position to render material assistance to Alberta manufacturers.

#### Alberta Corporation Taxation Act

During the recent session of the Alberta Legislature an amendment was passed to the Alberta Corporation Taxation Act increasing taxes thereunder as follows:—

"Every insurance company engaged in the business of life or fire insurance in the Province of Alberta shall pay a tax of 20 percent and every other insurance company shall pay a tax of 1 percent. (formerly the tax on all insurance companies was 1 percent).

"Other corporations the tax shall increase from 1 percent to 2 percent on the total capitalization of the Company."

J. Heffernam, Labor M. L. A. for Edmonton strongly opposed the increases, but without avail.

This increased taxation was mentioned by Mr. Robson in addressing the meeting with members of the Alberta Cabinet, but it brought no reply from the government except that the cost of government, like everything else, had gone up and the government had to find the money.

The amended act will bring the Alberta Tax up to the Saskatchewan Tax for companies with a capital not exceeding \$100,000 but will double the Saskatchewan taxes for companies with a capital exceeding this amount, except that the maximum will be the same, \$500.00.

No tax is provided for partnerships; although fifteen were registered in the Edmonton judicial district last year at a fee of 50c.

#### Manitoba Legislature

Lieutenant Governor, Sir J. A. M. Aikens, prorogued the 16th Legislature of the Province of Manitoba on April 6th. In doing so he stated that it was the second and last session of the 16th Legislature of Manitoba, so that the province will now be faced with an election, which it is expected will be held during the month of June.

Before the House was prorogued, the Norris Liberal Government made an effort to have the estimates passed for the Manitoba Public Utilities Commission, but failed. It was over the continuation of this Commission, (notwithstanding an instruction by the Legislature at its previous session that it should be discontinued) that the Norris Government received a vote of censure by the majority of the members of the Legislature. Had the Norris Government been able to get through the estimate, it is doubtful to say what might have happened, but it was defeated.

The past two sessions of the Manitoba Legislature have clearly shown that, while proportional representation is a means of having all elements of opinion represented in proportion to the strength of such opinions held by the electorate, the resultant group Government is one of "talk" and not "work", and the opinion that one hears frequently expressed in the Province is, that it is to be sincerely hoped that in the next legislature one party will have a clear majority in order that we may get back to a stable government.

At the last annual meeting of the United Farmers of Manitoba it was decided to form a political party and their organization is now well under way. They confidently expect to elect a majority of the members and already there is considerable talk as to their leader, who may be the next Premier.

The name of Norman Lambert, Secretary of the Canadian Council of Agriculture has been mentioned, but it is understood that he emphatically declined the office. Now the name of Geo. F. Chipman, editor of the Grain Growers' Guide is prominently mentioned; although it may be that, as in Alberta the U. F. M. will go to the electors without a political leader and elect one afterwards.

## News from British Columbia Division

Headquarters of Division, 701 Board of Trade Building, Vancouver

Chairman.....J. B. Thomson, Jas. Thomson & Sons, Ltd., Vancouver  
Vice-Chairman.....R. W. Mayhew, Sidney Roofing & Paper Co., Ltd., Victoria  
Secretary.....H. Dalton

IN September, 1919, the B. C. Minimum Wage Board set certain basic rates as minima for female employees in the manufacturing industry in the province,—the regulations promulgated at that time applying only to experienced workers. Through various causes, the Board deferred from time to time the setting of rates of pay, learning periods, etc., for inexperienced workers. At the beginning of April, however, the Board decided to proceed with an investigation as to what would constitute a proper minimum wage for learners, and notified interested employers to that effect,—the notice containing certain proposed rates and regulations. After careful consideration on the part of the Executive of the B. C. Division and various interested trade sections, it was decided to request the Minimum Wage Board, before attempting to fix rates of pay for learners, (which rates must of necessity bear a certain relation, proportionately, to the wages payable to experienced workers) to re-open the question as to what constituted at the present time a living wage for the latter class of employees, the interested employers feeling that obviously if \$14 was a proper wage in 1919 at the peak of all prices, a lower rate might properly be set at the present time. At the sitting of the Minimum Wage Board in Vancouver on April 6th, a memorandum along these lines was presented to the Board by J. H. McDonald, of the Executive of this Division, supported by J. B. Thomson, chairman of the Division, and other interested members. The memorandum read as follows:

"In the matter of learning periods and minimum wages for inexperienced female employees in the manufacturing industry, I beg to submit the following memorandum on behalf of the interested members of this Association in British Columbia:—

"We believe that your Board will concur in the correctness of the principle of the minimum wage as adopted at the National Industrial Conference at Ottawa in September, 1919, namely, 'that in all cases the minimum wages for women and children should be determined from time to time, due regard being given to local living conditions.'

"We submit that the minimum wage for female employees in the manufacturing industry as set by your Board in 1919 has undergone no revision since that time, notwithstanding the very considerable change in living conditions which has since taken place.

"We would strongly recommend to the Board, in view of this change, that they defer action at this time on the question of apprenticeship periods or rates of pay for inexperienced help, and should without delay, call a conference of interested parties with a view to revising the minimum wage properly payable to experienced female employees in keeping with present cost of living. In submitting this recommendation, we would ask the Board to bear in mind the altered industrial conditions existing today from those which existed in 1919, and also to consider the effect which the continued maintenance of a scale of pay for women workers out of proportion to that commanded by other classes of labor is going to have in forcing those workers out of employment.

"It is a fact today that the present scale of \$14 per week, which works out on a forty-eight hour basis between 29 and 30 cents per hour, is forcing employers to dis-

pense with women workers and to replace them with male labor, the rates of pay for which are not governed by minimum wage legislation.

"We are of the opinion that the Board will only be justified after, and not before, a revision such as suggested, in attempting to fix rates of pay for inexperienced workers proportionate to those payable to experienced workers. In view of the urgency, as we see it, of the necessity for a revision in the wage scale paid to experienced workers, the question of fixing learning periods for inexperienced workers should, we believe, be deferred until the Board is prepared to fix the ratio which should exist as between the rates of pay of the two classes of employees."

Section 9 of the B. C. Minimum Wage Act reads as follows:—

9. "After a minimum wage has been fixed by the Board in any occupation, upon petition of either employers or employees the Board may in its discretion reopen the question and reconvene the former conference or call a new one, and any recommendations made by such conference shall be dealt with by the Board in the same manner as the original recommendations of a conference."

The Minimum Wage Board took the view that under this section of the Act, they could not properly recognize the Association in its request for a reopening, but must have individual requests from employers of not less than 51% of the employees affected before the Board could take any action. Following this decision by the Board, the Association's committee decided to take the matter up with the Provincial Attorney-General, who also holds the portfolio of Minister of Labor. A delegation of Vancouver, Victoria and New Westminster members, some twenty in number, accordingly interviewed Attorney-General Manson in Victoria on April 10th. At this interview, (at which the chairman of the Minimum Wage Board was also present) it was decided that the Board would undertake a reopening of this question shortly after the first of May, and that in the mean time no regulations would be issued in regard to rates of pay, learning periods, or otherwise as far as inexperienced workers were concerned.

#### Chairman of B. C. Division Discusses Textile Prices

J. B. Thomson, chairman of British Columbia Division, C.M.A., contributed an article to the March issue of the B.C. Trade Review on the outlook for next winter in textile products. Mr. Thomson does not think that prices for the winter of 1922-23 will be any lower than prices ruling this past winter. In Great Britain, Eastern Canada and United States, surplus goods, which were on the market, have been pretty well absorbed. He advises British Columbia buyers not to delay in placing orders for tweeds, woollen hosiery and underwear, and points out that local manufacturers are very busy because they now have a market in the United States, as well as the home market. Mr. Thomson does not think there will be much reduction in the price of cotton goods until the new crop is in sight.



# News of the Month from Maritime Division

## Headquarters of Division—Amherst, Nova Scotia

Chairman.....	L. W. Simms, T. S. Simms & Co., Ltd., St. John, N.B.
Vice-Chairmen.....	C. S. Sutherland, Amherst Boot and Shoe Co., Ltd., Amherst.
	J. A. Marven, J. A. Marven, Limited, Moncton, N.B.
	J. E. McLurg, Halifax Shipyard, Limited, Halifax, N.S.
Secretary.....	H. R. Thompson, Box 470, Amherst, N.S.

**A**RRANGEMENTS are now being made to hold the annual meeting of the Maritime Division in Halifax on the afternoon of May 11th. The annual meeting of the Nova Scotia Accident Prevention Association will be held that evening, in order that members who wish to attend both meetings will not have to make two trips to the city.

### Maritime Canned Fish Section

A general meeting of the Maritime Canned Fish Section was held in Moncton on the afternoon of March 27th. Hon. F. Magee, Chairman of the Section, presided. The principal matter to receive consideration was a memorandum of proposed amendments to the Meat and Canned Foods Act and various regulations for enforcing same. J. J. Cowie of the Department of Fisheries, Ottawa, and Ward Fisher, Chief Fisheries' Inspector of the Eastern Division, were at the meeting to explain the proposals and discuss them with those in attendance, with the object of endeavoring to eliminate any contentious features and make the provisions as practical as possible.

The various clauses were frankly and fully discussed in detail and an amicable revision was made wherever changes seemed desirable.

A resolution of thanks was extended to Messrs. Cowie and Fisher for their attendance at the meeting and for the spirit of co-operation shown in giving the opportunity for the packers to consider the proposals before a bill was drafted for presentation to the Federal House.

### Nova Scotia Lumbermen Organize

A meeting of these interested in the lumber industry was called at Halifax on Thursday, March 23rd, to consider the question of organizing an association to promote the welfare of that industry. R. E. Dickie of Stewiacke, acted as chairman of the meeting. The secretary the Maritime Division of the C. M. A. was invited to attend and when the meeting was called to order, he was requested to act as secretary for the meeting. He took the opportunity to outline to the delegates the conditions under which the lumbermen could organize as a "Section" of the Canadian Manufacturers Association. The decision, however, was that a separate organization would have to be promoted, inasmuch as it seemed desirable to include in the membership many individuals and firms who were not eligible to membership in the C. M. A.

Among the various matters to be considered by this new organization are the questions of provincial taxation, forest fire prevention, re-forestation, transportation, workmen's compensation, etc.

### Labor Conditions in Coal Mining Industry

The conditions in connection with the coal mining industry of Nova Scotia are more or less of national concern and the press is keeping the public pretty well informed as to what is transpiring. However, as a summary, I may say that since the last issue of INDUSTRIAL CANADA the Minister of Labor has requested the "Gillen" arbitration board to re-convene and make further enquiries into conditions. The members of this board held a private conference to consider their position and it was decided to tender their resignations.

These were accepted by the Minister of Labor, who is now arranging for the appointment of a new board. The miners have already named their representative but so far the operators' representative and the chairman have not been appointed.

In the meantime the striking-on-the-job policy has been called off. The radical labor leaders, however, are busy holding meetings in an endeavor to keep the miners in a state of foment. J. S. Woodworth, Labor M. P. of Winnipeg, has been addressing some of the meetings. J. B. MacLachlan, U. M. W. Secretary of the District, is particularly bitter in his attacks on the British Empire Steel Corporation.

Some months ago it was predicted that the O. B. U. would soon be holding sway in Cape Breton. The first official steps have now been taken by the Phalen Local, the largest Local in the District. According to information given to the press, this Local has had considerable correspondence with the O. B. U. headquarters in the West and has invited speakers to tour the province, at an early date, in order to explain to the miners the aims, objects and methods of that organization. Following this, it is expected that an attempt will be made towards definite organization. Although this movement is finding some favor in the more radical circles, it is doubtful if the main body of miners will favor the acceptance of the O. B. U. in place of the U. M. W.

### Concerning Local Legislatures

The New Brunswick Legislature was adjourned on April 13th, after being in session six weeks. About one hundred bills were passed.

The only contentious bill from the employers' standpoint, was introduced during the dying hours and provided for various amendments to the Workmen's Compensation Act. Such strenuous opposition was taken to the contentious features, that it was decided to eliminate these as time did not permit the proper consideration. Sufficient opportunity will be given to discuss these before the House convenes next year.

Before the adjournment, the Legislature adopted a resolution requesting the Government to take into consideration the appointment, under the Department of Agriculture, of one or more trade agents to represent the Province of New Brunswick in the West Indies. When considering the resolution, opinion was expressed that it was not government trade agents that were needed so much as business men who would personally go after the trade in the West Indies. No doubt after fully considering the matter the Department of Agriculture will come to this conclusion.

The Nova Scotia Legislature is still in session. The only contentious resolution and bills which have appeared have emanated from the ranks in the opposition. One of these was the resolution reading as follows:

"That, in the opinion of this House, the Government should take proper steps in conjunction with the municipal and federal authorities to expend money to relieve the distress due to the present conditions of unemployment.

"And also that the Government should introduce legislation at this session which will provide a proper system of unemployment insurance in this Province."

This proposal was defeated by a straight party vote. Some of the members of the Government were more or less favorable to the first clause but pointed out that they could not support the resolution, inasmuch as the proposal in the second clause was a matter for the Federal Parliament to deal with.

A member of the Government has introduced a bill amending the Education Act. Such amendments provide for part-time education for adolescents between the ages of sixteen and eighteen years of age, who are employed in industry.

If the Bill is adopted it will mean that each employer, by arrangement with the local board of school commissioners, shall cause the adolescents in his employ to absent themselves from work and to attend part-time classes for at least three hundred hours each year, and such adolescents shall be paid by employers for such time at the same proportional rate as if they were working in his establishment. When considering this in the light of the school year, it will mean that the adolescent will attend classes two half days each week for thirty eight weeks. It is stated that a city or incorporated town shall provide part-time classes when the number of adolescents in that place shall exceed the number fifteen.

It is the intention to give the pupils instruction which will be closely related to their occupations, if possible. It is doubtful, however, if this can be carried out in the smaller centres where there would not be more than fifteen or twenty pupils. In these places the instruction would necessarily have to be of a general nature, as the number of pupils would not warrant the necessary segregation and special teachers to deal with specialized subjects.

It is very questionable if this proposal can be carried out practically under the conditions existing in Nova Scotia. The proposal is now receiving the consideration of the employers, who will probably make representations thereon to the Government.

### THE C. M. A.

Extract from the Canadian Gazette, London, England, March 9, 1922,

"Though the history of the Canadian Manufacturers' Association goes back as far as 1872, for many years it consisted of local organizations in two or three principal industrial centres and its activities were necessarily provincial, with the result that in 1899, when it was launched as a national organization its membership was only about 300. It was incorporated by Act of Parliament 1902, and by 1905 its membership had grown to 1,604. To-day it has some 4,000 members, and the association has developed into a truly national organization with branches stretching from coast to coast. The services it renders to its members in such matters as law, transportation, tariff, insurance, commercial intelligence, trade, etc., are most valuable. The officials are carefully selected men, experts in their own line. We are reminded of the work done by the association by the receipt of an illustrated booklet which gives an outline of its work. For good organization and effective work the C. M. A. would be hard to beat. Canadians have every reason to be proud of this essentially Canadian institution."



# Ontario Division's Activities for the Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman.....W. C. Coulter, Booth-Coulter Copper and Brass Co., Ltd., Toronto.  
Vice-Chairman.....A. W. White, Geo. White & Sons Co., Ltd., London.  
Secretary.....J. M. McIntosh Travelling Secretary.....O. C. Pease.

**S**TRENUOUS efforts have been made during the past few weeks to materially increase the membership of Ontario Division. A campaign was commenced on the 15th of February as outlined on this page in that month's issue of *INDUSTRIAL CANADA* in which the members of the Division were asked to take part.

Letters have been mailed at frequent intervals to all non-member manufacturers in the province; members have called upon prospects and, in Toronto, members of the office staff have devoted a great deal of their time to personal interviews.

Despite the fact that manufacturers in many lines are chary of additional expenditures at the present time, the campaign has met with a fair degree of success and since its inception 57 names have been added, increasing the Association's revenue from fees by a substantial amount.

As a direct result of the efforts of members of the staff, the Division has been strengthened by the adherence of the few large concerns which were outside the fold. By unremitting effort, and by the marshalling of reasons which eventually overcame arguments against membership these companies were brought in.

Every avenue of approach has been used in connection with the obtaining of new members and in this work an opportunity for real co-operation is offered to our members. Each issue of *INDUSTRIAL CANADA* contains a department known as "Canada's Industrial Expansion". In these pages are found news items relating to the establishment of new businesses. It is suggested that members who find a reference to new industries established in their vicinity could give real assistance to the Association by placing the question of membership before them. They will find the way has been paved from the office of Ontario Division as the following-up of these firms is one of the many ways by which new members are obtained.

Present indications are that not only will the Division maintain the high level of membership reported at the last annual meeting, but that an increase over the last year will be shown. Although business has not been as brisk as in the former year, it is gratifying to find that members realize the value of membership when conditions are harder and that the number of resignations has been remarkably low.

## Niagara Falls Branch Annual

The Niagara Falls Branch of the Canadian Manufacturers' Association held its annual meeting in the Niagara Club, Niagara Falls, New York, on the evening of April 11th, E. T. Pollard occupying the chair.

A question was brought forward at this meeting which affects other Canadian cities situated near the American border. This concerned the present American income tax levied upon Canadians living on the Canadian side of the border, but who were employed on the American side. The American tax impost amounts to 8% with an exemption only of \$1000 annually and contains no provision for children or dependents. H. Macdonald, Secretary of the Legal Department, who was present at the meeting, stated that the matter would be taken up at Ottawa.

J. T. Stirrett, General Secretary, outlined the national aspect of the Association and drew special attention to the development of Canadian industries west of the Great Lakes.

In that section of Canada there are now over 800 manufacturing plants with an annual output of over \$400,000,000.

H. Macdonald then dealt with the legal aspect as regards industry, and indicated the valuable work which is being accomplished by that department. He drew the attention of the members to the necessity of making their returns to the Government, due March 31st, and to the dates of payment and fines imposed by the Government for laxity in this matter.

O. C. Pease, Assistant Secretary of the Ontario Division, outlined the success which had attended the membership campaign and urged members to make use of the valuable services of the various Association Departments.

The Niagara Falls Branch of the Association during the year just completed, has been constantly active. Monthly meetings have been held and members have not only been co-operating with one another in matters of community importance but have developed a spirit of friendliness and co-operation one with another which is most exemplary.

## Peterborough Branch Annual

The Peterborough Branch of the Canadian Manufacturers Association held its annual meeting in the Chamber of Commerce Rooms, Peterborough, on the evening of April 6th. The meeting was well attended. Among those who addressed the meeting were J. M. McIntosh, Secretary of the Ontario Division, and H. Macdonnell, Manager of the Industrial Relations Department.

A resolution was passed calling upon the Ontario Government to amend the present Ontario Assessment Act exempting taxes on dividends derived from shares in commercial and manufacturing corporations, as was the case prior to the year, 1920.

The following officers were re-elected for the year 1922-23: Chairman, J. J. Turner; Vice-Chairman, James Hamilton; Treasurer, Homer Meyer; Executive Officers, W. R. Breyfogle, and W. A. Richardson.

## A Co-operative Sales Campaign

Something new in sales campaigns was instituted a few weeks ago by a member of the Toronto Branch. Although this particular company had been working steadily, it was found that sales were slowing down. Conferences were held of the department heads and a plan was formulated and put into effect.

The management decided to launch a Co-operative Sales Campaign in the city of Toronto. No special prospects were picked out and the regular salesmen did not take part. It is an axiom that "in order to sell you must buy", so the company's canvassers were to operate in a dual capacity. They were to endeavour to obtain new markets for their own products and at the same time to discover new sources of supply for the requirements of the company.

It was admittedly a fair proposition and as such merited the success that was attained. The idea on the company's part was not "Can we sell them something?", but rather "Let's see if we can sell something; if not, perhaps they can sell us something." Hence the title "Co-operative Sales Campaign".

After the plans had been perfected and arrangements made, an announcement was made in the daily newspapers of the firm's intention. The advertisement read, in part, as follows:—

"Although our plant has operated continuously throughout the period of depression, we believe that every manufacturer should do his utmost to relieve the unemployment situation in Toronto. To do so we have developed the following co-operative plan."

Then; an announcement of the procedure to be followed, stating the dates on which the representatives would call and, significant of the spirit of co-operation underlying the plan,—

"This is simply a straight business proposition to improve conditions in our own City. It is quite probable that there are firms in Toronto with which we are unacquainted, that could supply us with materials or articles we require. It is equally probable that the opposite holds true. By co-operation, therefore, we will both be doing our part in increasing business in the City and relieving unemployment."

The scheme was successful in the broadest sense, for in two days so much business had been done that the canvassers were called in. It was felt that the orders received should be given prompt delivery and thorough attention before more were solicited.

The novelty of the scheme and the fact that each salesman was a possible purchasing agent ensured prompt attention when he called.

To drop in casually to a man who is not listed as a prospective customer and secure a \$7,500 order is surely conclusive proof of the value of the scheme from one point of view. That the factory force was kept fully employed during a period of stress shows its value from an economic standpoint.

## Annual Meeting Arrangements

The third annual meeting of the Ontario Division is scheduled for Friday, May 12th, at 12.30 p. m. A new departure this year which will result in a considerable saving of time to members is the co-ordination of the annual meetings of the Division and Toronto Branch.

Both meetings were held on the same day in 1920, but took place in the afternoon and evening, and it was felt this year that the business could be conducted with greater economy of time by commencing immediately after luncheon and having no adjournment between programmes.

Luncheon will be served in the King Edward Hotel at 12.30 sharp in order that the two programmes may be carried out as quickly as possible. After the presentation of reports, and the dispatch of other routine business, the meeting will be thrown open for discussion of such questions as may come up for consideration.

Annual meetings provide an excellent opportunity for members to meet their fellow-manufacturers and exchange views. It is hoped that as many as possible will be present in order that we may have a full and free discussion of industrial subjects that apply particularly to this Division.

## Ladies Voice Appreciation

At the annual meeting of the Provincial Chapter of the Imperial Order, Daughters of the Empire, of Ontario, the following resolution was carried unanimously,—

"Whereas the I. O. D. E. have strongly urged the purchasing of 'Made-in-Canada' goods, they wish to place on record their appreciation of the co-operation of Canadian Manufacturers in displaying and advertising the excellency of goods 'Made-in-Canada'."



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NAME					NO.		DATE	
Robert Sherman					18		FEB 15 1915	
PART NO	OPER'N NO	PIECES	REJECT	ORDER NO	COST	RATE	Elapsed Time	CLOCK RECORD
278	161	50	1	639	.44	B 20	2.2	\$ 15 9.2
K 79	161	75		651	.38	B	1.9	\$ 15 7.0
874	89	100	2	672	.24	B	1.2	\$ 15 11.1
E 18	161	250		678	.62	B	3.1	\$ 15 13.3
K 83	78	25		712	.12	B		\$ 15 17.0
						B	6	\$ 15 16.4
This fac-simile card illustrates the record made with our No. 1008 International Job Time Recorder. The printing wheel combines numerical symbol printing 1 to 24, minute wheel printing 1 to 60, and a third hand showing month, day and hour. Third hand shows month, day and hour. Third hand shows month, day and hour. Third hand shows month, day and hour.								\$
								\$
								\$
								\$
TOTAL COST					180		9	TOTAL TIME

Fac-simile of Job Time Recorder Card showing the printed record

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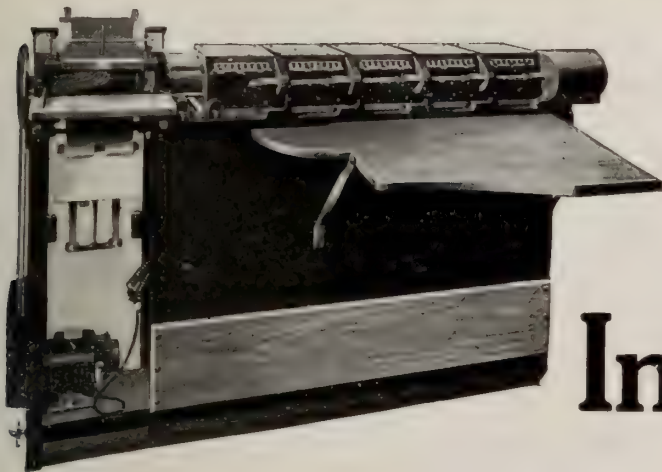
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Hayes Wheel Company Limited	Chatham, Ontario	Canada Life Insurance Company	Toronto, Ont.
John Bertram & Sons Company Ltd.	Dundas, Ontario	Canadian Kodak Company Limited	Toronto, Ont.
Canadian Car & Foundry Co. Limited	Fort William, Ont.	Confederation Life Association	Toronto, Ont.
Ford Motor Company Limited.	Ford, Ontario	Department of Public Health	Toronto, Ont.
Maritime Telegraph & Telephone Co. Ltd.	Halifax, N. S.	Harris Abattoir Company Ltd.	Toronto, Ont.
Steel Company of Canada Limited	Hamilton, Ont.	Independent Order of Foresters	Toronto, Ont.
London Life Insurance Company	London, Ont.	Library Bureau of Canada Limited	Toronto, Ont.
Bell Telephone Company of Canada	Montreal, Que.	London & Lancashire Fire Ins. Co.	Toronto, Ont.
Canadian Pacific Railway Company	Montreal, Que.	London Guarantee & Acc't Fire Ins. Co.	Toronto, Ont.
Canadian Steel Foundries Limited	Montreal, Que.	Manufacturers Life Insurance Co.	Toronto, Ont.
Library Bureau of Canada Limited	Montreal, Que.	Norwich Union Fire Insurance Co.	Toronto, Ont.
Liverpool & London & Globe Ins. Co.	Montreal, Que.	Toronto Hydro Electric System	Toronto, Ont.
Northern Electric Company Limited	Montreal, Que.	Western Assurance Company	Toronto, Ont.
Phoenix of Hartford Insurance Co.	Montreal, Que.	Willys-Overland Limited	Toronto, Ont.
Provident Assurance Company	Montreal, Que.	Workmen's Compensation Board	Toronto, Ont.
Royal Insurance Company	Montreal, Que.	Hollinger Consolidated Gold Mines Ltd.	Timmins, Ont.
Sun Life Insurance Company	Montreal, Que.	P. Burns & Company Limited	Vancouver, B. C.
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Department of Labour	Ottawa, Ont.	Winnipeg Light & Power Co. Ltd.	Winnipeg, Man.
Dominion Bureau of Statistics	Ottawa, Ont.	Mutual Life Assurance Company	Waterloo, Ont.
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## News from the Tariff Department

### Preferential Tariff in Jamaica

The Island of Jamaica has now adopted a new customs tariff with preferential rates in favor of Canada as provided for in the Canada-West Indies Trade Agreement of 1920.

By this agreement Jamaica was to give Canadian goods (other than tobacco, cigars and cigarettes) a preference of 25%, that is Canadian goods would pay only  $\frac{3}{4}$ ths of the duty on similar goods from foreign countries. On flour the preference was to be not less than one shilling per barrel or bag of 196 lbs. Special preferences were also to apply to spirituous liquors, wines, beer, etc.

### Invoice Requirements for British West Indies

In last month's issue of INDUSTRIAL CANADA, at pages 74 and 75, we published the form of invoice which must be used for shipments to New Zealand and also the form of certificate of value and origin which must be written, typed or printed on the invoice.

The same form of invoice and certificate is required in connection with shipments to Trinidad, Barbados, the Bahamas, Dominica and the Windward Islands (Grenada, St. Vincent and St. Lucia).

The remaining West Indian colonies accept certified invoices accompanied by certificates of origin similar to the certificate used in exporting to the United Kingdom goods which are dutiable in the United Kingdom. Full particulars of this certificate may be

obtained from the Tariff Department of the Association.

Now that Jamaica has granted a preference to Canada, it will be necessary for exporters, when shipping to Jamaica goods which are the produce or manufacture of Canada, to furnish a certificate that the goods are of Canadian origin. No information has been received as yet as to what forms will be required by the Jamaican customs authorities. In the meantime it is suggested that a certified invoice with one or other of the above mentioned certificates endorsed thereon, accompany shipments to Jamaica.

### Department Rulings

Fire Red Toner, a dry colour, ruled to be dutiable under Tariff item 246 at the rate of 22½% under the general tariff.

Shoe buckles, gilt or nickel plated, used in the manufacture of shoes, but not for ornamentation purposes, ruled to be dutiable under Tariff item 420 at the rate of 30% under the general tariff.

### Sales Tax Decisions

Rental charged for the use of a machine is exempt from sales tax, where the machines remain the property of the lessor and no title passes to the lessee.

Electrotypes sold by the manufacturers thereof to printers are subject to sales tax at the rate of 3% with effect from February 21st, 1922.

Engravings sold by the manufacturers thereof to advertising agencies, newspapers, job printers, publishers of trade periodicals or publishers of magazines are subject to sales tax at the rate of 3%.

The Department of Customs and Excise states that printers, advertising agencies and publishers purchasing electros and engravings are regarded as consumers. Accordingly where a printer re-sells an electro or engraved plate to the customer for whom he is doing work he is not required to charge any sales tax to such customer, as sales by the consumers are not subject to the tax.

### Recent Publications

340, February 14, 1922. Circular issued by Industrial Relations Department, concerning proposed increases in compensation under Ontario Workmen's Compensation Act.

341, February, 27, 1922. Circular regarding conference to secure uniform legislation and regulations in connection with company matters. Issued by the Legislation Committee.

342, March 4, 1922. Advance notice of Annual Meeting.

343, March 11, 1922. Circular asking for names of members willing to join in a trip to Mexico.

344, March 13, 1922. Circular announcing probability of United States coal strike.

345, March 28, 1922. Circular regarding Annual Meeting with questionnaire and provisional itinerary.

346, April 21, 1922. Circular regarding the Associations circular service, asking members to take steps to file and index circulars and consult them before writing to Head Office for information, which may already have been issued in this form; also, asking for suggestions for improvement of service.




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*Write to the City Clerk or Secretary Board of Trade when you want information about  
St. John, its industrial possibilities, port connections, natural resources  
or sporting opportunities.*



## Dates for This Year's Principal Exhibitions

First important fixture opens in Calgary  
on June 30—others follow consecutively.

**F**OR the convenience of members of the Association who are interested in exhibiting at the principal exhibitions held each summer and fall throughout Canada, the following information has been compiled. It covers the various sections of the Dominion and furnishes the dates between which each of the shows takes place.

### British Columbia

The principal exhibitions held in British Columbia are those in Vancouver, Victoria and New Westminster. There are in addition quite a number of fall fairs held in centres like Chilliwack, Kamloops, Kelowna, Vernon, etc. Dates for the former are,—

Vancouver, August 19 to 26.  
New Westminster, September 11 to 16.  
Victoria, September 18 to 23.

### Prairie Provinces

In the Prairie Provinces there are five principal exhibitions and these are so arranged that there is no overlapping, each exhibition occupying a week and one following the other consecutively. The first opens in Calgary on June 30th, and the last closes at Regina on August 5th. This enables exhibitors to swing right around a big circle. Dates for this year's exhibitions are as follows;—

Calgary, June 30 to July 7.  
Edmonton, July 8 to 15.  
Saskatoon, July 17 to 22.  
Brandon, July 24 to 29  
Regina, July 31 to August 5.

### Ontario and Quebec

The Canadian National Exhibition is, of course, the largest exhibition in the East but there are also important fairs held at London, Ottawa, Sherbrooke and Quebec, while Kingston is building up quite an extensive show. In addition several hundred fall fairs are held annually in smaller centres throughout the two provinces. Dates for the larger fixtures are as follows:—

Toronto, August 26 to Sept. 9.  
London, Sept. 9 to 16.  
Kingston, Sept. 19 to 23.  
Quebec, Sept. 2 to 9.  
Sherbrooke, Aug. 26 to Sept. 2.

### Maritime Provinces

The principal exhibition in the Maritime Provinces is the one held at St. John, N. B. Halifax used to run a large exhibition, but the buildings were destroyed in the explosion of 1917 and they have never been rebuilt. There is now an agitation to revive this exhibition. The date of this year's exhibition at St. John is,—

St. John, September 2 to 9.

## Workmen's Compensation

The annual report of the Workmen's Compensation Board of Alberta for 1921 shows total compensation and medical services paid for during the year of \$367,102, compared with \$243,935 in 1920 and \$104,739 in 1919. Accidents numbered 7,069, of which 55 were

fatal. In 1920, there were 6,418 accidents, 81 fatal and in 1919, 3,466 accidents, 43 fatal. Average compensation and medical aid per accident was \$102.93, of which \$71.13 was for compensation and \$31.80 for medical aid.

During the year several conferences between board officials, employers and employees were held in various cities which resulted in further regulations for the safety of employees being adopted.

During the year 277 prosecutions were taken under the act in which 261 convictions were obtained.

A great deal of work was accomplished during the year in the way of propaganda for accident prevention and first aid work. It is also pointed out in the report that eye accidents were numerous, and as a result safety guards on emery wheels and such like have been installed. Further regulations for the public in theatres, and for stage hands and motion picture operators have also been inaugurated during the year.

Classes were held at many points during the year in first aid work, 25 or these having been completed, leaving eight still to be completed. The candidates attending these classes totalled 694 males and 186 females, while 419 males have qualified in the various examinations and 29 females have qualified.

There are now 460 holders of the industrial first aid certificate.

Freight elevator inspections during the year totalled 208 in which alterations have been carried out and 28 in which alterations are still to be completed. Plants inspected totalled 664, the inspections totalling 1,734. There are 173 accident prevention committees in the province.

The report also deals at length with mine rescue work, showing what has been accomplished in that way, and also in connection with protection in electrical industry.

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Just as Nova Scotia is one of the most prosperous provinces in Canada,—and just as Halifax is the Capital of this province,—so is this combination recognized everywhere as Nova Scotia's Greatest Newspapers:—

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## Industrial Relations Bulletin

### Cost of Living in Canada for March

The average cost of food for a week for a family of five during March was \$10.54 as compared with \$10.61 for February, \$13.23 for March last year, \$15.98 for March 1920, and \$7.68 for March, 1914.

### Unemployment Abroad

In Great Britain trade union returns at the end of February covering 1,400,000 members showed a percentage of unemployment of 16.3 while the unemployment figures for 11,900,000 workers covered by the Unemployment Insurance Act was on 21st February 15.7% as compared with 16.2% on the 31st January.

In Germany returns from trade unions covering 5,800,000 members showed a percentage of unemployment of 3.3% as compared with 1.6% in December, 1921.

### Employment in Canada, March 1st to 15th

Returns from 6,207 concerns show 663,112 persons actually at work in the middle of March as compared with 665,073 at the end of February, and 810,849 for the week of 17th January, 1920. The index numbers, taking 100 for January, 1920, are 81.9 and 81.8 for the 28th February and 15th March, respectively. At the middle of March, 1921, the index stood at 80.1.

The decreases were in logging and railway construction. There were increases in the following manufacturing lines,—lumber, textiles, glass, and iron and steel. There was also some expansion in transportation and in highway and building construction. The only province in which there was not a decrease was British Columbia which showed an increase of 1.8%, largely in the shipping and stevedoring group.

### United States Coal Strike

Number of men involved, 446,545 bituminous miners in 10,000 mines in the United States and Canada; 150,000 anthracite workers in 300 mines.

Note:—In addition strikers have appealed to 186,700 non-union miners to join them in their walkout.

All the anthracite collieries are unionized; about 1,500 bituminous mines are non-union. About 13,000 union men will remain at their posts to guard mine property against damage.

In the bituminous field the operators demand termination of agreements for the four-state competitive field and single state agreements as a substitute, abolition of the check-off, and wage reductions ranging from 20% to 40%. The bituminous coal miners demand continuance of the national agreement, the check-off and present wage scales, a six-hour day and a five-day week.

The anthracite operators demand a wage reduction commensurate with reductions in

the cost of living and in other lines of industry; the miners, among other demands, have asked for an eight-hour day, a 20% wage advance for contract men, and a \$1 a day increase for day men.

The stoppage of work will mean cessation of anthracite production. Bituminous production in non-union fields will continue at the rate of about 3,500,000 to 5,000,000 tons a week. Anthracite sufficient for from six to eight weeks' demand, and bituminous coal to last for about two months are available.

### Interstate Commerce Commission Finding Charges against Railway Companies

Interstate Commerce Commission has issued decision sustaining charge of American Federation of Labor that New York Central and Pennsylvania Railroads, upon resuming control of lines in 1920, let out contracts to private companies for repair work on locomotives for which they paid more than double what the work should have been done for in their own shops. Railroads, in admitting that costs have been greater than that possible in their own shops, contended that necessity for haste in making repairs to engines justified letting work to outside shops, especially as their own shop capacity was inadequate.

### Threatened Strike of International Ladies Garment Workers Union

It is reported that International Ladies' Garment Workers' Union has levied an assessment of \$20 on each of 50,000 members employed in cloak and suit industry, in preparation for possible strike on June 1st when present wage contract expires.

# HALIFAX CANADA

The Largest City in the Maritime Provinces—The Finest Harbor in the World

## CANADA'S ATLANTIC GATEWAY

**HALIFAX** is the best distributing centre in the Maritime Provinces; has the largest oil refining plant; the largest sugar refinery and the largest steel ship building plant in Canada.

**HALIFAX** has HYDRO ELECTRIC at attractive price; sites with rail and water privileges and offers many inducements for manufacturing.

**HALIFAX** has steamship connections with the principal ports of the World.

**HALIFAX** has many tourist attractions, also points of historic interest—it is the oldest British City in Canada.

**HALIFAX** is the Capital of the Province of Nova Scotia, having a greater variety of natural resources than any other Province of the Dominion or State of the Union. Its products in 1920 exceeded TWO HUNDRED MILLION DOLLARS in value.

**HALIFAX** is the seat of Dalhousie University; the (free) Nova Scotia Technical College, and seven other Colleges—its free public school system is one of the best in the World.

**HALIFAX** has under construction [harbour facilities, including wharves, docks, grain elevators, Union passenger station, etc. which, when completed, will be second to none on the Atlantic sea-board.

**HALIFAX** is the Terminus of four railways—the Atlantic gateway of Canada.

For particulars write the Secretary of the Board of Trade.

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## The Royal Mail Steam Packet Company

### Canada - Bermuda - West Indies Contract Mail Service

Regular fortnightly sailings by large combined  
Passenger and Freight Steamers from the Ports  
of Halifax, N.S., and St. John, N.B.

The close of the year 1921 witnessed the completion of eight years of service between Canada-Bermuda and the British West Indies by the steamers of this old-established Company.

During this period a great expansion of trade has taken place as the result of the mutually beneficial Trade Agreement made between the two Countries whose products are freely exchanged under a preferential system of tariffs.

In addition to carrying the products of Canadian Factories, Farms and Fisheries to the British West Indies and bringing back to Canada the tropical products required by the latter in the shape of Sugar, Molasses, Cocoa, Spices, Lime Juice, etc., etc., the steamers—which are provided with ample and commodious passenger accommodation—have afforded means of travel to thousands of people in both countries, whose free mingling cannot fail to cement those good relations which are essential, not only to the promotion of business, but to goodwill as well.

Halifax, N.S., May 1922.

## Mill and Pulpwood Machinery

We manufacture all kinds of Mill and Pulpwood Machinery, and Iron and Brass Castings. Below are some of the machines we manufacture.

### THREE SIZES OF EDGERS

Will edge from 20M to 100M per day.

### TWIN ROTARY

The log is carried on endless chain between twin saws.

### GANG ROTARY

To split up cants from Twin Rotary. These two machines are admirably suited for small lumber.

### SMALL RE-SAW

Will increase your cut 15M per day, and only requires a crew of two men.

### DOUBLE ENDED RE-SAW

A better machine at a slightly higher price. Capacity, 50M in ten hours.

### LATH MACHINE

55M laths in ten hours.

### RICKER

Small and compact for splitting up round wood into lath bolts.

### GANG LATH BOLTER

Will bolt 100M laths per day.

### PORTABLE SLEEPER MACHINE

2500 sleepers in ten hours.

### SLEEPER ROSSER

Will ross 2500 sleepers in ten hours.

### PULPWOOD ROSSER

Two foot. This little machine has rossed fifteen cords in ten hours. is light and cheap.

### ROTARY SAW MILLS

In two sizes.

## McLennan Foundry & Machine Works, Limited

Campbellton, New Brunswick



## News Relating to Export Trade

Published by arrangement with Canadian National Export Club

### Canada's Trade in 1921 with South Africa

The National Bank of South Africa Limited, under date of March 22, advises that imports from Canada into British South Africa during 1921 are officially valued at £1,660,273 or 3.1 per cent. of total imports. This compares with £2,712,597 in 1920, which represented 2.9 per cent. of total imports. Canada ranks third among countries of British Empire, shipping goods into South Africa,—

	Value	Per Cent
United Kingdom . . . . .	£28,711,925	54.2%
India . . . . .	1,793,665	3.4%
Canada . . . . .	1,660,273	3.1%
Australia . . . . .	1,332,591	2.5%

Imports from other British Colonies and possessions are, compared with the foregoing, relatively small.

Exports to Canada in 1921, were of very meagre proportions, being only £3,501, or less than 0.1 per cent. of total exports.

### New Zealand's Tariff Favors Canada

In acknowledging receipt of the January issue of INDUSTRIAL CANADA, Spedding Limited, import and export merchants, Auckland, New Zealand, say,—“Our country has just placed a fairly heavy tariff against foreign manufacturers outside the British Empire. Canada, therefore, is placed in a very good position to compete on this market with United States manufacturers. We do a fairly large business with Vancouver in timber and its products and other building materials but as yet have not had an opportunity of doing anything with your side. We should be indebted to you if you would note that we have had over twenty years' experience in our line of business, which comprises the following departments,—Hardware; building materials; general merchandise and food stuffs; produce, grass seeds, grain, etc.; shipping and insurance. We export all New Zealand's primary products.

### Steamship Service to Colombia Urged

Edward C. Austin, commission agent, Barranquilla, Colombia, who spent last summer in Canada and who has contributed articles on South America to INDUSTRIAL CANADA, writes the Association an interesting letter from Panama City.

Mr. Austin found that politics were interfering very seriously with business in Colombia up to election day (Feb. 12). All depends now on legislation favoring rather than hindering foreign enterprise and investment of capital. He hopes that the money now being paid to Colombia under the terms of the Panama Treaty will be wisely expended in greatly needed public works, such as roads, railways, etc.

Mr. Austin reports having visited all the leading firms in Cartagena and these, as well as those in Barranquilla, Colon and Panama City, all expressed the hope that the establishment of direct steamer service between Canadian and Colombian and Panamanian ports would enable them to give more serious attention to the purchase of “Made-in-Canada” goods. They are all more or less afraid of the cost of shipping via New

York, and not without reason, but cannot understand why, if Canadian cargo steamers come as far as Kingston, Jamaica, they do not cover the comparatively short run from that port to Colon, Cartagena and Puerto Colombia (Savanilla).

### British Importing House Interested in Iron and Steel Lines

A British firm, with headquarters in London, has favored the Association with the following interesting information on the prospects for Canadian trade in Great Britain and Europe, particularly in hardware lines,—

“During the war we did a colossal business in Canadian wire nails for home trade here and in other parts of Europe, which we are open to prove to any interested enquirer, also a considerable trade in mattress wire and other thin wires. This, seeing that we have a 30 years personal connection with all metal buyers for home and export, and are a purely British concern, is not surprising. Understandably enough, the post-war irruption of pre-war continental supplies rendered trade with Canada impossible, but we are inclined to think Canadian nails and wire may now be likely to have a chance again.

“The large home trade contracts to be had during the war, in default of other suppliers, are probably gone for good, and the smaller parcels cannot be so well dealt with by Canada as by the Continent, but we are inclined to think the export from Canada to extra-European destinations,—British Colonies and the Far East,—where we are constantly handling large parcels, is within the range of practical politics. The Canadian works, with whom we did so extensive a business, prefer to cater for the English home trade, and not for keg or case packing, as is essential for export to foreign markets, and for other good and sufficient reasons we have

### TRADE COMMISSIONERS COMING

The Department of Trade and Commerce reports that the following Trade Commissioners will visit Canada this summer:

J. Forsyth Smith, Fruit Trade Commissioner, Liverpool, will arrive in Ottawa about the end of May, and during the summer will make a tour of the fruit-growing districts of British Columbia, Ontario, Quebec, and the Maritime Provinces.

Major G. B. Johnson, Trade Commissioner in Glasgow, will arrive in Canada about August next, and will tour those towns and cities which contain exporters interested in the trade of either Scotland or Ireland.

Dr. J. W. Ross, Trade Commissioner in Shanghai, will arrive in Canada some time in August next. He will make a tour of the towns and cities in which exporters are located who are interested in the trade of China.

closed our connection with them. Hence the various firms under the wire nail classification in your book (INDUSTRIAL CANADA) are of interest to us, and we shall get into touch with them.

“It would be idle to pretend that our experiences with the various Canadian works have left nothing to be desired. We have found them disinclined to adapt themselves to customers' requirements and lacking in attention, exactness and enterprise, thus giving ground away to competitors who are prepared to study markets and methods intelligently. We know very well that Canada has troubles of her own, and has suffered like everyone else, and if the present attitude is one of willingness to learn, we do not doubt it could in capable hands on this side be made into a success.

“Our business is exclusively confined to iron and steel, nails and wire forming a big part of our trade, and we are desirous of finding a works, capable of dealing with big lines and wanting efficient representation here in those articles.”

### Canadian Manufacturers Read Papers in London

E. C. Fox, president of the William Davies Co., Limited, and James Alexander, president of James Alexander, Limited, Montreal, read papers before the Provision Trade Section of the London Chamber of Commerce, London, England, on March 9, their subject being “The Position in Canada and the United States of the Hog Products Industry and Dairy Produce Generally.”

Mr. Fox, in his paper, reviewed briefly the effects of canning or preserving and artificial refrigeration on the manufacture of food products, of rapid transportation on distribution and the substitution of new kinds of food as affecting the taste of the consumer. Taste for bacon, he said, was evolving from the fat to the lean and from the salt to the lean variety. The problem of fat bacon was a serious one in Canada, as it involved the live-hog industry and it was, he believed, the most important fundamental factor that North American packers had to deal with.

Mr. Alexander dealt with the dairy industry, tracing the changes which had been brought about by the war. Continental Europe had gone back very much in production since 1914. Holland was the only country back to anything like pre-war volume of exports. Countries that had increased output were outside the theatre of the war.

### Activities of General Motors in England

The report that General Motors of Canada, Limited was establishing a plant at Hendon, England, for the assembling of Canadian-made automobiles, is hardly correct. As explained by R. S. McLaughlin, president of General Motors of Canada, General Motors, Limited of London, which is the English Division of General Motors Corporation, have leased the Graham White plant at Hendon, a building 400 x 200 feet, where they will unpack and assemble all the cars shipped by General Motors of Canada and, when circumstances warrant it, will assemble one of the lower-priced lines.

### Brantford Industry on Full Time

Chas. M. Thompson, manager of Brantford Roofing Co., Limited, Brantford, reports that that industry has gone on full time and is now employing all its regular employees. Quite a pronounced spring revival in new buildings and re-roofing work is noted. Orders have been coming in from all sections of the country and, notwithstanding full time operation, stocks are lower than they were a month ago.



# Colonial Bond

## Selecting Paper with an eye to its fitness

Commercial Stationery—like clothing or furniture—should be chosen with equal consideration as to style, coloring and value.

The appearance of your business letter is just as important as your own personal appearance.

“COLONIAL BOND” is a superior, tub-sized, rag content stock with that finish—that appearance of quality which proclaims its fitness for many commercial purposes. It is made in white and colors by The Rolland Paper Company, Limited, Montreal, makers also of “Superfine Linen Record”, “Earnscliffe Linen Bond”, “Empire Linen Bond” and “Mount Royal Bond.”

Your enquiry brings a sample by return mail





# Trade, Industries and Chief Features of Fiji \*

By E. Jerome Dyer, C.B.E.

## Part I.

IN the opinion of many eminent statesmen and publicists the result of the Washington Conference made war impossible in the Pacific Ocean region for at least a generation. Others may be dubious on the point, but of this there is no doubt, that the Conference has established a feeling in the minds of all peoples within or neighboring on this region, that the shadows of war are banished for the present, and everyone's thoughts are now turning to industrial and commercial expansion. No part of the world contains greater possibilities in these respects than the Pacific Region, where upwards of five hundred millions of people await that evolution in modern progress which has marked the advancement of the white race.

The object of my remarks today, is to tell you something of a very small section of this Pacific region which should come within the scope of your Bureau's early activities. I refer to the group of islands known as Fiji. For the past year or more the Canadian Government Merchant Marine has been running a monthly service past Fiji to Australia. It is a noteworthy fact that of all the many shipping routes on which the 55 or more C. G. steamers ply, to various parts of the world, the line from Vancouver to Australia is the only one that has paid, and paid well. This is undoubtedly due to capable management, but it also proves that the trade is there and what can be done in such a short time can surely be enlarged.

### Could Supply Needed Products

No overseas trade can be satisfactory and permanent that is not reciprocal. Unfortunately Australia can take fairly full cargoes from Canada but can send little in return that is useful and welcome to Canada. Fiji is in a position to make up that deficiency with products which are needed and would be welcomed in Canada. These would be exclusively tropical products for which Fiji would take Canadian products and manufactures in exchange. How different would be that condition from much that is happening at present. For instance Canada imports many fruits from the U.S., but what does she send in return? Millions of dollars are paid to U.S. merchants for bananas brought from native states in Central America, but I doubt if those U.S. merchants or the Central America banana countries take one cent's worth of Canadian goods in exchange. Yet Fiji could supply every banana required by this country and on reciprocal terms. Another important factor is that the Fijian fruit would be cheaper. Given the markets, Fiji could supply practically every product that is grown in the tropics.

Now let me give you a few brief particulars of this little known but extraordinarily fertile and eminently healthy group of islands where taxation and the cost of living are so low—possibly the cheapest in the world:

This group of islands was first discovered by Abel Jansen Tasman in 1643. He was followed by Captain Cook a little more than a century later. In later years other navigators visited the islands, and undoubtedly many adventurous voyagers and traders called there, some of whom remained, for in 1835 a white man's settlement was established at Levuka, the first capital of Fiji.

Owing to circumstances too detailed to be related in the short time allowed me today, a claim for £9000 was made by the United

States on King Thakombau, Fiji's ruling chief, which the latter was wholly unable to meet and the justice of which he denied. Following upon this demand the ruling chiefs offered to cede the islands to Great Britain on condition the claim was met. British Commissioners appointed to examine the proposal reported unfavourably in 1861.

In 1871 the white traders of Levuka established a constitutional government under King Thakombau but this movement failed in 1873 owing to opposition on the part of outlying settlers, and the following year the ruling chiefs, with the King's consent, again approached the British Government with an offer—unconditional on this occasion,—to cede the islands to the British Crown. The offer was accepted and British Sovereignty was proclaimed by Sir Hercules Robinson, Governor of New South Wales, in 1874. A few months later, in 1875, British Administration was established under Sir Arthur Gordon, the first resident governor.

### Extent of Islands

I mention these few facts of Fiji's history in order to explain that Fiji became a British possession by the unanimous wish of its people, and not by forcible means.

Fiji comprises a group of about 250 islands of which some 80 are inhabited, lying between latitude 15 degrees and 22 degrees south between the longitude 177 degrees west and 175 east.

The distance from Sydney to Suva the Capital (situated on Viti Levu the largest island of the group) is 1743 miles, from Auckland N.Z., 1140 miles, and from Vancouver 5,213 miles.

The total area of the Colony is 7083 square miles or about 4,532,000 acres, which is larger than the whole of the British West Indies excluding the Bahamas and Bermuda Islands. The largest island of the group, Viti Levu, is as large as Jamaica and more than twice the size of Trinidad, while the second largest island—Vannua Levu is three times the size of Mauritius and ten times the size of Barbadoes. Fiji is nearly 500 square miles larger than the Hawaiian Islands.

The areas of the four largest of the Fijian islands are as follows:—Viti Levu 2,594,000 acres, Vannua Levu, 1,362,000 acres, Tavuni 106,400 acres and Kadavu 106,000.

### Government

Fiji is a Crown Colony, the affairs of which are administered by a Governor, and an Executive Council. The Legislative Council consists of the Governor and twelve members nominated by the Governor, including one Indian representative, seven members elected by the rate-payers, and two native Fijian members.

A large share of self-government in local affairs has been conceded to the Fijians but the regulations recommended by their Councils have to receive the sanction of the Legislature before acquiring the force of law.

### Physical Features

The more important islands are hilly and mountainous, rising more or less abruptly from the coast lands to a height of from 4000 to 4500 feet. The hills are generally of grand or picturesque outline. The lower country and much of the hill lands are timbered and fertile, the low lying lands especially having deep soil rich in humus and easily worked.

Fiji is a well watered country and rich in harbors, most of the islands being surrounded by a barrier reef through which numerous

openings lead to safe anchorages protected by natural breakwaters. Many of the rivers are navigable for considerable distances for boats and shallow-draft steamers. The Rewa river for instance is navigable for 70 miles. Many of its tributaries are also navigable for shallow craft through fertile tracts of country. In this respect Fiji differs immeasurably from the Hawaiian islands which have no navigable streams.

### Land and Leasehold Regulations

The total area of land alienated to settlers on December 31st, 1916, including freeholds and crown and native leaseholds, was 675,391 acres in 8714 holdings, about one-third of which is grazing areas, the remainder, about 435,000 acres, being owned by settlers on freehold title.

The standard tenure now is leasehold from the native owners up to 99 years with re-assessment of the rental every 25th year in building leases and every 33rd year in agricultural leases. An ordinance passed in 1916 provides that on refusal by the native owners to renew a lease (without just cause), the native owner shall pay the value of the permanent and unexhausted improvements on the land, failing payment of which the Governor-in-Council may issue a lease renewal or reassessed rental.

The rent of lands in Fiji varies according to situation and quality. Pasture and unclassified agricultural lands vary from 5 to 50 cents per acre, coconut lands from 25 cents to \$1.00, hill land for rubber and pine-apples from 10 to 50 cents; rich valley land for banana, sugar-cane, rice and maize from one to two and even in a few special instances, higher, but the latter rentals prevail only in certain favored localities in which supply and demand have resulted in that high rent. The low priced land is obviously uncleared, but as the trees are not large and labour is cheap the cost of clearing should not exceed \$20.00 per acre.

### Chief Towns

The chief towns and ports are Suva, Levuka, Nausori, Lambasa, Navua, Penang and Lautoka. Suva is the capital and seat of government, with a white population of about 1400, and a colored population of some thousands. The other towns have only comparatively small white populations and several hundreds of natives and half-castes. Savu Savu on the Island of Vannua Levu is also a promising centre owing to the activities of the Fiji Planters' Association whose headquarters are there. It has the deepest water and best sheltered seaport in the group and is very centrally situated. Its population is small but is bound to increase in the near future. Savu Savu has an excellent climate and the best hot sulphur spring in the group.

### Population of Fiji

The total estimated population in 1919 was 163,847 made up of 4,584 Europeans, 89,650 Fijians, 62,640 natives of India, 2,644 Polynesians, 2,824 half-castes and 1,505 Chinese and others. The estimated total shows an increase of 24,306 over the 1911 census.

(To be Continued in June)

### B. C. Legislation Regarding Oriental Labour Invalid

The Governor-General has disallowed the act of the Legislature of British Columbia which prohibited the employment of Orientals on government contracts in that province.

The provincial government in the first instance, prohibited the employment of Asiatics on these contracts by order-in-council and the Legislature subsequently passed an act to valid these orders-in-council.

The constitutionality of the act was attacked in the courts and the Supreme Court declared that it was ultra vires of the province. The act, has accordingly, been disallowed by the Governor-in-General.

\* From an address delivered by Mr. Dyer, who represents the Fiji Planters' Association, Suva, before the members of the Vancouver Bureau of Foreign Trade.



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# Review of the British Industries Fair, 1922

Attendance was large, good orders in practically every section were taken and enquiries were numerous.

By John C. Kirkwood

**T**HE British Industries Fair this year was held over the period February 27—March 10, and was in two sections, one in London, the other in Birmingham. Last year there was a third section, in Glasgow.

In passing it may be said that it is recognized by many that this division of the Fair is a disadvantage, and the proposal is to have a single Fair just as soon as adequate centralized premises can be provided. This cannot be before 1924, and probably not until 1925. The buildings to be erected in connection with the British Empire Exhibition of 1924 are likely to become the permanent home of the British Industries Fair.

In the meantime the rambling but spacious buildings of London's White City,—an exhibition and amusement centre and enterprise, and the buildings at the Castle Bromwich Aerodrome, Birmingham, are being employed. The two exhibitions were held simultaneously.

## The Exhibits

The classes of goods shown at London included:—

Chemicals, drugs, druggists' sundries, soaps, etc.

Furniture, basketware, brushware, musical instruments, foodstuffs and beverages.

Watches and clocks, jewellery, cutlery, silver and electro plate, hard haberdashery.

Toys and games, and sports goods.

Pottery and glassware, scientific and cinematographic apparatus and supplies.

Leather and leather goods, boots and shoes. Fancy goods, stationery, paper and printing, publishing and office appliances.

General, commercial and trade enquiries and Export credits.

At Birmingham the groupings were:—Brassfoundry, hardware and ironmongery. Metals.

Construction, building and decoration.

Power, lighting, heating, cooking and ventilating.

Engineering.

Agriculture.

Mining.

Motors, motor-cycles and cycles and accessories; and perambulators.

Guns, saddlery and harness, fishing tackle.

Brewing, distilling and catering.

Services (export journals, transport services, trade organizations, publicity services, industrial welfare associations, public safety associations, trade propaganda organizations, packing materials)

Thus it will be seen that British industries were comprehensively presented.

The only conspicuous omission is textiles. The absence from participation is explained by the fact that the textile interests believe, rightly or wrongly, that their own separate trade fairs meet their requirements.

## The Success of the Fair

All told there were, at London and Birmingham, approximately 1,400 exhibitors, between 800 and 900 of them showing at London. The number of visitors at London totalled, approximately, 50,000; while 40,000 visited the Birmingham exhibition.

Regarding the attendance, there is some disinclination to give precise figures, for it is known that many visitors could not be classed as buyers.

The distribution of tickets of admission was on a generous scale, and while the tickets were sent to potential buyers both overseas and at home, yet it is recognized that a very large proportion of these tickets find their way to non-buyers; in other words, to the general public.

Of overseas buyers there were something under 1,000 who registered.

Of home buyers, the number is not known.

## An Atmosphere of Gloom

Candour compels me to say that there was a very considerable absence of enthusiasm among exhibitors. At any rate, that alertness and cheerfulness which are the universal accompaniment of great success were no much in evidence. On the other hand, a canvass of the exhibitors, in each of the several sections, at both London and Birmingham, produced statements that good orders in practically every section or group had been taken, and that enquiries were many and promising. One is glad to know this, because any other history would be doleful.

Perhaps—probably—expectations were not realized; and certainly maximum sales—sales to tax capacity output—were not made by many, if by any; but it is gratifying to know that the objects of the exhibition were fairly, if not fully, realized.

The big fact in Britain is that trade is bad, and though there are signs of recuperation, nothing so far has occurred to relieve greatly the heavy burden of unemployment. The ghastly collapse of the German mark, the ugly Irish situation, the bad economic conditions of many European countries and of the countries of the Near East, the Russian nightmare, the mutiny in India, the collapse of prosperity in North America, the bad state of affairs in the cotton and engineering trades at home—all combine to curb the energies and activities of trade. No artificial stimulation of trade—such as The British Industries Fair—can annul domestic and world-wide adverse conditions.

Even so, there were at this year's Fair factors of great encouragement. Prices, for example, seem to have become stabilized. The prices quoted this year were, on an average, estimated to be 33 1-3% below those of 1921. In respect of certain things, this year's prices are half of those quoted twelve months ago.

This decline is accounted for by two main factors:—

- (1) the lower prices of raw materials, and
- (2) reductions in the cost of labour.

Prices are made still better for the overseas buyer by reason of lower transportation rates.

Another factor of advantage is practically guaranteed deliveries. Two years ago no firm guarantees as to delivery dates were possible.

## Germany Falling Behind

The reports of the Leipzig Fair were to the effect that in respect of many, if not most lines, exhibitors became quickly oversold; and delivery dates could not be guaranteed. Also, it is said that the quality of German products has fallen miserably. From these two circumstances British exhibitors were drawing a sort of melancholy comfort.

Of British-made merchandise, such as was seen at the fairs at London and Birmingham, the quality left nothing to be desired.

It is positively refreshing and inspiring to examine British-made productions of all sorts.

This does not mean that Britain makes no inferior goods, for she makes them in plenty; but it does mean that in Britain one can obtain qualities of merchandise unsurpassed by competitive merchandise made in any other country.

## A Survey of British Trade

Any minute or intimate examination of the showings of the 1,400 exhibitors is quite impossible in this contribution to *INDUSTRIAL CANADA*; the most and best that I can do is to make a rapid survey of certain bold features of the Fair.

**Chemicals:** For the first time in Britain there was brought together, at this year's British Industries Fair, a representative assemblage of the products and developments of the British chemical trades; and in this section, perhaps more than in any other, were the results distinctly satisfactory.

As is well known, the chemical industry of Britain received, of necessity, a tremendous Government support during the war. The big residuum of war effort is synthetic dyestuffs. Popular imagination associates dyestuffs mainly with the textile industry; but, however large are the requirements of this industry, the dyestuff makers have many other classes of customers, among them being the fancy leather industry, fur-dyers, feather dyers; the makers of artificial silk yarns, hosiery, slippers, coloured ribbons, straw plait for hats, felt for hats, floor coverings, printing inks, carpets, paper, lacquers, coloured cinema films, tin foil. This list is suggestive of entrancing stories that could be written about the dye industry.

Beyond dyes are coal tar and ammonia products, including benzol, toluol and sulphate of ammonia; photographic chemicals, chemicals used in the making of soap; pharmaceutical chemicals; essential and expressed oils, flavouring essences, perfumes, spices; certain nerve foods, etc., etc.; disinfectants, fertilizers, etc., etc.

The chemical section at The British Industries Fair was, for many reasons, most satisfying.

## A New Kind of Steel

**Stainless Steel:**—The number and attractiveness of exhibits this year in the cutlery and jewellery section, were under those of last year. Perhaps major interest attached to the development in stainless steel. There were 20 firms showing this class of manufacture.

Stainless steel is being used for forks and spoons to match stainless knives. The big difficulty in the manufacture of forks, spoons and certain other lines has been the hardness of stainless steel, and the consequent comparatively high price.

Now stainless knives, forks and practically everything else in the form of electro plated ware is being made from a nickel alloy which, burnished, makes it rival silverware, and which does not tarnish by exposure or by contact with acids.

**Leather:** For the first time in London, in connection with the British Industries Fair, a section was devoted to boots and shoes, and there were shown, also, boot and shoe leathers. Other leathers shown included those used by makers of fancy goods, bookbinders, upholsterers, saddlers, motor-car makers, bag and trunk makers.

Britain excels in the manufacture of leather and of leather goods, and, by the same token, in the manufacture of leather substitutes from fibre and rubber.

Perhaps the most notable development in connection with the leather trade is in the matter of fancy leather goods. The supremacy of continental makers has been successfully challenged, not only in regard to style



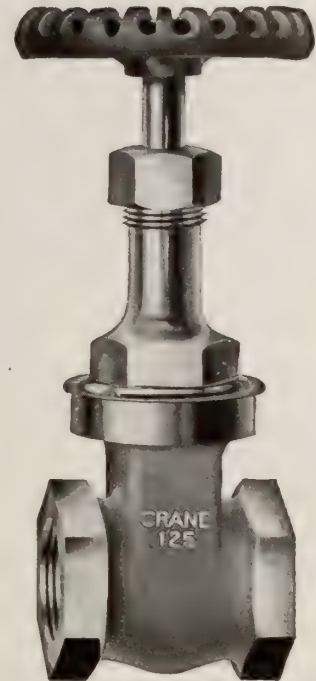


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and workmanship, but also in the matter of price.

An interesting development is the manufacture of leather goods for the traveller by air. For aeroplane use there have been devised trunks, suit-cases, hat boxes, etc. of suitably light materials and construction.

The attache case is receiving much attention, for its vogue has become practically universal. Every girl stenographer-typist, it would seem, possesses an attache case; and the use of this convenient carry-all is extensive by students of all ages. New locks have been devised for the attache case, and their makers are heralding their inventions with trumpet blasts.

### Cinema Equipment

*Cinematography:* For the first time in this country, the makers of cinematograph equipments had a collective exhibit at the British Industries Fair, organized by the Incorporated Association of Cinematograph Manufacturers. The projectors and camera lenses shown demonstrated Britain's advancement during and since the war in the manufacture of optical glass. Interesting features of the exhibit were a duplicate of the cinema camera supplied to the Mount Everest Expedition; the largest commercial lenses made, it is believed, in any country; portable projectors suitable for educational and business purposes; and a small electro-generating set capable of being carried in a one-ton lorry.

*Toys and Games:* Germany continues to be the bugbear of Britain's toy-makers. Novelties shown were a resilient, non-puncturable rubber-ball, whose interior resembles a sponge; and period furniture for dolls' houses. Britain is supreme in the manufacture of heavy wood toys—dolls' houses, rocking horses, lead toys, such as soldiers; soft toys made from plush and stuffed with soft material—teddy bears, for example.

Confidence is expressed in the recovery of the British toy industry from its present low estate—said to be at its very lowest.

### Canada at the Fair

This year there were many more Canadian buyers at the Fair than last year—an encouraging sign. The representatives of the principal department stores in Montreal and Toronto were on hand, and were appreciated buyers.

But there were no Canadian exhibitors, this notwithstanding the assurance that I was given last year for transmission to Canadian manufacturers through the medium of INDUSTRIAL CANADA that Canadian representation was earnestly desired.

I imagine that Canadian manufacturers were but slightly canvassed to participate, if they were canvassed at all, and this may be explained by the circumstance that the space available for exhibitors is pretty thoroughly consumed by domestic British manufacturers.

Yet I would repeat what I said last year, namely: the British Industries Fair provides an unparalleled opportunity for Canadian manufacturers to present their merchandise to both British and world-scattered buyers.

The British Industries Fair is organized by the Department of Overseas Trade of H. M. Government, and has, therefore, an authority not possessed by any privately-promoted fair. The Department spends thousands upon thousands of pounds to invite and attract buyers from all over the world, and to ensure an ample attendance of domestic buyers.

British exhibitors spend a huge sum, in the aggregate, to make the Fair worthy of themselves, and an incomparably fine presentation of British-made merchandise.

The Fair gets a most excellent "press".

The catalogues of the Fair become very valuable trade directories, and are kept for frequent consultation.

For these reasons, therefore, the British Industries Fair should appeal strongly to those Canadian manufacturers who want export trade.

Participation by a Canadian manufacturer in this Fair does not require participation by any other Canadian manufacturer; and requires no individual effort on the part of the Canadian participant to attract buyers.

The only Colonial exhibit at this year's British Industries Fair was one from India.

I make the suggestion to any Canadian manufacturer eager to reach overseas buyers,

and wishing to do this with a certain measure of economy and efficiency, to communicate straightway with

The Secretary,  
British Industries Fair,  
Department of Overseas Trade,  
Board of Trade,  
3, Old Queen Street,  
London, S. W. I.  
in relation to conditions, cost, space, etc., etc.

Such an application for information should be made early, for it takes much time for an interchange of correspondence, to organize an exhibit, and to get it despatched in ample time for installation at the exhibition.

## Joint Safety Convention in Toronto

C.M.A. co-operates with other organizations in discussing safety problems at well attended gathering.

THE problems of accident prevention and compensation received a full discussion at the Joint Safety Convention held in the King Edward Hotel, Toronto, on April 4th and 5th. The convention assembled under the auspices of the Canadian Manufacturers' Association, the Workmen's Compensation Board, the Ontario Safety League, Ontario Pulp and Paper Makers' Safety Association, Electrical Employers' Association and the Lumbermen's Safety and Industrial Accident Prevention Association. There was a good representation present from each of these organizations.

The first addresses were delivered in the afternoon of April 4th by Samuel Price, chairman, the Workmen's Compensation Board, Miss Muriel MacKay, industrial nurse, Hydro-Electric Power Commission of Ontario, Dr. C. L. Starr, professor of surgery, University of Toronto and S. J. Dickson, chief constable, Toronto. Mr. Price gave some interesting figures showing the cost of accidents. The board was sending out compensation cheques at the rate of 500 a day, the average daily benefits amounting to \$21,000 last year and totalling \$6,189,000. During the seven years of administration twenty-eight million dollars had been paid out and the number injured in that period equalled the combined total populations of Windsor, Hamilton and Toronto. Education, he held, was a prime factor in reducing the number of accidents.

At a banquet in the evening A. E. Dawson, general manager, Toronto Casualty and Marine Insurance Company, spoke on "Accidents from the Economic Standpoint". The accident, he said, was one of the greatest sources of waste in industry. Not only does an accident deprive the company concerned of a skilled employee but it also means that his place must be filled by a green hand, and so the liability of more accidents is increased. Seventy-five per cent. of industrial accidents were preventable, and all agencies should be used to make sure they are prevented.

Lt. Col. W. N. Ponton, K.C., Belleville, Ontario, supplemented Mr. Dawson's remarks by discussing the problem from the humanitarian standpoint. Quoting Justinian's maxim, "The safety of the people is the highest law," he paid a tribute to the men who were educating the public to pay attention to safety.

At the following session some practical features of accident prevention were put forward by J. H. Martin, division plant superintendent, western division, Bell Telephone Company. Mr. Martin had given a great deal of time to the study of his subject and had found the educational method

successful in reducing accidents. He had started a system of pledge cards in Hamilton in 1914 by which workmen agreed to report unsafe conditions. In the first year 287 hazards were reported and cleared. He advocated the use of signs, emphasizing the fact that these must be changed frequently so that familiarity would not breed contempt. His company gave prizes to foremen who had no-accident years.

Frank R. Ewart, vice-president, American Institute of Electrical Engineers, spoke on the solution of the accident problem from the engineering standpoint. Some points he brought out as contributive factors to safety were the suitability of the building to the work being performed, good lighting, proper methods of handling material, the routing of work and proper heating and ventilation. Each accident, he said, was a warning signal of an inefficient condition, and should be analyzed with a view to removing the cause. Dr. M. M. Crawford, chief coroner of Toronto, also spoke on "General Accidents."

The convention closed with a luncheon at which John R. Shaw, vice-president, C. M. A., and W. Varley, representing the Trades and Labour Congress of Canada, were the speakers. Mr. Shaw criticized some details of the Workmen's Compensation Act. The word, "compensation", was a misnomer, he thought. It actually was compulsory insurance, paid by the employer. Personally, he was in favour of increasing compensation to 75 per cent., provided the workmen would contribute 20 per cent. of the rates charged. It was unfair that the manufacturers should have to bear the entire burden when a large percentage of accidents were the fault of the workmen alone.

Mr. Shaw thought that the operation of the Act should be extended to cover the agricultural classes. He also spoke against the Government's action in making a class appointment to the Compensation Board. He would rather see the Board re-established with a legal personnel.

Mr. Varley stated that the workers were willing to use their organizations to bring every employer of labour in the Province under the operation of the Act. He defended the appointment of the labour representative to the Board. Referring to a statement by the previous speaker, that increased compensation in 1919 and 1920 was the cause of increased accidents, he disagreed, stating that this was the period during which returned men were being re-established and the conditions produced were similar to those caused by taking on a number of new hands.

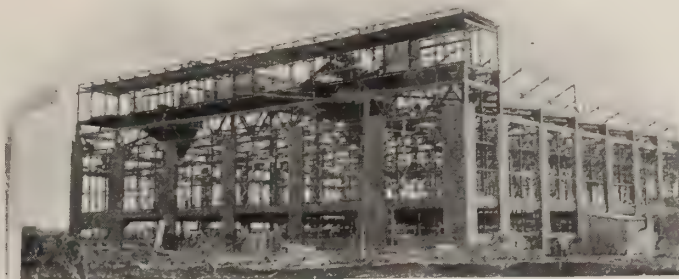




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*Issued by the  
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# Water Powers and Hydro Developments

(Continued from Page 53)

supply the urgent needs of the industrial centres in Pictou County and an extension of the transmission line from this development to New Glasgow and Pictou would serve the city of Truro. A development at Bear River has also been receiving the attention of the Commission for some time, which would have ample capacity to supply the electrical needs of the whole district, from Middleton to Yarmouth inclusive, and at the same time provide ample power for the pulp and paper industry in the immediate vicinity of the development. An application has been received from the town of Windsor, which it is proposed to meet by constructing a comparatively short transmission line from the existing St. Margaret's Bay Development. A smaller development of the Barrington District is proposed, at the request of the communities of Wood's Harbour and Clarke's Harbour. The demand in this district, is, of course, very small and is likely to be so for some time to come; however, any development which can economically supply these communities is just as important to them as larger developments are to larger communities.

With the existing developments and those outlined, the more pressing needs of the Maritime Provinces will be met in a satisfactory manner and at rates comparable with power rates elsewhere. At the same time the foundation of a network of transmission lines, ultimately supplying all the more populous centres of the Maritime Provinces, would be laid. The advantages of a network of transmission lines, interconnecting a number of generating stations strategically located, are obvious. Such an arrangement results in increased reliability of service, as well as minimum capital charges and operating costs. The Maritime Provinces are particularly fortunate, in that the water power sites available are so located and of such a size, that initial capital expenditures do not at any time need to be far in advance of the existing requirements for power.

## Power Problem Solved

The problem of furnishing power to the manufacturer in the Maritime Provinces would now appear to be solved. If he desires to locate in some of the larger centres, such as Halifax, New Glasgow, Moncton or St. John, ample power is already available, or will shortly be so. If he considers it advisable, due to special requirements, to undertake a power development entirely for his own purposes, he may find sites of any size he may require, from the smallest mill site to that with a capacity of some thousands of horse-power, and will further find administrative legislation in effect to facilitate such a development.

While large industries might be expected to locate in such centres as Halifax and St. John and to draw upon all the varied resources of the Maritime Provinces, a situation such as that offered in the vicinity of Mahone would seem to have some advantages for small industries based on local raw material. Ample power is now available, as well as a reasonably plentiful supply of intelligent labor, who for the most part have their own homes and are largely self-supporting, so far as food products are concerned. Shipping facilities exist both by rail and water. The town of Mahone is mentioned, although similar conditions apply in many parts of the Maritime Provinces and it is just possible that on the whole a more satisfactory and stable industrial development would be realized if attention were given to the possibilities of

smaller industries located at various places throughout the provinces.

The establishment of such industries will, of course, be facilitated as convenient and reliable power becomes available by means of the various transmission line systems outlined. Large areas of timber lands in the Maritime Provinces suitable for no other purpose should supply in perpetuity the raw material for small wood working industries, utilizing various varieties of hard woods as well as soft woods. The box industry of the Hammonds Plain District in Halifax County seems to indicate possibilities in this connection and its success in this district seems

# Progress of Technical Education

(Continued from Page 55)

entire wing of the new school will be devoted to vocational education, providing machine shops for both iron and wood-working, chemical, physical, and home economics laboratories, commercial and other class rooms. Every facility is being provided to train pulp mill workers. It is felt that there is a big future for this business and for paper making in New Brunswick, and no effort will be spared by the Vocational Board to train workers to assist in their development. Edmundston's example will doubtless encourage Bathurst, St. George, and other pulp mill towns to offer their workers the advantages of scientific training.

The above illustrations show the lines along which New Brunswick is moving. At the start much of the work is of necessity elementary or pre-vocational, but more advanced industrial training is also being developed.

Milltown, Marysville, Newcastle and other towns are taking active steps to provide vocational education facilities of appropriate kind.

St. John and Moncton, the largest centres in New Brunswick, have not yet availed themselves of the benefits of the Vocational Act to any great extent. The matter is under advisement in these places however, and the outlook is that vocational training opportunities of some type will be fairly well distributed over the province within the next few years. When this is done and when the compulsory school age is raised to 16 years, we shall have a fair chance to train each boy and girl for citizenship and efficiency in some job.

In addition to providing for high school age boys and girls, vocational evening classes for adult workers are in operation in about a score of localities in the province. The programmes vary according to the industrial needs of the communities and the subjects taught include the following: dressmaking, plain sewing, millinery, domestic science, preparatory, commercial arithmetic, applied mathematics, bookkeeping, stenography, typewriting, blue print reading, elementary mechanical drawing, arch. drawing, lettering, show card writing, industrial stitching, estimating, industrial chemistry, lumber surveying, motor mechanics and electricity.

Fishing forms the basis of an important industry in New Brunswick, and one which is doubtless capable of considerable development through the application of skill and science. Gas engines have transformed the fisherman's job in the last few years. Short

to have rested not only on the power supplied by the innumerable water mill sites available, but also on the individualistic manner in which it has been carried on. Small tool works, too, have been carried on successfully in the smaller places, the raw iron and steel necessary being conveniently produced in the Maritime Provinces.

These are matters more or less outside the field of this article, but are suggested by a belief that at the present time the power problem in the Maritime Provinces is more a problem of market than of available supply and is therefore largely a problem for the manufacturers themselves. Cheap power is substantially a question of increased market for the same, particularly where hydro-electric developments are the chief source of supply, since the operating and fixed charges of these remain the same, regardless of their output, so long as it is within their capacity.

courses in the principles, care and repair of these were given during the past year in forty communities by an itinerant instructor who went from place to place carrying his teaching kit with him.

The garage business is a large and growing one requiring special knowledge and skill. A course in battery and ignition work for garage mechanics was carried on by the Provincial Vocational Board at Fredericton during the past winter, as a beginning in this field. Further courses will be provided.

The matters of developing an instruction by correspondence service and a technical institute for the province are being considered by the Vocational Education Board. A technical institute offering courses in such subjects as: steam engineering, motor mechanics, welding, electricity, surveying, navigation, accountancy, design, materials, etc., etc., would be of much service to the industry of the province. It would also greatly help in the problem of training competent vocational teachers. The lack of such teachers is now the greatest hindrance to the development of vocational education. In this connection the Vocational Board holds an annual summer school for the professional training of selected teachers and trades people. The Board also pays travel and tuition expenses of approved individuals who desire to take courses of one year abroad to prepare for teaching in New Brunswick, but a more vigorous teacher training policy is required.

Financial aid by the Province of New Brunswick for vocational education is given the communities on the following basis:

- (a) For Salaries of approved teachers:
  - 60 p.c. of amount paid in communities above 6,000.
  - 66 2-3 p.c. of amount paid in communities between 2,000 and 6,000.
  - 66 2-3 p.c. of amount paid in County Schools.
  - 75 p.c. of amount paid in communities of 2,000 and less.
- (b) For approved buildings erected or portions thereof:
  - 25 p.c. of the cost in cities of 10,000 or over.
  - 33 1-3 p.c. of the cost in cities and towns from 5,000 to 10,000 and for buildings erected jointly by a town and municipality.
  - 50 p.c. of the cost in towns and districts under 5,000.
- (c) For approved vocational equipment.
  - 50 p.c. of the cost in all cases.



# Mineral Resources of Nova Scotia

(Continued from Page 51)

R. M. Wolvin, president of the Dominion Steel Corporation, stated before a special committee at Ottawa last spring, that he hoped to see their company produce 10,000,000 tons per annum. The best evidence of this hope for the future is in the improvements being made to cheapen production.

At Sydney Mines a new steel bank head is being erected at a cost of \$400,000. This involves a new hoisting, screening, cleaning and loading plant. The slack coal will be loaded mechanically into box cars. The hoisting will be done with electricity and the plant will handle 2,000 tons per day at an estimated reduction in cost of 25%.

At the Dominion Coal Company at O'Neils Point it is proposed to install an up-to-date system of electrical trolley haulage. It is expected that this will permit the working of large submarine areas which would otherwise remain unmined and will also greatly reduce the cost of production.

There are at present twenty seven coal mines developed and equipped for production. Some of these are small, while others are capable of a very large output. Given the markets, the present development with necessary number of men steadily employed could produce at least 7 million tons a year.

## Welfare Work and Safety Methods

The Dominion Coal Company, Limited, have established a Department of Industrial Relations. This Department consists of three Divisions relating to,—

1. Employment.
2. Employees' Service.
3. Safety and First Aid.

Under the Employment Division, employment offices have been opened where full information can be obtained as to the mines where men are required, thus eliminating the loss of time to men in travelling from mine to mine looking for work.

Under the Employees' Service Division, particular attention has been paid to cleaning up and sanitation. A sanitary inspector was appointed. Kanstine closets have been placed in boarding houses at New Aberdeen and New Waterford. Tenants are encouraged to use the plots of ground surrounding their houses.

The Safety and First Aid Division is in charge of a safety engineer and inspectors who report all dangers to superintendents and managers and how they may be eliminated.

An executive committee of all superintendents and department heads has general charge. At each colliery a sub-committee of manager and overmen have charge and make an inspection at least twice a month and report conditions to the executive committee who meet twice a month to consider and act on these reports.

At many of the collieries first aid classes have been formed which are instructed by the local doctors in a course prescribed by the St. John Ambulance Association and a very large number of men have been granted certificates of competency in first aid to the injured. First aid rooms have been established, equipped with hospital cots, chairs, basin and foot baths, stretchers, surgical dressings and instruments, drugs and hot and cold water. At No. 6, 21, and 22 collieries the rooms are equipped with emergency operating tables and sterilizers.

One hundred and seventy five U. S. army type stretchers were purchased during the last year. The stretchers used in the mines are placed in iron containers together with blankets, splints and surgical dressings.

In other collieries similar work has been going on and first aid classes of the St. John Ambulance Society are carried on in like manner.

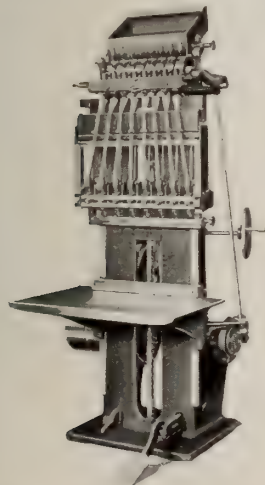
(Note.—An article on the iron and steel industry in the Maritime Provinces, supplementing this article on the mineral resources of the Provinces, will appear in the June issue of *Industrial Canada*.—The Editor.)

## Engineering Students Visit Toronto Plant

Recently about 125 students of the Faculty of Applied Science of the University of Toronto visited the plant of the Hamilton Gear & Machine Co., at 76 Van Horne Street, Toronto. These men are all in the mechanical course and are the embryo mechanical engineers of the province. Under the charge of Mr. Parkin, Associate Prof. of Mechanical Engineering, they have been visiting a number of manufacturing plants, each a leader in its line. At the Hamilton Gear & Machine Co.'s works they were shown in detail the processes of manufacture of the various types of gears from bar steel, or casting or rawhide blocks, through different machining operations to the inspection of the finished product. The Hamilton Gear & Machine Co. had, before the visitors arrived, placarded the machinery and work in process with bulletins describing the operations. This feature was much appreciated and it enabled the visitors to obtain considerable information on points which might not otherwise have been noticed.

# NAILING MACHINES

*Strongly built for heavy continuous Service*



QUICKLY  
ADJUSTABLE

OPEN AND  
CLOSED BACK  
TYPE

BUILT IN  
DIFFERENT  
SIZES

# YATES

Hamilton, Canada

## BRASS, BRONZE AND ALUMINUM CASTINGS

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CUT  
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COSTS

**Our Method—Your Cost**

Quantity production work a specialty.  
Jobbing work taken care of promptly.  
Send us your patterns for trial order.  
All castings **Sand Blast Finish**.

We stock Bronze Bushing Materials,  
all sizes—Cored and Solid. List sent  
on request.

**SULLY BRASS FOUNDRY Ltd.**

Brock Ave. and Bloor St. W.  
TORONTO





## Dominion Oxygen Service now includes PREST-O-LITE Dissolved Acetylene

**U**SERS of welding and cutting apparatus will appreciate this new and better service — one source of supply for both Dominion Oxygen and Prest-O-Lite Dissolved Acetylene.

The same high quality will be maintained in both the oxygen and fuel gas as has always distinguished these products.

The same types of cylinders will be continued under the new arrangement.

The advantage and the saving to you will come from placing your orders with one Company for *both* Dominion Oxygen and Prest-O-Lite Gas—thus always securing an adequate supply of both at the time and place you need them.

Telephone, telegraph, or write your orders to our nearest Distributing Station for immediate shipment by the shortest route.

## DOMINION OXYGEN COMPANY, LIMITED

*Operating the Welding and Cutting Gas Division of  
PREST-O-LITE COMPANY OF CANADA, LIMITED*

Hillcrest Park, Toronto.

Shawinigan Falls, Quebec, Montreal, Hamilton, Merritton,  
Welland, Windsor, Winnipeg.



# Canada's Industrial Expansion

## A RECORD OF PROGRESS

### Paper Box Plant

**Standard Paper Box Company, Limited, Montreal, Erect Fireproof Building**

The new building of the Standard Paper Box Company, Limited, in Montreal is a fine example of fire proof construction. Reinforced concrete has been used throughout without wood or other inflammable material. The building is finished on the outside with plastic red brick between pillars, and is erected on what are known as pillar foundations, which support the whole building irrespective of concrete and brick construction between supports. Two full storeys have been completed and it is the company's intention to complete the third storey during the present year. The concrete supports and pillars have been so constructed as to permit of four or five storeys being added without any strain on the present foundations.

The building is conveniently located on the Outremont siding of the C. P. R. tracks. It is 366 feet long and 60 feet wide, being almost in the shape of an L.

The basement will be used exclusively as a stock room. On the first floor will be the executive offices and the folding and corrugated departments. The whole of the second floor will be occupied by the solid or set up box department. The shipping room measures 150 x 40 feet and is so arranged that five trucks can be loaded at one time. There are two electrically driven elevators of the latest type with a capacity of 1 ton and 1½ tons each.

Electric power will be used and steam heating from two 80 h.p. Leonard boilers. The boiler room and machine shop are 50x30 feet and are situated at the rear of the building. The plant is equipped with fire doors of the latest design made according to C.F.U.A. specifications. The floors are finished to master builders' specifications.

A combined garage and stable, 55x30 feet, now in course of erection, will house the company's horses and delivery trucks. This building will be absolutely fireproof.

### Building New Kilns

**Additions to Nova Scotia Clay Works, Limited, Will Increase Capacity 30 per cent.**

The Nova Scotia Clay Works, Limited, Amherst, Nova Scotia, manufacturers of brick, tile, terra cotta, drain pipes, etc., are building two new periodic kilns, each to burn 150 M., to supplement their present continuous kiln. They are 67 x 23 feet and will cost approximately \$15,000. The company intend to burn a brick for

face work and they expect to be operating the new kilns by the first of June, increasing the capacity of their plant about 30 per cent.

The company state that they are making every possible effort to reduce the price of brick to the trade and already their prices have been lower than those charged for similar qualities of brick in some of the larger centres. They find, however, that the high cost of coal and exorbitant freight rates have been a great handicap to building operations, and believe that it is in the interests of everybody that freight rates on building materials be reduced to pre-war levels.

### New Hamilton Industry

**Dexter Lock Company of Canada, Limited, are Installing Equipment in a Plant**

Another new industry for Hamilton, the Dexter Lock Company of Canada, Limited, has been announced by C. W. Kirkpatrick, commissioner of industries and public utility. The company will occupy the premises formerly used by the National Machinery & Supply Company on Wellington Street, North.

The new company have acquired the rights to manufacture the Dexter patent door lock, not only for Canada, but for the entire British Empire, and will carry on both their domestic and export business from Hamilton. They will also act as sole agents in Canada and the British Isles for the National Brass Company of Grand Rapids, Michigan.

The president and manager of the new concern will be O. W. Cook, formerly of the Canadian Cartridge Company and the Firestone Tire & Rubber Company of Canada, Limited. Arrangements have been completed for the necessary equipment and manufacturing operations will start as soon as it is installed. About fifty hands will be employed at the outset.

As far as possible the necessary parts of the lock will be procured in Hamilton, so that employment will be given to some other local industries.

The St. Croix Pulp and Paper Company of Hartville, Nova Scotia, have been reorganized and will in future be known as the Premier Paper & Power Company, Limited, with a capitalization of \$2,000,000. About \$1,000,000 will be invested in renovating the old plant, and with the proposed improvements it is expected that the output will be 8,000 tons of newsprint and 5,000 tons of wrapping paper a year. Any surplus pulp will be sold in the markets of the United States and Great Britain.



**New Paper Box Plant in Montreal**

The two photographs show the new fire-proof plant of the Standard Paper Box Company, Limited, which is described on this page. The upper view is of the back of the building from Hutchinson Street side. The lower photograph was taken from the C. P. R. tracks.



### Replacing Burned Factory

#### Chestnut Canoe Company, Limited, Fredericton Let Contracts for New Plant

Contracts have been let for the new plant which the Chestnut Canoe Company, Limited, are building at Fredericton, New Brunswick, to replace the factory destroyed by fire early this year. The plans call for a building about 100 feet square consisting of three storeys and basement, which will cost, when completed, approximately \$60,000.

The building is to be of brick construction with fire walls and fire doors separating the different departments. The first floor will be occupied by the canoe building, form storage and paddle packing departments, the accessory and painting departments will be on the second floor and the drying, varnishing and colour-coating department on the third. An elevator of 2,000 lbs. capacity is to be installed.

### New Belleville Industry

#### American Optical Company Establishing Plant for manufacture of Lenses

The American Optical Company of Southbridge, Mass., are establishing a branch plant at Belleville, Ontario, where they will employ about one hundred hands. They are not building a new factory and are starting operations on a small scale.

The company already have a Canadian branch, the American Optical Company of Canada, Limited, who are a going concern with a factory at Nicolet, Quebec, where they manufacture spectacle frames, mountings and accessories. The Belleville factory is to turn out spectacle or ophthalmic lenses.

### Paris Knitting Company

#### New Industry Commences Manufacturing Operations at Burford, Ontario.

The Paris Knitting Company, Limited, are now in operation at Burford, Ontario. Their plant consists of about forty knitters, ten ribbers, ten looper machines and four hemming machines. When

running to capacity they expect to employ about thirty hands, specializing in infants' half hose and three-quarter hose, but also making other lines.

The company's authorized capital is \$150,000, with paid up capital of \$17,000. N. Dell is president and general manager and S. H. Chase, secretary-treasurer. The directors are principally business men.

### Winchester Dye Company

#### Operations of Important Chemical Industry Will be Centred at Trenton, Ontario

Referring to a recent report in a Toronto paper stating that the Winchester Dye Company, Limited, Trenton, Ontario, were considering the establishment of a branch plant at Renfrew, W. W. Young, vice-president, states that they are not at the moment thinking of locating a branch plant at Renfrew or at any other point outside of Trenton. "It is and will be our policy," he says, "to concentrate the various plants subsidiary to the Winchester plant in Trenton as far as it is consistent. Our plant at New Toronto will be continued as well as the Trenton plant.

The company are entering the dye industry in Canada with experienced technical men in control of their operations. Their first unit will manufacture chrome black under the trade name of Canachrome Black. This dye is a staple for the textile trade. Other units will be installed later for the manufacture of Ouremene (yellow), for the paper trade, and other colors.

The company own five acres and a stone building, formerly a brewery, at Trenton, and hold their plant at New Toronto on a lease. They intend to manufacture not only the colours but also the necessary intermediates. Their first unit will cost approximately \$25,000 to install and will have a daily capacity of 1,000 pounds. Later units will cost from \$30,000 to \$40,000 each. They hope to be in production with four units by the end of the year.

The organization is composed of experienced chemists, engineers and executive men who have put their money, services and formulae into the company. They intend to supply the Canadian demand for dyestuffs as far as possible and are also looking forward to getting export business.

# Manufacturing Space To Let

We have about 100,000 feet of manufacturing floor space to dispose of on lease

**Situated Within the Limits of Montreal  
AND ALL ON ONE FLOOR**

Building is splendidly lighted; insurance rates are lowest of any in Canada; excellent shipping facilities; railway siding adjoining the building. Can be had for long or short period of years.

APPLY

## CARON BROTHERS

233 BLEURY STREET

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## Every Factory Should be Equipped With Flashlights For Emergency Use



**L**IGHTS go out! And there is danger in darkness. When the emergency arises, an Eveready Flashlight will prevent accidents and light the way to safety.

For dark places under machines, in the stockroom, in dark corners, wherever temporary light is needed, an Eveready will provide a brilliant searching beam of light.

Your night watchman needs an Eveready Spotlight — with its 300 foot range. With it he can throw a beam of light on objects two to three hundred feet distant. It is his best protection.

A small investment will equip your factory with Eveready. Do it "For Safety's Sake".

*Made in Canada*

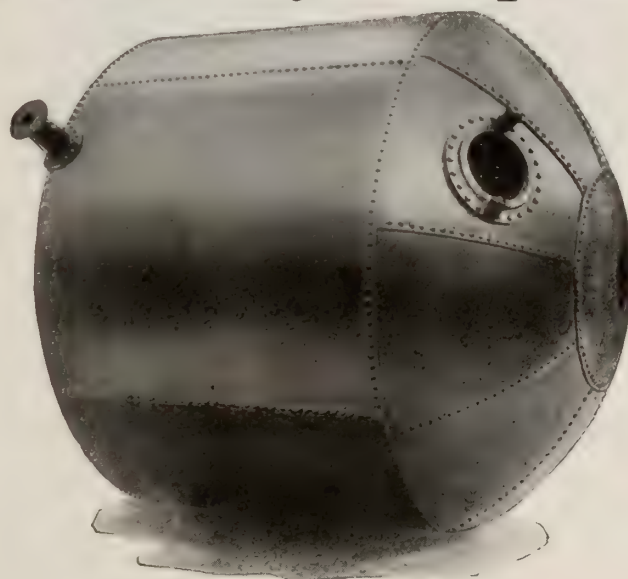
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NATIONAL CARBON  
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*for Every Purpose*



**Oil Storage  
Gasoline Tanks  
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Boiler Breeching  
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**Heavy and Light Steel Plate Construction  
erected anywhere**

*Acetylene and Electric Welding*



**THE  
TORONTO IRON WORKS  
LIMITED**  
HEAD OFFICE: ROYAL BANK BLDG. **TORONTO** WORKS: CHERRY STREET





### May Establish Branch

#### Diamond Crystal Salt Company, St. Clair, Michigan, Investigating Canadian Situation

The Diamond Crystal Salt Company of St. Clair, Michigan, are investigating the Canadian situation with a view to the possibilities of establishing a branch plant in Ontario. If they decide to locate a factory in Canada they will manufacture the same lines as they now manufacture in the United States, namely high grade table and dairy salt.

As the process used by this company is different from those used by other manufacturers, they would probably build their own plant and install the special machinery required. The smallest unit which they figure that they could operate economically would be a plant with a capacity of 100 tons of salt (about 700 barrels) in 24 hours.

### Building Large Addition

#### Provincial Paper Mills, Limited, Increasing Capacity of Port Arthur Plant

An addition to the Port Arthur Division of the Provincial Paper Mills, Limited, is now in course of erection and will be completed by the beginning of November. It consists of a book paper machine with the necessary buildings which will produce in the neighborhood of 30 tons of book paper a day.

The buildings being erected comprise a screen room extension, 61x109 feet; a clay storage room, 38x79 feet; a beater room 72x79 feet; a machine room 271x79 feet; a finishing room, 147x130 feet and a locker room, 34x37 feet. The buildings are all connected with the present plant, and consist of a main floor and basement.

### Open New Offices

#### Canadian Ice Machine Company, Limited, Locate Western Headquarters in Vancouver

New offices have been opened in Vancouver by the Canadian Ice Machine Company, Limited, who are extending their field to Western Canada. R. Groebel, formerly manager of the Winnipeg branch office, who has gone to Vancouver as western manager of the firm, announces his intention of making Vancouver his headquarters for the western territory under his control and is planning an active sales campaign.

The Canadian Ice Machine Company have their main plant and head office in Toronto and also operate branches in Winnipeg and Montreal.

### New Branch Company

#### Fedders Manufacturing Company of Buffalo Locating Plant at Bridgeburg, Ontario

The Fedders Manufacturing Company of Buffalo, New York, have purchased a plant at Bridgeburg, Ontario, where they will manufacture automotive radiators, sheet metal parts, etc., for the Canadian trade. They will commence manufacturing as soon as they get their plant in shape, employing from fifty to one hundred hands at the outset. They are arranging for Canadian incorporation under the name of the Fedders Manufacturing Company, Limited.

### Hammock Plant Expands

#### Dominion Hammock Manufacturing Company, Limited Dunnville, Ontario, Build Addition

An addition now being built at the plant of the Dominion Hammock Manufacturing Company Limited, Dunnville, Ontario, will increase capacity about 200 per cent. It consists of a brick building of basement and two storeys 135x54 feet, and will be used for manufacturing tapestry, silk overdrapes, etc. With machinery, its estimated cost is \$100,000, and the company expect to have it completed by the middle of July.

R. H. Cunningham & Company, Walkerville, Ontario, have moved to London, Ontario, where they will carry on the manufacture of electric furnaces. The reason for the change is to obtain a more central location and to benefit by better labour conditions. Their new plant, which is larger than the one they have been operating, is at 351-3 Glebe Street, London.



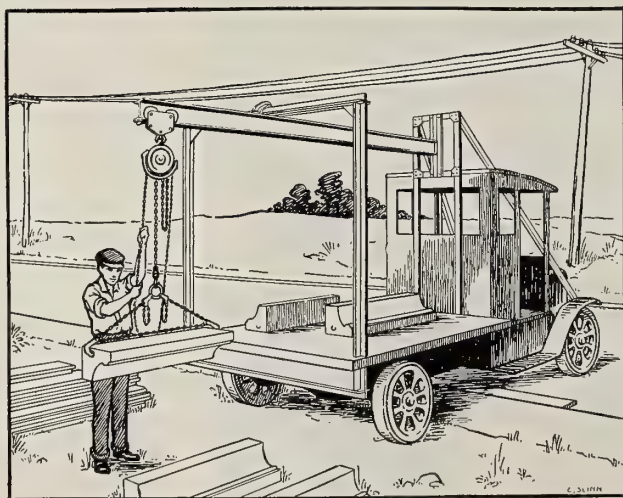
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**THE MATHEWS GRAVITY CARRIER COMPANY, LTD.**

PORT HOPE, ONT.

### THE HERBERT MORRIS CRANE & HOIST COMPANY, LIMITED

NIAGARA FALLS, ONT.



### FOR THE PROTECTION OF YOUR PRODUCT OR YOUR PURCHASES

DO NOT BE SATISFIED WITH HOISTS OR CRANES OF ANY  
LOWER QUALITY THAN THOSE BEARING THE NAME "MORRIS"



# JOHN V. GRAY CONSTRUCTION CO. LIMITED

## General Contractors for Buildings

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E. N. Bartlett.....Windsor  
R. H. & J. Dowler.....Windsor  
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Healey, Page & Cappus.....Windsor  
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The Million Dollar Plant of the Pedlar People, Limited

"Made in Canada"

Metal Roofing and  
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## SHEET METAL STAMPINGS

Let Us Quote on Your Requirements

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(ESTABLISHED 1861)

EXECUTIVE OFFICES: OSHAWA, ONT.

Factories: Oshawa, Ont., and Montreal, Que.

BRANCHES: Montreal, Quebec, Halifax, St. John, Ottawa, Toronto, Hamilton,  
Winnipeg, Calgary, Vancouver



## Deaths Among Prominent Manufacturers

### Finlay B. Smith

Manager of the A. D. Shoup Paper Box Company, Limited  
Toronto

Finlay B. Smith, manager of the A. D. Shoup Paper Box Company, Limited, Toronto, died suddenly on April 8th. He was born in Glasgow, Scotland, fifty-eight years ago, but had lived in Canada since boyhood. For a number of years he was in business in Philadelphia, before coming to Toronto to assume the management of the Shoup Company. He was a member of the Toronto Board of Trade, and the Kiwanis Club, and the C.M.A.

### Sir John Eaton

President of T. Eaton Company, Limited, Dies at his Toronto Home

After a lingering illness of seven weeks' duration Sir John Craig Eaton, president of the T. Eaton Company, Limited, died at his home in Toronto on March 30th. Although only forty-six years of age he was known throughout the Canadian business world as one of its outstanding figures. During his presidency there took place the great expansion of the Eaton business which made it known from Nova Scotia to the Yukon.

Sir John was the youngest son of the late Timothy Eaton, founder of the T. Eaton Company. He was born in Toronto in 1876 and educated in the public schools and Upper Canada College. At an early age he began his apprenticeship in the firm and rose to the office of vice-president. On his father's death in 1907 he assumed the presidency.

He early began the policy of expansion and development which brought the business to its present proportions. The Western branch of the firm in Winnipeg was his idea. Since then other distribution centres have been created and maintained and new factories have been established to keep pace with the growth of sales.

Sir John was the largest employer of labour in Canada, and his generosity to his employees was in keeping with his position. His wealth was used for the good of humanity and many institutions such as the University of Toronto and the Toronto General Hospital were grateful for his benefactions. His war work which included the raising of the Eaton Machine Gun Battery and donations to the Patriotic Fund, the Navy League and the Red Cross were rewarded by a knighthood in 1915.

In addition to the presidency of the T. Eaton Company, Sir John held directorships in the Canadian Pacific Railway and the Dominion Bank and was connected with many other commercial and financial institutions.

### Norman H. Barclay

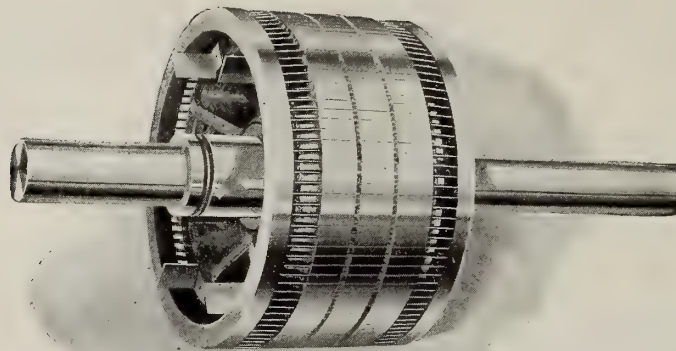
President and Managing Director of Canadian Tent and Awning Company, Limited

The death of Norman H. Barclay, president and managing director of the Canadian Tent and Awning Company, Limited, Peterborough, Ontario, occurred on March 28th. The late manufacturer was still a young man, having been born in Toronto 35 years ago. Before entering business he was a successful farmer at Russel, Manitoba. He took a keen interest in the welfare of Peterborough and was one of the first members of the local Kiwanis Club, of which he was district trustee at the time of his death.

### George Lippert

Founder and President of Lippert Furniture Company Dies at Kitchener

George Lippert, senior, president of the Lippert Furniture Company, Kitchener, Ontario, and chairman of the Kitchener Light Commission, died on March 29th, following an operation. He was one of the pioneer manufacturers of Kitchener having come to that city when a child and receiving his training in the wood-working business there. He founded the Lippert Furniture Company which has been successful since its inception. He was one of the leaders in hydro development, served on the first light commission and had been chairman of that body practically since its beginning.



The Canadian Crocker-Wheeler Cast Welded Rotor as shown above gives assurance of long life and splendid service. The short-circuiting ring is cast welded to the rotor bars, making an absolute and permanent union. This construction is exclusive to Canadian Crocker-Wheeler induction motors. Ask your electrical friend about it.

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ST. CATHARINES ONT.

MANUFACTURERS AND ELECTRICAL ENGINEERS

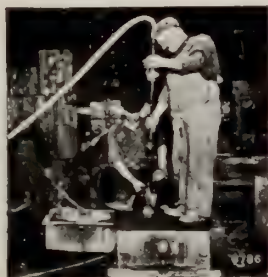
DISTRICT OFFICES:  
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ALSO ALL BRANCHES OF *Northern Electric Company* LIMITED  
Montreal Halifax Ottawa Toronto  
London Winnipeg Regina  
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## Little David Sand Rammers

These light high speed LITTLE DAVID SAND RAMMERS are big money savers in the foundry and will reduce the cost of ramming and peining moulds by 75 per cent. That hand ramming and peining has always been an expensive job is a well recognized fact and pneumatic rammers soon pay for themselves by the time they save.



They are also used for tamping moulds in the manufacture of concrete pipe, for building up electric furnace bottoms where a strong even tamp is necessary, back filling in trenches on sewer construction and for the ramming of concrete in forms on various construction jobs. Many other uses will suggest themselves to you.

Bulletin 8708C describing these tools in detail will be sent to you on request.

**Canadian Ingersoll-Rand Company  
Limited**

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Do you just ask your wholesaler for "Salt" or do you name the brand? There's only one way to get the best quality and that is to simply ask for it by name.

*Specify*

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## "CANADIAN" HAND POWER PUNCHES AND SHEARS

All Canadian hand power Punches and shears are made with "Armor Plate" frames.

This frame construction consists of a rolled steel plate having a tensile strength  $7\frac{1}{2}$  times that of cast iron. This strength permits of a machine much lighter and more compact than is possible with either cast iron or cast steel.

Let us know what your punching and shearing requirements are. We have an "Armor Plate" machine for the service. Remember our Armor Plate Line comprises power operated machines as well as hand power.

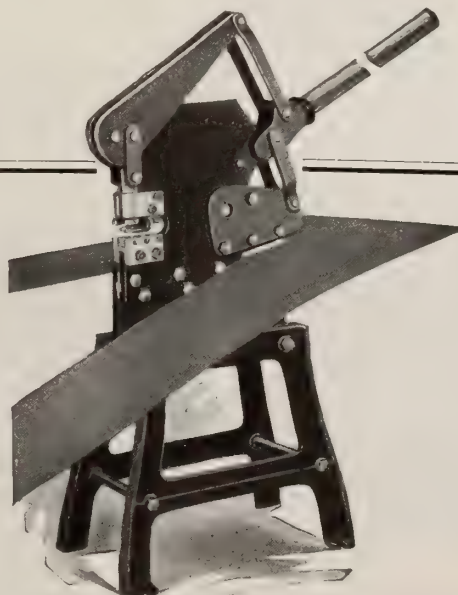
## CANADIAN BLOWER & FORGE CO., LTD.

KITCHENER, ONT.

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CALGARY  
WINNIPEG





### John Walter

**Founder and President of John Walter & Sons, Limited, of Kitchener, Ontario**

John Walter, founder and president of John Walter & Sons, Limited, Kitchener, Ontario, died on March 27th, following a brief illness. He came to Kitchener from the United States about eight years ago, establishing a factory there for the manufacture of wood fibre products. The company manufacture a line of art decorations the principal market for which is in England.

During the short time since the factory was established it has grown to large proportions, due to the keen business judgment of its founder. The late Mr. Walter will be greatly missed by members of the C.M.A., many of whom were personally acquainted with him.

### Charles E. Slater

**Founder and Ex-president of the Slater Shoe Company, Limited, Montreal**

The death of Charles E. Slater, for many years connected with the boot and shoe business of Montreal, occurred on April 14th. Mr. Slater, who was in his sixty-second year, was born in Montreal and started in business there with his father, the late George T. Slater in the George T. Slater Shoe Manufacturing Company. Soon after his father's death, Mr. Slater formed the Slater Shoe Company, Limited, of which he was president until about ten years ago, when he disposed of his interest and retired.

### William Cook

**Manager of Kingston Plant of Dominion Textile Company, Limited.**

On April 5th William Cook, manager of the Dominion Textile Company's mill at Kingston died after an illness of three months. The late manufacturer was born in Prince Edward County fifty-five years ago, the son of the late Daniel Cook who was a pioneer in the Canadian cotton industry and a former manager of the Dominion Textile Company. Entering the business with his father at

an early age he received a thorough training and ultimately became manager of the Kingston plant. He came to Kingston twenty years ago as manager of the spinning department of the mill, later becoming joint manager with George Wilson, and finally manager, in which position he showed conspicuous ability.

The late Mr. Cook took a great interest in public affairs and for many years was a member of the Kingston Board of Trade. He was president of that body in the year 1919. He was also active in sports and contributed in a large way to the success of local teams.

### Talmon H. Rieder

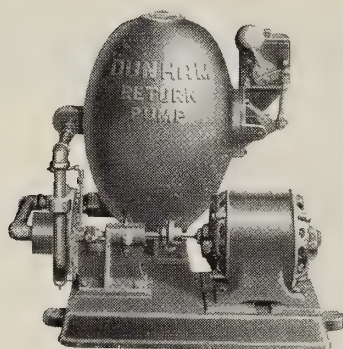
**President of Ames-Holden-McCready, Limited, and Ex-president Canadian Consolidated Rubber Company**

Talmon Henry Rieder, president of Ames-Holden-McCready, Limited, died at his home in Montreal on April 15th. Mr. Rieder was only 44 years old and in his comparatively short business career had risen to be one of the leading manufacturers of Canada. He was born in New Hamburg, Ontario, and was educated in the nearby city of Kitchener.

From 1892 to 1897 Mr. Rieder worked in his father's general store. He was then employed by the Kitchener Gas Company for two years. In 1900 he got his start in the rubber business as bookkeeper and director of the Kitchener Rubber Manufacturing Company. He organized and was managing director of the Merchants' Rubber Company, Limited, from 1903 to 1906.

In 1907 the Canadian Consolidated Rubber Company, Limited, absorbed these two latter firms and Mr. Rieder became vice-president and general manager. In 1917 he rose to the presidency and resigned two years later to accept the presidency of Ames-Holden-McCready, Limited, and subsidiary companies.

Dominion Linens, Limited, manufacturers of high grade linens and cottons at Guelph and Tillsonburg, Ontario, are arranging to install some additional machinery that will enable them to increase the output of some of their lines.



**The Dunham Return Pump  
Type RLP**

## Handling Condensate *With the* **Dunham Return Pump**

**T**HIS new Dunham Return Pump is designed to automatically pump condensate from heating systems or process work, back to boiler, heater, hot well or other storage. It is an automatic, electric driven, centrifugal pump, stopped and started from a float switch.

The waste of condensate from heating systems where returns are below the boiler waterline can be entirely eliminated by the use of the Dunham Return Pump. The condensation from the heating system is returned to the boiler as it accumulates, resulting in improved heating and a saving of fuel.

Dunham Return Pumps are absolutely automatic in action and operate without attention, day or night. There are none of the difficulties caused by low pressure steam pumps when fires are banked for the night.

Full particulars will be sent upon request.

**The DUNHAM**  
REG. TRADE-MARK  
**HEATING SERVICE**

*(Made in Canada)*

**C. A. DUNHAM CO., Limited, Toronto, Ont.**

HALIFAX VANCOUVER WINNIPEG OTTAWA MONTREAL CALGARY  
LONDON—18 St. Thomas St. S E I



## New Glasgow and its Environs

Pictou County is rich in natural resources and centre of great steel industry.

By A. T. MacKay, B.A., U.B.

**N**O section of Nova Scotia and the Eastern Provinces has made such marvelous industrial progress as the district of which the towns of New Glasgow, Stellarton, Westville, and Trenton are the civic centres. Its large deposits of coal and other minerals, and the location of one of the largest steel plants in America with its subsidiary industries, make it loom large in the industrial development of the province and have given it more than a national importance.

During the past forty years, the industrial development and expansion of New Glasgow and district has been as great as that of any section of the Dominion and the future,—the almost immediate future,—holds forth greater possibilities.

Pictou County has, for almost a century, been a large producer of coal, but in the light of recent discoveries, it would seem as if all the precious coal mining in this district has been more in the nature of proving the extent of our coal resources than otherwise. Only recently has it been ascertained that thirteen extensive and valuable seams underlie those being at present mined. This is a sufficient guarantee that Pictou County will continue for hundreds of years to be a large and active producer of coal and that of the finest quality.

### Rich Shale Deposits

That rich shale deposits exist in Pictou County has been a matter of common knowledge for years, but it is only during the past twelve months that a real live interest has been taken in these. The great Anglo-Persian Oil Company have secured an interest in these fields and a staff of their engineers have gone over the ground thoroughly and reported, with a result that an amount of \$5,000,000 has been made immediately available for the present development of the area and it is anticipated that preliminary work will go ahead this spring.

The high value and almost unlimited extent of these shale deposits have been fully proved. It can hardly be doubted that the average middle-aged man will see the virtual exhaustion of the world's supply of oil from wells and the consequent resort to the use,

development and extension of the oil shale industry, until the demand for oil will be supplied almost solely from the treatment of oil shale. It has been repeatedly asked in Pictou County why a process of extraction which has been so successful in Scotland for more than a century is not immediately adaptable here. The chief reason, although of course, there are others of some importance, is that in Scotland the primary product sought is not oil, but ammonium sulphate, and the retorts are so constructed and operated as to obtain the maximum amount of this product from the nitrogen in the shale. The primary object here is oil. The Scotch type of retort is not immediately applicable and inventors are now at work experimenting to produce a retort suitable to the requirements of the shale as located in these parts.

### Oil Possibilities

The establishment of the oil industry in Pictou County this year is certain to prove of Dominion-wide importance while adding another great field of industry for the inhabitants of Pictou County.

The industries of Pictou County have, during the past few years, felt so keenly the competition of Ontario industries which are supplied with cheap hydro-electric energy, that for their own protection as well as to promote industrial expansion, they have deemed it imperative that Pictou County should be supplied with cheap power.

The attainment of this essential cheap power is on the immediate point of being realized by the action of the municipalities of this county arranging with the provincial government to undertake a hydro-electric development at Sheet Harbour. When this is completed, it will furnish our industries with power at 1½ cents per K.W.H. This rate compares favorably with the cheapest obtainable elsewhere and coupled with an abundant supply of cheap coal in the immediate vicinity; with the invaluable asset of convenient transportation facilities; of a large supply of industrious, peaceful and highly skilled labor, particularly in the steel trades, these make Pictou County an ideal location

for a number of varied industries, especially those looking to export trade for their market.

In consonance with the world-wide conditions, the steel industry at Trenton has been practically held up for the past year, but indications in the United States and abroad, tend to show a revival in the course of the present year. The car industry has also been held up.

At the Trenton yards, several of the smaller steel vessels have been turned out for the Canadian Government Mercantile Marine during the past few years but, with ship-building throughout the continent in a general state of inactivity, little work is now being done. These yards, however, are completely equipped with every modern appliance for the construction of steel vessels up to about 5000 tons.

### Other Natural Resources

The County also has large deposits of limestone, and an abundance of fire clay, for the manufacture of brick, pottery, and terra cotta products. It has quantities of silica sands suitable for the production of glass of all kinds. Moulding sand of the finest quality is plentiful along the East River and its tributaries. Deposits of salt, copper, antimony, silver and gold, abound in the adjoining counties.

The country round about still has large tracts of pine, spruce and hardwood forests, the timber of which is suitable for the manufacture of a great variety of wood products. As it is, nearly one half million dollars worth of logs are cut annually. The county has well tilled farms. No district in the province is better suited for dairying or sheep raising. The hillsides furnish an excellent pasture land, yielding a rich herbage, upon which cattle and sheep thrive to great advantage.

The Strait of Northumberland, among the finest fishing fields of Eastern Canada, are less than ten miles distant. The Strait shore has clams and oysters, of the finest quality, which with cod, mackerel and other deep sea fish, find not only a ready market in towns of Northern Nova Scotia, but are also shipped to Western Canada, and exported to other countries in increasing quantities.

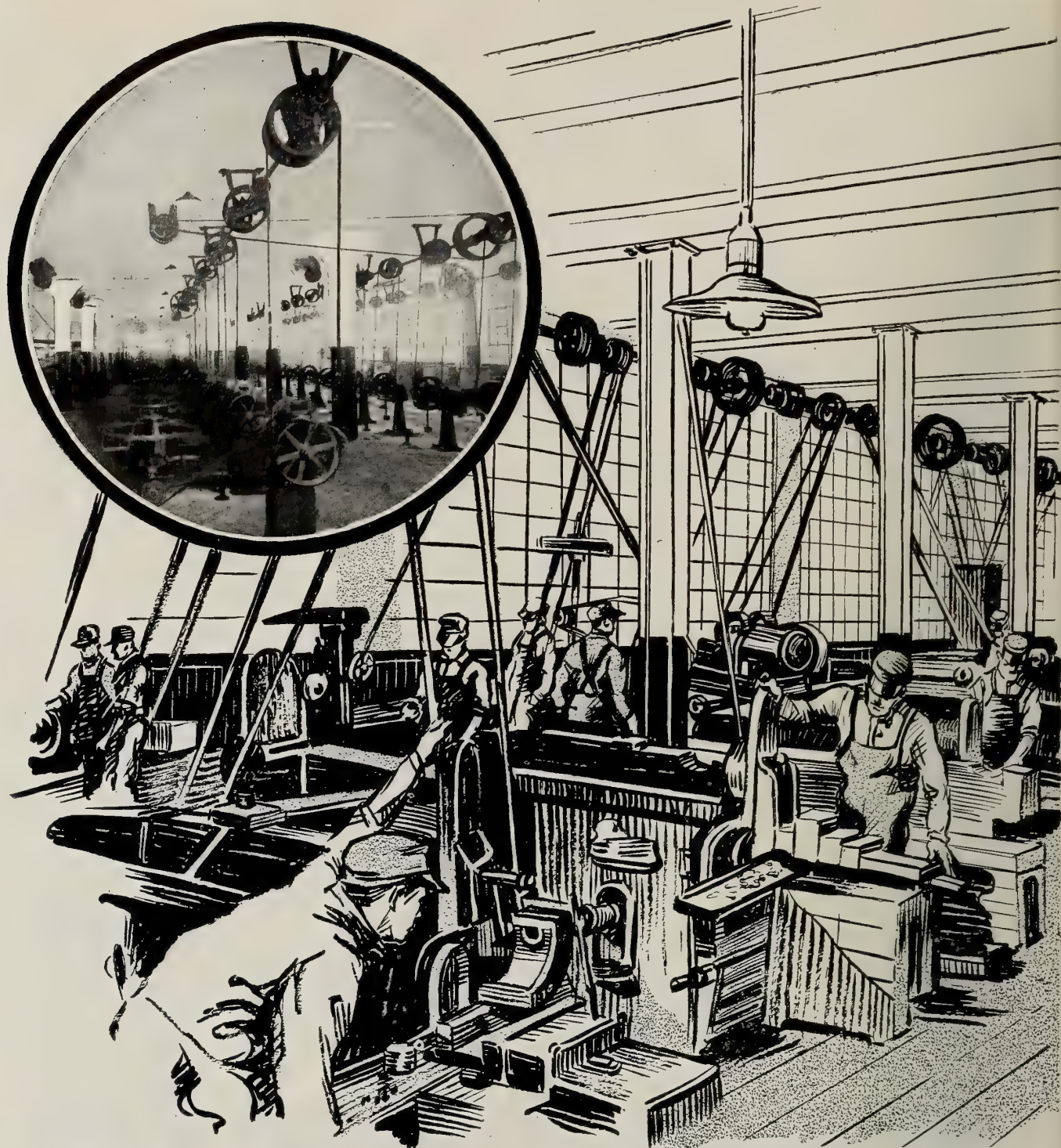
The settlement of Pictou County began in 1767, when a little brig, named the "Hope," sailed into Pictou Harbor from Philadelphia and landed six families, four of whom remained permanently and these laid the foundations of the settlement. The first settlers to arrive direct from Scotland landed from the "Hector" in 1773 and the 150th anniversary of this event will be celebrated next year.



An Important New Glasgow Industry

Plant of the Eastern Car Co., subsidiary of the Nova Scotia Steel & Coal Co., Ltd.



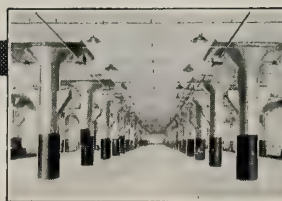


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## The Pulse of Business in Canada

**B**USINESS conditions throughout Canada show little change as yet as far as can be judged from the published statistics.

The general opinion at the beginning of the year was that 1922 would see a gradual revival but no sudden boom was expected and this prophecy appears to have been justified. There have been a number of business failures, the total for the last three weeks of March and the first week of April reaching 243, as compared with 131 for the same period of last year. Wholesale prices continued to decline during February and March. Pulp and paper exports during February amounted to \$8,049,208, as compared with \$8,668,815 in February, 1921.

The trade returns for March show a decline in both imports and exports as compared with last year, total trade amounting to \$140,184,872. There was considerable activity in building during February and March. Railroad earnings for March are about the same as last year.

The production of iron and steel is increasing slightly. Bank clearings still show a decrease and savings deposits are shown in the February bank statement as lower. The detailed information about business conditions will be found in the tables on page 112.

### Wholesale Prices

#### Index Numbers Show Declining Prices during February and March

The index number of wholesale prices constructed by Prof. H. Mitchell, of McMaster University, stood at 157.1 at the end of March, showing a decline of 1.3 per cent. from the previous total of 159.1 at the end of February. This compares with 190.1 for March, 1921, 287.6 for March, 1920, and 117.9 for the same month in 1914.

Among the 20 foodstuffs listed, butter, oatmeal and beans advanced, while potatoes and eggs fell in price.

Among the 20 manufactured goods, rubber, cotton, galvanized sheets, lead, copper and tin fell, while silver advanced.

The Canadian Bank of Commerce index number of wholesale prices for exports fell from 150.43 on February 15th to 148.27 on March 15th. The import number also fell during the same period from 145.63 to 144.93 and the combined number for imports and exports from 148.04 to 146.60.

### Iron and Steel

#### February Production of Pig Iron Slightly Higher and Steel Ingots also Show Increase

A slight increase in the production of pig iron in Canada was noticed during February as compared with the output during the preceding month. A total of 33,572 long tons was made comprising 25,400 tons basic iron and 8,172 tons of foundry iron. Of the basic iron produced all but 51 tons was made for the further use of the firms reporting, but most of the foundry iron was made for sale, only 31 tons being retained for the use of the producing firms. In January a total of 9,047 tons of foundry iron was made for sale so that there was a slight decline in the production of this commodity during the month under review. Ferro-alloys produced rose from 604 tons in January to 1,232 tons in the current month, the whole output as usual consisting of ferro-silicon of various grades.

### Steel Ingots and Casting

The output of steel ingots and castings in Canada was 9,000 tons higher in February than in the preceding month, the total output amounting to 42,388 long tons, comprising 40,939 tons of ingots and 1,449 tons of direct steel castings. Almost the whole of the production of steel ingots was produced by the basic open-hearth process, there being only 4 tons of bessemer steel ingots produced during the month. Practically the entire production was made for further use by the producing firms. Of the direct steel castings made, 1,337 tons was made for sale, and 112 tons was used in further steel work by the makers.

A total of 545 tons of basic open-hearth steel castings was made, most of which was sold, only 73 tons being used by the pro-

## Good Lubrication Demands Efficient Oil Storage

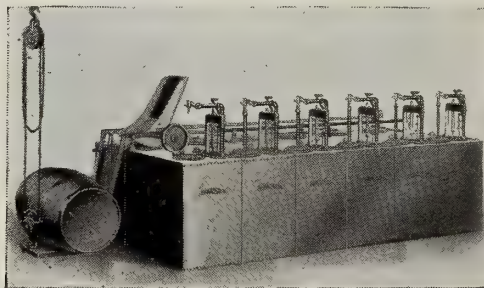
No matter how good the oil you buy, you cannot have correct lubrication unless it is stored and handled properly. Gritty oil means added friction on machinery parts, with a resultant rapid depreciation.

Bowser oil batteries will show you the way to efficient, economical and safe storage

and handling of your oils. The leak-proof Tanks keep out all grit and dirt. The Piston-

Type Measuring Pumps deliver the oil quickly and accurately. Bowser takes a minimum of floor space and centralizes your oil storage.

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ESTABLISHED 1885  
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# "MEAD-MORRISON"

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## GRAB BUCKETS

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for all purposes



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Vancouver, B.C.

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LIMITED  
CANADA CEMENT BUILDING  
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ducers. Bessemer castings amounted to 132 tons,, practically all of which was made for direct sale. Electric steel castings produced during the month totalled 772 tons, as compared with 856 tons in January, as in the preceeding month practically the whole quantity was produced for direct sale.

### MARCH BANK CLEARINGS

Eastern			
	Month of March	Increase over '21	Inc. P.C.
Toronto .....	\$437,214,667	\$33,539,359	8.3
Montreal .....	449,755,812	x5,406,800	1.1
Ottawa .....	27,762,194	x4,069,372	12.7
Hamilton .....	22,104,727	x2,647,727	10.6
Quebec .....	21,567,799	x4,545,977	17.4
Windsor .....	12,717,821	882,608	7.4
Halifax .....	12,428,807	x2,113,327	14.5
London .....	11,765,399	x1,904,968	13.9
St. John .....	11,222,011	x591,269	5.00
Moncton .....	4,783,799	x750,618	13.5
Kitchener .....	4,229,128	294,027	7.4
Brantford .....	4,109,500	x1,228,934	23.02
Sherbrooke .....	3,373,549	x1,439,912	29.9
Peterboro .....	3,122,912	x876,856	21.9
Total .....	\$1,026,158,125	\$9,140,229	.08
Kingston .....	2,706,444		

Western			
	Month of March	Increase over '21	Inc. P.C.
Winnipeg .....	\$176,939,958	\$ 7,998,790	4.7
Vancouver .....	55,813,641	x1,624,129	2.8
Calgary .....	21,687,121	x6,118,781	22.00
Edmonton .....	17,412,481	x2,343,770	11.3
Regina .....	12,887,064	x2,392,103	15.6
Victoria .....	8,509,693	x1,276,206	13.04
Saskatoon .....	6,471,287	x1,489,666	18.7
Moose Jaw .....	4,661,234	x1,005,465	17.7
Fort William .....	2,876,580	x829,731	22.3
Lethbridge .....	2,522,366	x12,434	.49
Brandon .....	2,386,575	x430,247	15.2
New Westminster .....	2,033,219	x495,975	19.6
Medicine Hat .....	1,467,179	x369,740	20.1
Prince Albert .....	1,374,586	x214,102	13.4
Total .....	\$ 317,042,984	x\$10,603,559	3.2
Easter total .....	1,026,158,125	9,140,229	.08
Grand total .....	\$1,343,201,109	x\$ 1,463,330	.10
xDecrease .....			

### BUSINESS FAILURES

Week Ended	1922	1921
March 16 .....	50	30
March 23 .....	70	32
March 30 .....	69	33
April 6 .....	54	36
Total .....	243	131

### FEBRUARY BUILDING PERMITS

	1922	1921
Nova Scotia .....	\$ 31,585	\$ 112,230
New Brunswick .....	21,950	4,650
Quebec .....	393,790	1,089,255
Ontario .....	1,610,699	1,304,588
Manitoba .....	92,600	57,395
Saskatchewan .....	22,975	58,000
Alberta .....	107,760	85,165
British Columbia .....	651,676	544,602
Total, 56 cities .....	\$2,933,035	\$3,255,885

### FEBRUARY BANK STATEMENT

	Feb., 1922	Jan., 1922	Feb., 1921
Reserve fund .....	\$126,425,000	\$126,425,000	\$133,558,807
Note circulation .....	164,490,301	162,645,115	207,417,917
Demand deposits .....	488,079,074	487,153,169	561,578,474
Notice deposits .....	1,231,349,001	1,233,208,401	1,318,855,482
Deposits outside Canada .....	267,435,578	254,777,696	305,778,387
Current coin .....	77,659,893	77,650,371	81,648,153
Dominion notes .....	183,106,706	192,587,600	185,009,848
Deposit C.G.R. .....	48,902,533	47,652,533	88,402,533
Call loans, Canada .....	100,379,637	102,630,461	112,680,497
Call loans, outside .....	172,530,600	157,913,228	190,413,527
Current loans, Canada .....	1,143,538,489	1,138,151,455	1,266,235,381
Current loans, outside .....	155,706,861	148,733,747	163,044,476
Total liabilities .....	2,370,542,898	2,351,594,675	2,627,016,447
Total assets .....	2,645,614,035	2,626,110,129	2,912,047,332

### MARCH RAILROAD EARNINGS

	1922	1921
Canadian Pacific Railway .....	\$13,589,000	\$14,460,00
Canadian National Railways .....	9,956,693	9,809,788
Grand Trunk Railway .....	8,420,021	7,916,196
Total .....	\$31,965,714	\$32,191,984

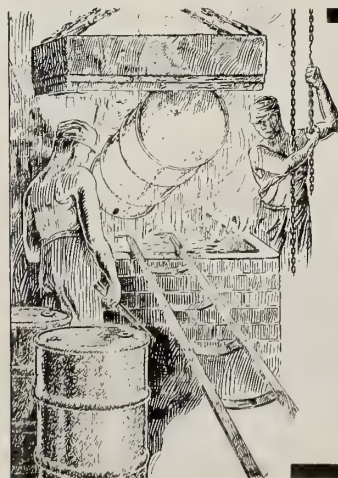
### TRADE RETURNS

#### Imports Entered For Home Consumption

	Month of March 1921		1922	
	Free	Dutiable	Free	Dutiable
Agricultural and vegetable products, mainly foods .....	\$2,280,727	\$14,155,956	\$3,116,379	\$7,523,083
Agricultural and vegetable products, other than foods .....	2,197,321	10,305,586	2,381,170	3,196,921
Animal and animal products .....	1,047,335	3,553,305	1,886,391	25,314,725
Fibres, textiles and textile products .....	2,444,383	10,197,351	5,170,917	13,534,045
Chemicals and chemical products .....	776,041	1,490,439	1,246,172	16,342,153
Iron and steel, and manufactures thereof .....	1,885,519	13,625,618	976,115	11,294,254
Ores, metals and metal manufactures, other than iron and steel .....	1,079,094	2,866,793	1,113,056	2,222,348
Non-metallic minerals, and products .....	6,629,393	9,156,862	7,075,462	5,664,018
Wood, wood products, paper and manufactures .....	1,579,983	2,332,248	1,370,237	2,245,419
Miscellaneous .....	2,462,495	2,520,380	1,731,573	2,559,544
Total .....	\$22,382,291	\$70,184,438	\$26,067,472	\$53,269,906
Duty collected .....		\$13,867,102		\$14,291,507

#### Exports

	Month of March 1921		1922	
	Domestic	Foreign	Domestic	Foreign
Agricultural and vegetable products, mainly foods .....	\$25,812,390	\$ 155,706	\$19,726,860	\$ 66,544
Agricultural and vegetable products, other than foods .....	1,327,851	43,018	1,491,607	251,713
Animals and animal products .....	7,922,449	99,423	9,333,558	111,715
Fibres, textiles and textile products .....	696,060	154,877	447,286	86,908
Chemicals and chemical products .....	1,682,696	131,993	1,174,729	46,473
Iron and steel, and manufactures thereof .....	4,021,568	279,251	3,565,912	352,239
Ores, metals and metal manufactures, other than iron and steel .....	2,839,717	69,249	3,090,044	67,331
Non-metallic minerals, and products .....	2,543,520	27,608	2,007,028	98,461
Wood, wood products, paper and manufactures .....	19,813,456	40,229	17,531,802	35,393
Miscellaneous .....	1,432,721	374,093	1,170,487	191,404
Total .....	\$68,092,428	\$1,365,447	\$59,539,313	\$1,308,181



## Beath Steel Barrels

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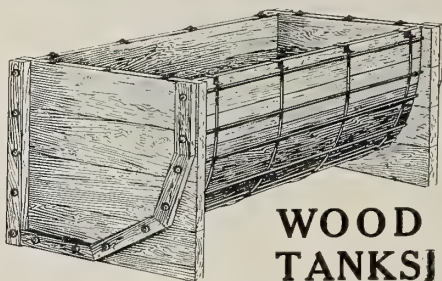


**CONSTRUCTION CONTEMPLATED DURING MARCH**  
(MacLean Building Reports, Limited)

	No. of Projects	Value
Ontario .....	887	\$7,553,800
Quebec .....	379	4,154,600
British Columbia .....	129	700,200
Manitoba .....	34	439,400
Alberta .....	32	333,200
New Brunswick .....	7	130,000
Saskatchewan .....	16	73,700
Nova Scotia .....	7	57,100
Prince Edward Island .....	2	23,000
Total for Canada .....	1493	\$13,465,000

Some negotiations have been in progress for the sale of the Electric Steel and Metals Company, Limited, but have not progressed further than the granting of an option. A report was recently published in a Toronto newspaper, stating that the plant had been sold to an American organization. This report, the company state, is erroneous.

ONTARIO WIND ENGINE & PUMP CO. LIMITED  
**Toronto**



Toronto Dye Tanks are widely used in the Dye and Color Trade. We supply in Gulf Red Cypress or B. C. Fir, as specified.

All Tank Stocks are air dried, perfectly seasoned material.

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Montreal      Winnipeg      Regina      Calgary

**PULP AND PAPER EXPORTS**

Paper	Feb., 1922	Feb., 1921
Newsprint .....	\$5,040,244	\$6,256,050
Book paper .....	9,850	89,220
Other paper .....	551,626	694,569
Totals .....	\$5,601,720	\$7,039,839
<b>Pulp</b>	<b>Feb., 1922</b>	<b>Feb., 1921</b>
Sulphate (kraft) .....	\$ 690,757	\$ 471,722
Sulphate (bleached) .....	756,457	431,750
Suphite (unbleached) .....	594,625	481,455
Mechanical .....	405,649	244,049
Totals .....	\$2,447,488	\$1,628,976
Grand totals .....	\$8,049,208	\$8,668,815

**The Furniture Industry**

**Dominion Bureau of Statistics Issues Advance Report on Operations During 1920**

An advance report on operations of the Canadian furniture industry during the calendar year of 1920 has been issued by the Dominion Bureau of Statistics. Both manufacturing and upholstering and repairing plants are dealt with, the total number being 320 as compared with 270 in the previous year. The production values of the industry, which is one of the forty leading industries of Canada, has reached \$33,606,637, a gain of more than 8 millions on the 1919 total of \$25,166,305. Below are given the principal figures of the report:—

**FURNITURE MANUFACTURING**

Number of establishments .....	167
Capital invested .....	\$29,436,010
Number of employees .....	9,681
Salaries and wages .....	\$10,236,576
Cost of materials .....	\$12,694,745
Value of fuel .....	\$ 527,334
Miscellaneous expenses .....	\$ 3,665,068
Value of products .....	\$31,773,289

**UPHOLSTERING AND REPAIRING**

Number of establishments .....	153
Capital invested .....	\$ 1,745,209
Number of employees .....	582
Salaries and wages .....	\$ 696,888
Cost of materials .....	\$ 511,838
Value of fuel .....	\$ 12,470
Miscellaneous expenses .....	\$ 187,421
Value of products .....	\$ 1,833,348

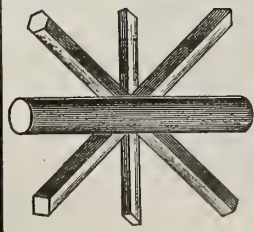
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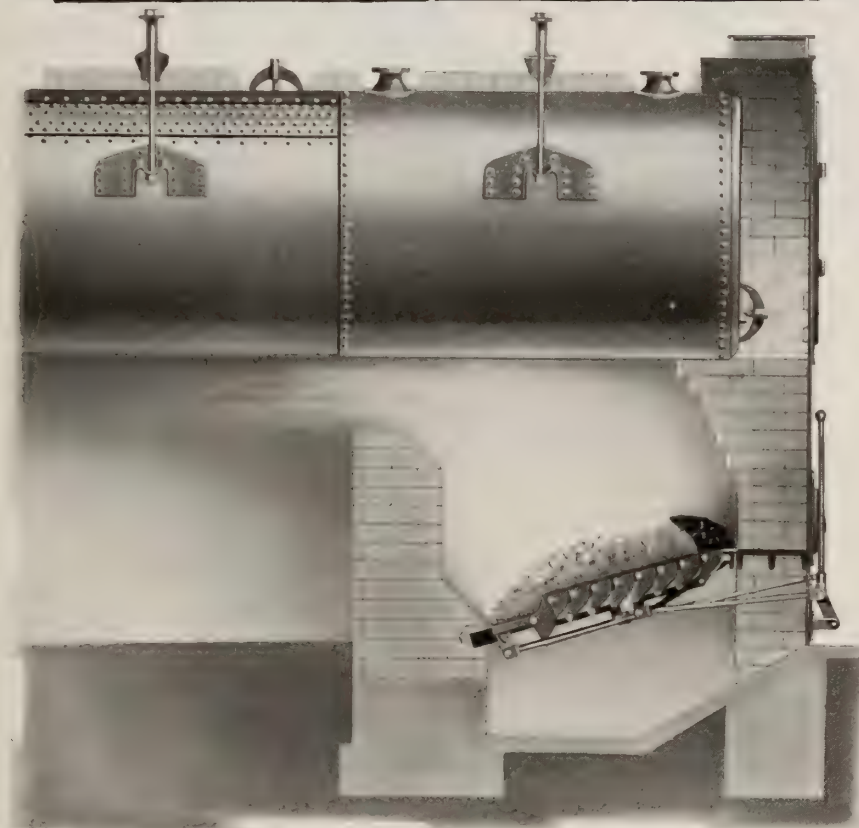
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The Files Stoker is not only applicable to all types and sizes of boilers, but extends its line of usefulness to all equipment burning coal for fuel, including furnaces, stills, ovens, etc. In each instance the high degree of combustion efficiency, that it maintains, is a source of great saving and profit to all who have installed it and invariably found it the most reasonable investment and the most effective equipment of its kind.

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# OFFICE AND FINANCE

## Collecting Marine Insurance Losses

By Basil C. Walker

(Concluded from April Issue)

**I**T having been established that a given shipment or interest, as it is usually referred to in the language of insurance, has been insured, the next logical thing to seek for is some evidence that a loss has occurred. This evidence or proof of loss may take any one of several forms.

The most common form is a survey report, issued by some recognized surveyor or insurance agent at the destination. Most companies specify that in the event of loss or damage their agents at the point where the loss arises shall be notified, and whenever this can be done, care should be taken to notify this agent and to secure his report on the cause and extent of the damage.

Some assureds seem to think that this may not be in their own interest, apparently on the theory that the agent will be more interested in protecting the interests of the company than in giving a fair report. With respectable companies this is really a silly objection, for such companies are not in the habit of appointing as their agents any persons other than those of the very highest standing, who may be relied upon to give all parties a square deal. What is of far more practical importance is that, if there arises any question as to the liability of the underwriters for the loss or as to the extent of the loss, a report of their own agent is far more difficult for them to set aside than would be the report of an outside agent.

However, while it is always desirable to have the damage surveyed by or certified to by the underwriters' agent, this is not always possible, besides which the consignee is often not informed of the name of the underwriters' agent in his locality. In cases of this kind it is customary to have the survey made by some other surveyor of recognized standing, such as a correspondent of the National Board of Marine Underwriters in the case of American companies or by Lloyds' agent in the case of English companies. The distinction as to the nationality of the insurance companies is not of great importance and is made merely to draw attention to the fact that naturally American underwriters prefer an agent accredited by their own association, while the English have a similar preference for their men. As a matter of fact and general practice the insurance company will usually accept a report from any one of these agents provided there is no reason to suspect any sharp practice or fraud and that the report seems reasonable and fair.

### Losses that Cannot be Substantiated

There are, however, certain losses, such as deck cargo being washed overboard at sea, which cannot by their very nature be substantiated by a survey report, as it is impossible for the surveyor to have any direct knowledge of the accident. In these cases a master's protest, setting forth full particulars of the goods lost and the circumstances under which the loss occurred should be submitted as a proof of loss. The master's protest may also at times be required to supplement the survey report. His need is especially likely to arise where the surveyor reports a very large loss as being due to seawater, but fails to state how the seawater came into contact with the damaged cargo. In this case the master's protest may be useful in establishing this latter point. One thing should be noted in connection with these protests and that is, that the assured should not put too much reliance on the ordinary form of short note of protest sworn to before a consular agent or officer and which merely specifies in its printed form that the ship encountered rough weather and heavy seas. It is evident that this statement would be true of almost any ocean voyage, even though nothing was damaged. It is therefore necessary that the loss or damage being claimed for be clearly shown to arise as a result of the weather and heavy seas

mentioned. These notes of protest rarely cover this point and are consequently almost valueless as proofs of loss.

A loss may also be proved by a certificate issued by the customs authorities at the port of landing. This is a very common form of proof submitted in connection with theft losses and provided it is sufficiently complete, will be generally accepted. Of a like nature are the certificates issued by foreign postal authorities in cases of non-delivery or pilferage from or damage to parcel post shipments.

Still another form of proof of loss that may be acceptable is a certificate signed by leading merchants of the town of destination, or by some local officer such as a notary or a justice of the peace. Underwriters will usually look on such documents with a considerable degree of skepticism and will as a rule only accept them in cases where the town is so small or so remote that it is practically impossible to obtain a more formal proof.

### Points that Must be Covered

The proof of loss, no matter which of the foregoing forms it takes, must cover the following points:

- (a) The extent of the damage.
- (b) The cause of the damage. This must be set forth specifically, such as "Damaged by contact with seawater." The mere statement that the goods were found to have been damp or in contact with water is not sufficient.
- (c) In cases of theft a clear statement of the shortages, and if possible an expression of opinion as to where the theft occurred.
- (d) In cases of Particular Average (Partial Damage), the market value of the goods, duty paid, had they arrived in sound condition. Their damaged value and/or the extent of the depreciation must also be given.
- (e) Where the damaged goods have been sold at public or private sale, the account sales, certified by the surveyor, should also be submitted.
- (f) The date of the arrival of the merchandise and the dates on which the survey was requested and held should be given. Where there has been a delay of any length between these dates, an explanation of the delay should be furnished, as in many cases where goods are not surveyed until long after they have been landed a strong presumption arises that the damage occurred after landing, or if damaged previous to landing, that the extent of the depreciation has increased during the delay. The importance of this point will be appreciated when it is understood that the protection of the policy (in its usual form) does not cover any damage arising after a certain time subsequent to landing or after arrival of goods at a designated warehouse, nor does it usually cover the risk of damage arising while the goods are not in due course of transit on the voyage insured. Such delays are not considered as being in the due course of transit and no liability will attach under the policy for any loss or damage arising during their continuance.

The steamship bill of lading is an essential document to collect a claim. Its original purpose was to show that the goods were actually shipped on the steamer named. Besides this it often gives very valuable information regarding the shipment itself. If the cargo has been shipped on deck the bill of lading will bear a notation to this effect. If any of the cases or packages have been short-shipped this will also be shown on the bill of lading. The steamship company will also specify on the bill of lading any irregularities they may notice in connection with the cargo, such as damaged



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WEST INDIES, BRITISH GUIANA and WEST AFRICA—The  
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packages, insufficient packing, broken parts or containers, damaged goods (such as iron or steel shipped in a rusty condition). It is obvious that any notation of this kind may be of great importance, as it may show that, although the goods were indeed landed in a damaged condition, that they were shipped in a similar condition and that in consequence they suffered no depreciation while covered by the insurance policy. This would of course be a clear case of non-liability of the underwriter.

The bill of lading also serves another important purpose in the event of a total loss. In this case, upon payment of the loss, the underwriter is subrogated to all the rights of the assured and takes title to the merchandise, or what may be left of it. The bill of lading is the document by which title is transferred and therefore all signed copies of the bill of lading should be delivered to him.

It is to be noted that, while the underwriters have a technical right to insist on the original bill of lading, they will, especially if the loss be small, often waive this and accept a memorandum copy. In the case of import shipments coming into the United States it is often very difficult to obtain an original copy of the bill of lading for the underwriters. In such cases a certificate can be obtained from the Custom House stating that an original signed bill of lading has been deposited there and this certificate will usually be accepted in lieu of the bill of lading.

There is very little to be said about the commercial invoice. This document is essential to the proper adjustment of almost any particular average claim. Like the bill of lading it often bears notations on its face which give valuable information in connection with the claim, such as the possibility of the shipment having been insured abroad or having been insured on a previous policy which is liable for the loss claimed for. Although it may appear to play a very minor role in the proving of the claim and the collection thereof, it is none the less of vital importance that the invoice be submitted with the original papers in support of any claim.

The account sales is usually sent forward by the surveyor in the foreign port, certified to as accurate and attached to and forming part of his report. Its principal purpose is to establish clearly the actual depreciation of the goods, with as great a degree of accuracy as may be possible. Very often, in lieu of the public sale which brings this document into existence, the surveyor gives an estimate of the extent of the damage and, if this estimate is regarded by the consignee as fair, the surveyor simply embodies this in his report, thus obviating the expenses and trouble incidental to determining the actual value of the goods by sale in the open market.

The chief object of this article has been to outline in a clear, practical statement just what documents should be filed with a marine insurance company in support of a claim, in order to obtain for that claim reasonably prompt consideration. The few words of explanation in connection with the various papers have been given on the theory that men will be both better able and more willing to co-operate when they understand the "why" as well as the "how" of the procedure of proving a loss. No attempt has been made to give more than the barest outline of the procedure of filing claims, and all discussion of the many intricate questions that may arise in the course of the adjustment of a loss has been purposely avoided.

It would be well for assureds, to bear in mind that the law, as well as common sense, puts on them the burden of proof in establishing a claim, and not on the underwriters. With this point of view before them assureds will find the handling of their claims on marine insurance companies made more satisfactory in every way by acting on the suggestions here given.

## New Bond Issue

Canadian Paperboard Company, Limited, Montreal, Financing New Plant Improvements

An offering is being made of \$800,000, seven per cent. 15-year first mortgage sinking fund bonds of the Canadian Paperboard Company, Limited, of Montreal, Frankford, Ontario, and Campbellford, Ontario. The money is being raised to complete the company's power developments at their three plants, to build storage warehouses at Frankford and Campbellford, to install a sprinkler system at the Frankford plant and to improve plant equipment.

The bonds will be dated April 1, 1922 and mature April 1, 1937. They are being issued in denominations of \$100, \$500 and \$1,000 at a price of 95.50.

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Reserve Fund \$15,000,000



### Decline in Profits

#### Steel Company of Canada, Limited, Show Effect of Difficult Year's Operations

Due to the difficulties under which the steel industry operated during the past year a large decline in profits is shown by the annual statement of the Steel Company of Canada, Limited. Profits for the year amounted to \$1,778,661, to which is added a sum of \$374,704 from interest and income from securities and investments, the total of \$2,153,366 comparing with 3,924,041 for 1920.

After making deductions for sinking fund, interest and depreciation, it was necessary to draw on the surplus to the extent of \$442,448, to pay the dividends in full. The balance at profit and loss now stands at \$8,298,516.

The consolidated balance sheet shows that the company closed the year in an extremely strong position. Current assets, including other securities, show a reduction from the past year from \$15,496,018 to \$11,707,614, but there is a more than corresponding reduction in current liabilities from \$4,825,094 to \$1,158,162. Inventories of raw materials and finished products are practically unchanged at \$4,874,666, as compared with \$4,804,496. Accounts receivable show a large reduction from \$5,389,398 to \$2,370,853. The company's cash position has been substantially improved, cash on hand and in banks amounting to \$1,006,754, as compared with \$669,434. Securities set aside for special purposes are valued at \$1,062,244, as against \$1,088,929. Reserves for various purposes amount to \$10,818,542, as against \$9,880,008. To this must be added the balance to the credit of profit and loss, which, as pointed out above, amounts to \$8,298,516. Total assets are valued at \$46,737,164.

### Deficit Reported

#### Annual Statement of Dominion Cannery, Limited, Reflects Adverse Conditions

A heavy decline in earnings on the year's operations is shown by the annual statement of Dominion Cannery, Limited, and after all charges a deficit of \$182,551 is shown. Profits for the year, before deducting bond interest, are \$85,241, as compared with \$293,699 for the previous year. After paying bond interest of \$107,450 and 7 per cent preferred dividends of \$160,342, the undivided balance in profit and loss account is \$1,873,286.

### Brandram-Henderson, Limited

#### Earnings for Year Ended December 31st last Show Slight Improvement

Earnings of Brandram-Henderson, Limited, for the year ended December 31st show a slight improvement over 1920, net profits of \$147,742 comparing with \$120,835. With the balance of \$97,506, carried forward from the previous year, there was available for distribution a sum of \$1,045,249. Out of this dividends on preferred stock took \$35,000; dividends on common, \$58,945; bond interest, \$60,443; depreciation reserve, \$7,500; reserve for doubtful accounts, \$35,000 and a reserve for stocks of merchandise, \$20,000. The total at credit of profit and loss after these deductions is \$828,360.

The balance sheet shows a substantial surplus of current assets over current liabilities, the former having declined from \$1,516,887 for the year 1921 to \$1,204,993, and the latter having likewise declined from \$465,219 to \$223,818. The most conspicuous reduction in liabilities is noted in bank loans, which now stands at \$23,000, as compared with \$225,492.

### Pressed Metals, Limited

#### Annual Report Shows Net Profits of \$11,000 from Canadian Plant's Operations

The annual report of Pressed Metals, Limited, shows net profits of \$11,000 from their Canadian plant. This has been supplying bushings to the Canadian Ford Company and is now working on orders from the Ford and Studebaker Companies. New business has also been received from the Durant Motors. The president stated that February and March, 1922, were the best months in the company's history.



## A Message to Canadians

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This Bank affords world-wide financial service for those seeking to promote foreign trade. With an efficient and progressive British and Foreign Department here, and affiliations with strong banking institutions abroad, we are enabled to offer unusual facilities for the transaction of foreign business.

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## IMPERIAL BANK OF CANADA

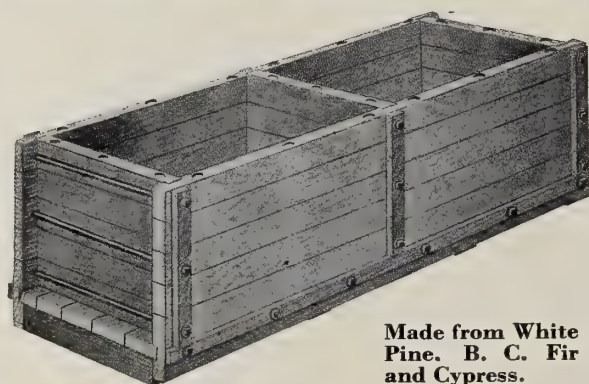
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### Profits Considerably Higher

#### Annual Report of Consolidated Mining & Smelting Company of Canada, Limited

The annual report of the Consolidated Mining & Smelting Company, of Canada, Limited, for the year 1921 shows earnings of \$338,447 available on the outstanding stock as against \$40,326 for 1920. The company's sales during the year amounted to \$7,516,865, as against \$7,227,611 in 1920. Other revenues brought the total income to \$10,561,834, which compares with \$10,887,205, a year ago. After deductions there was available for bond interest and dividends \$570,043, an increase from \$291,349 the previous year. After bond interest of \$231,596, the net earnings of \$338,447 were arrived at and this, added to previous surplus, brings that account to \$1,147,461.

The balance sheet shows total assets amounting to \$21,317,471, as compared with \$21,681,122 in the 1920 statement.

A net reduction of \$184,300 has been made in the loan account. Inventories have been reduced to \$1,312,350 from \$1,486,920. Bills receivable are \$238,784 as against \$356,316, cash \$101,134, as against \$66,720, and bills payable, \$1,424,356, as against \$1,777,463. Tax reserves are \$67,725 as against \$87,865.

### Reduction in Profits

#### Annual Report of Canadian General Electric Company, Limited, and Associated Companies

A reduction in profits for the year ended December 31st last is reported by the Canadian General Electric Company, Limited. For the year profits amounted to \$1,707,339, as compared with \$2,213,731 for the previous year. After depreciation and interest on borrowed capital, net profits amount to \$706,092, as against \$1,356,689. After dividends amounting to \$927,038 there is a deficit of \$220,946, which is made up from the undivided profits carried forward from the previous year, of \$778,672. The balance at credit of profit and loss stands at \$557,726.

The consolidated balance sheet shows that the company has maintained its position. Capital assets have been increased from \$14,752,057 to \$20,377,480. Patents, contracts and good-will are written down at \$1. Current assets are lower at \$14,237,353, as compared with \$16,081,604. Current accounts and bills payable are practically unchanged at \$8,380,321 against \$8,463,425. The company has strong reserves, the depreciation account standing at \$5,405,164 and the surplus at \$7,557,726.

### Earnings Have Shrunk

#### St. Maurice Paper Company's Annual Report Reflects Trying Conditions

Operating profits of the St. Maurice Paper Company, Limited, for 1921 were considerably lower than in the previous year, standing at \$1,046,679, as compared with \$2,976,636. After the deduction of \$339,951 for depreciation and provision for exhaustion of timber areas, net profits amounted to \$706,728. With the addition of the previous surplus a balance remained of \$1,953,179, out of which dividends of \$631,992 were paid. The sum of \$703,241 was deducted for reduction in value of wood on hand, leaving a surplus of \$617,946, reduced from \$1,246,451 a year ago.

The company's working capital position is also lowered, but is still strong. Current assets at \$3,653,925 are up from \$3,586,280, but current liabilities are also higher, standing at \$1,996,248, as against \$277,390. This leaves net working capital at \$1,657,677, as compared with \$3,308,890 a year ago. Total assets have risen to \$12,522,175 from \$11,769,195.

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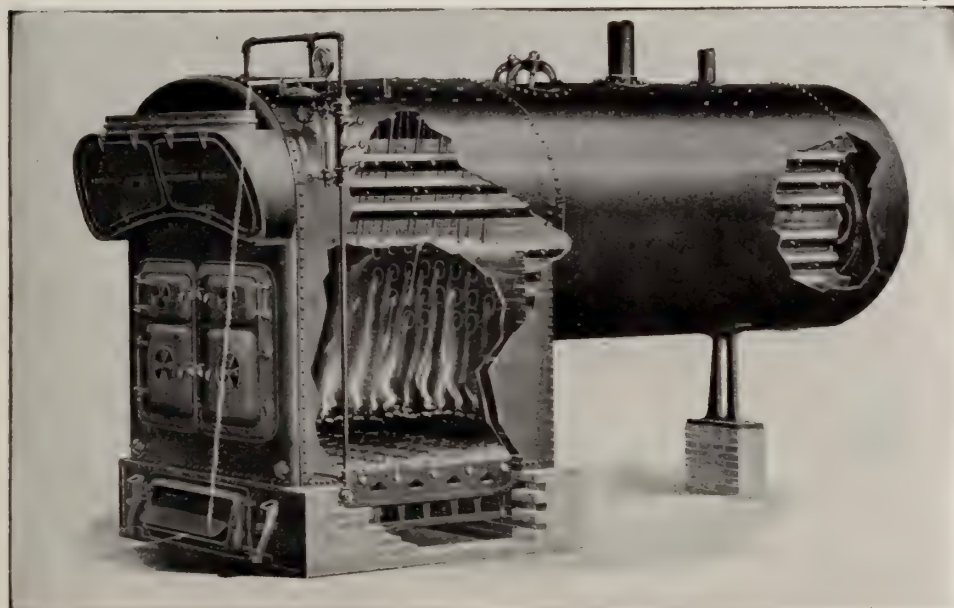
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### Canadian Westinghouse Company

#### Net Earnings for 1921 Show Slight Increase Over Previous Year

Earnings of the Canadian Westinghouse Company, Limited, for the year ended December 31st, amounted to \$1,501,379. A reserve of \$157,000 has been created for Dominion taxes and \$253,000 written off for depreciation, leaving net earnings of \$1,091,379, as compared with \$916,080 for 1920. Dividends amounting to \$741,790 leave a balance of \$349,589 to be carried forward, which, added to the balance of \$2,114,828 brought forward from 1920, makes a surplus of \$2,464,418, exclusive of all reserves.

In the balance sheet cash is shown as \$471,547 as compared with \$208,319 last year. Accounts and bills receivable at \$2,262,363 compare with \$2,530,863. Accounts payable are also lower, standing at \$558,514 as compared with \$1,313,170.

### John D. Palmer

#### President of Hartt Boot & Shoe Company, Fredericton, Chosen Provincial Conservative Leader

John D. Palmer, president of the Hartt Boot & Shoe Company, Limited, Fredericton, New Brunswick, was chosen leader of the provincial Conservative party at a large convention held in Fredericton on March 24th. Mr. Palmer is one of New Brunswick's leading business men and is well known outside the province, having held the presidency of the Canadian Shoe Manufacturers' Association. He is not at present a member of the legislature.

### Coal Statistics

#### Canadian Output During 1921 was Twelve Per Cent. Lower than in Previous Year

The output of coal from Canadian mines during the twelve months ended December 31st, 1921, amounted to 15 million short tons valued at \$74,273,000, or \$4.97 a ton. This quantity was 88% of the amount mined during the preceding year, when the total output was 16.9 million tons. In 1919 a total of 13.9 million tons was raised, so that although the output in 1921 was 12% lower than

in the preceding year, it was more than a million tons in excess of the 1919 production. The highest monthly output recorded was for November when more than 1.5 million tons was mined; the lowest was in April for which month the total was 941,000 tons.

Alberta held the premier position among the coal producing provinces with an output of 5.8 million tons. Nova Scotia followed closely with 5.7 million tons. The output of coal from the mines of British Columbia amounted to 2.8 million tons, while Saskatchewan mined 332,000 tons and New Brunswick 180,000.

### Birthday is Celebrated

#### Charles Gurd, Founder and President of Charles Gurd & Company Honoured by Employees

The eighty-first birthday of Charles Gurd, president of Charles Gurd & Company, Limited, Montreal, was celebrated by his employees on April 1st by a banquet on the factory premises, Bleury St., and the presentation to their president of a portrait of himself, the work of G. Horne Russell, R.C.A. Photographic copies of the portrait were presented to each of the employees present.

Though born in Ireland, Mr. Gurd has spent most of his long life in Canada. He established the firm of which he is president in 1868. He is a member of the C. M. A. and the Montreal Board of Trade and an ex-president of the Dominion Commercial Travellers' Association.

### Elect New Officers

#### Annual Meeting of Canadian Ice Cream Manufacturers Association in Ottawa

At the annual meeting of the Canadian Ice Cream Manufacturers' Association, held in Ottawa on March 23rd, J. Gillespie, Pembroke, Ontario, and Morden Neilson, William Neilson, Limited, Toronto, were elected president and vice-president respectively, for the ensuing year. The convention waited on Hon. W. B. Motherwell, Minister of Agriculture, acting on behalf of Hon. W. S. Fielding, Minister of Finance, to make representations on the sales tax question and the tariff on dairy equipment. They were assured that their rights would be protected.



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## The Law Regarding Warehouse Receipts

Synopsis of Address Delivered by  
Sir Charles Hibbert Tupper, K.C.

ADDRESSING the Foreign Trade Bureau of the Vancouver Board of Trade at a recent meeting, Sir Charles Hibbert Tupper, K.C., delivered an illuminating talk on the subject of "Warehouse Receipts."

Reference was made to the law outside of statutory legislation, that the delivery or endorsement of warehouse receipts did not operate as a transfer of property, but merely as authority to the holder to take possession.

Under the Banking Act this became a mode of conveyance similar to bills of lading or chattel mortgages, though the trader continued in possession, and this conveyance was effective without registration, as required by provincial laws in the case of chattel mortgages, etc.

The principle of these local laws was to avoid secret transfers, and this was overridden by laws of the Dominion Parliament.

Warehouse receipts were not unknown in the banking acts of the old Province of Canada, but the effect and use of such documents had been largely extended under legislation since Confederation.

It was pointed out that the early legislation in this respect had been re-enacted and extended in 1871, but that warehouse receipts were, under that act, confined to the case of owners of goods who were actually engaged in the calling of warehousemen.

Under the legislation of 1880, a warehouse receipt was limited to one given by any person for goods in his "actual, visible and continued possession as bailee in good faith and not as of his own property." This definition of a warehouse receipt proper still remains. In such a case it is not strictly necessary that the premises should be kept by the bailee for the purpose of warehousing generally or for the goods covered by the receipt in particular.

Sir Charles mentioned a case decided in Quebec in 1911, where it was held that the clerk in the wholesalers' employ, to whom the possession of part of the stock had been committed was such a bailee as defined above, notwithstanding such part of the stock had been

simply set apart in a portion of the building leased by his employees to the clerk at a nominal rental.

In 1890, when the banking legislation was under review in the Parliament of Canada, notwithstanding the right of the owner to secure advances upon his own goods by warehouse receipts was abolished, nevertheless a new form of security (now covered by Section 88 of the Act) was sanctioned, and the class of persons who could give this security was extended. The assignments under this Section were by the Act made equivalent to a warehouse receipt proper.

Sir Charles quoted Falconbridge on Banking, to the effect that under this Section, while the fiction whereby the owner of goods would use a form of warehouse receipt for the purpose of obtaining advances on goods in his own possession was abolished, instead of this the thing was openly legalized; in other words, the privilege of pledging the pledgor's own goods for advances was no longer limited to certain classes of traders, but any person engaged in business as a wholesale manufacturer of goods, wares and merchandise, and any wholesale purchaser or shipper of products of agriculture, the forest and mine, or the sea, lakes and rivers, and any wholesale purchaser or shipper of livestock or dead stock and the products thereof, was authorized to give to the bank security in the form specified by the Act.

Substantially there are now three classes of warehouse receipts proper:

- (1) Given by the bailee for goods in his actual, visible and continued possession, being goods not of his own property;
- (2) Given by the owner or keeper of a warehouse or place of business for goods, whether engaged in other business or not;
- (3) Given by anyone in charge of timber or logs in transit.

In addition to this, the Section already mentioned, viz: Section 88, provides a form of assignment by wholesalers as effective as though it were a warehouse receipt covering advances by banks on live or dead stock or grain.

Sir Charles drew attention to the fact that in 1890 the subject of warehouse receipts involved a discussion by perhaps the most eminent lawyers who ever sat in Parliament, including among others Edward Blake, Sir John Thompson, the present Chief Justice of the

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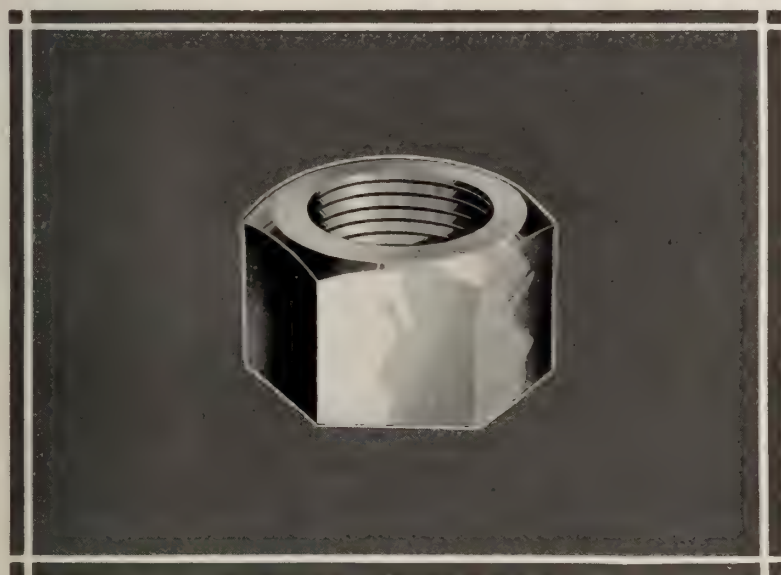
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Supreme Court of Canada, Dalton McCarthy, Mr. Weldon of St. John, and the late Sir Geo. Kirkpatrick. In that debate much opposition was made to the principle of the legislation, and it was argued that this legislation was special legislation in favor of banks. It was also opposed by McCarthy and the present Sir Louis Davies and others, on the score of unconstitutionality, as being opposed to provincial legislation against secret agreements.

It was urged also that it involved hardship on creditors who gave credit in ignorance of unregistered charges with no change of possession.

It is interesting to note that when the constitutional question came before the Judicial Committee for consideration in 1894, Mr. McCarthy argued the case on the line of his views in the House of Commons in 1890, and a special sitting was held for consideration of this subject. The Lord Chancellor, (Lord Herschell) and Lords Watson and Macnaghten attended to hear this part of the case. In the result, the Judicial Committee upheld the principle of the legislation under Section 91 of the B. N. A. Act, relating to "banking, incorporation of banks, and the issue of paper money." They held that loaning on the security of goods or documents representing goods was a proper banking transaction, and therefore within the exclusive right of the Parliament of Canada to legislate thereon.

Notwithstanding the suggestions during the debate in 1890 that this legislation was granting undue privileges to banks and not in the interest of the farmers, the development of the Northwest brought about such a development of farming that banks had been in the habit of treating ranchers as wholesalers in regard to live and dead stock. Doubt being thrown by the Alberta courts on this feature, all of these doubts were removed by legislation in 1912, and provision was made so that farmers could have the advantage of this legislation on threshed grain in their possession, as well as ranchers on their live and dead stock.

Public opinion had so changed that in that year it had become generally conceded that this legislation was for the benefit and convenience of the commercial community and the large farms, etc., and was not for the special benefit of the bankers.

## Book Reviews

### Post-War Financial Problems

*War Costs and Their Financing.* By Ernest L. Bogart. New York: D. Appleton Co.

Those who are giving thought to post war economics would do well to read "War Costs and Their Financing," recently written by Ernest L. Bogart, Professor of Economics in the University of Illinois, and at one time assistant Foreign Trade Advisor to the United States Department of State.

Observers of world events can easily distinguish two ideals looming up in the vision of those who are concerned in international policies, those who on the one hand seek the preservation of industrial equilibrium, and those on the other hand who are more concerned in the receipt of maximum reparation payments.

Mr. Bogart's book is an unprejudiced and illuminating examination of international finance. His opening chapter on the basis of national and international credit gives a good starting point, from which he traces the development of the supply of capital, the effect of the development of credit, and the creation of a money market, and the growth of public debts and investments in foreign countries. He describes also the financial readjustments at the outbreak of war, showing preparedness on the part of those who provoked it as contrasted with the panics and temporary dislocations in those countries which pinned their faith to the peaceful aims of democracy. The cost of wars in the past, paper money and bank credit, loans in Europe and the United States, world wide taxation, financing of Europe after the war, post war problems of taxation, are minutely and intelligently discussed and illustrated by valuable statistical data.

The appendices reproduce the full text of the British and French Moratorium Proclamation and Decrees, the act provided for German loan offices, the liberty bond acts of the United States and statistical data in respect to the public debt and taxation in the United States.

Mr. R. C. Leffingwell, at one time Assistant Secretary of the

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Treasury in the United States, contributes a valuable introduction in which he leads to the following conclusion:

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- (3) Balancing budgets, stopping of the printing press and resuming specie payment both at home and in foreign exchange, currencies being revalued, if necessary, in terms of gold;
- (4) A composition with foreign Government creditors, particularly Great Britain and the United States; and
- (5) Capital issues (not merely bank credits) through private channels to provide working capital in foreign markets.

America will be greatly the gainer when Europe, her best customer, recovers true buying power, and her own speculatively inclined people no longer have to accept irredeemable currencies and credits in exchange for dollar values.

Those who are following the events leading up to the economic conference at Genoa would do well to read this book.

J. M. McINTOSH.

### The Value of Co-operation

*Intelligent Selfishness a Business Builder.* By Montague Ferry. Chicago:—E. D. Rosenfels, Armstrong Bureau of Related Industries.

"There are many so-called 'one man' business institutions in the United States, but when we get down to net facts, we find that back of the one man there is a team of several executives. If this were not the case, it is doubtful whether the institution would have gone far enough to attract attention.

"The utilization of several individual brains to supplement and 'check up' the work of the master brain is a typical American procedure, splendidly illustrated by the successful operations of Charles M. Schwab, John D. Rockefeller, the late Andrew Carnegie, and innumerable others, who have founded tremendous organizations on that principle.

"While these leaders have ever been willing to testify to the

importance of team work and the delegation of authority to helpers, it is seldom that one hears of the intimate details, the little difficulties and solutions that were of tremendous moment at the time of occurrence, but which became trivial as larger problems were met and overcome."

These opening paragraphs are typical of this discussion on co-operation carried on in short neat chapters of a very compact little book covering various aspects of the question from co-operation of executives to co-operation between American and foreign groups of producers. It is nothing if not whole-hearted in its support of co-operative principles as against harsh competitive principles in business.

The following is an outline of principles for the co-operation of executives successfully used in a number of outstanding industries:

1. Each of my executives must feel that his individual success is dependent on the success of the other five; that without their support and co-operation he will find it difficult to make a showing in his own department. Financial incentives must emphasize this inter-dependence.
2. They must feel that they can gain financial independence and standing more readily by building this institution than by starting off-shoots. Hence I must give them the major share of the increased profits that will result from their greater efficiency as a group. By letting them settle the division of those profits among themselves, I will automatically make them realize their responsibility and their value to each other.
3. I must retain the final authority for a while at least, partly to prevent errors, but more particularly to force solidarity by my opposition. To the same end, I must refuse to act as arbitrator or judge, insisting always that they be a unit in the plans they present for my final approval.
4. In suggesting this plan, and in settling upon its details, I must be sure not to impose my ideas; I should bend every effort toward convincing my executives that the thought originated from my talks with them and that they are the real authors of the idea.



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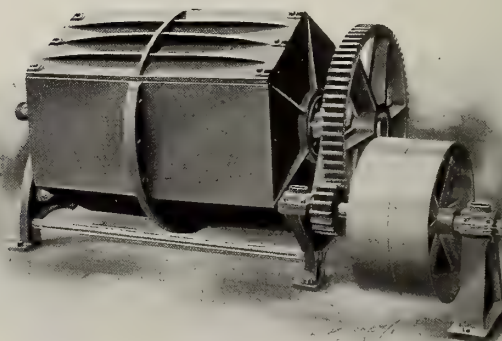
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Labor relations in the plant, the relations of the home office with sales representatives, between manufacturer and dealer, between competitors, and co-operation in marketing and production are all briefly but adequately dealt with.

A special chapter is devoted to the so-called Armstrong plan whereby under definite obligatory service contracts, associated producers exchange by wire, mail or printed bulletins information regarding past transactions for this purpose, including quotations actually made by any member of the bureau to the trade.

The object of this plan of co-operation is to promote better and more safe, sane and stable conditions in the industry, and increase the industry's service to the community.

While this book is a mildly disguised advocate of the particular system it describes, it is brief, concise, easily readable, and has a view point worthy of real consideration.

A. MARSHALL

### A Useful Year Book

*Standard Cotton Mill Practice and Equipment.* With classified Buyer's Index. Compiled and edited by Alston Hill Garside. 1921 Year Book of the National Association of Cotton Manufacturers, Boston, Mass.

It is safe to say that this work is invaluable to the cotton textile manufacturer and should find a place on or near his desk at all times. It is a compilation of varied information about cotton which can only be obtained by organized effort and is thus quite beyond the reach of the individual manufacturer. Opening with a review of the trade in raw cotton during the preceding year, written by a competent authority on the subject, it passes on to a statistical summary of the world's cotton production. Then follows a review of the last ten American crops, following which is an array of tables, giving figures on almost every possible aspect of the cotton industry. Finally the book furnishes a useful buyers' index of equipment and supplies, with a series of advertisements of builders of plants and manufacturers of equipment.

Such a book as this admits of no criticism. It has obviously been carefully and thoughtfully prepared. While intended for the

use of cotton manufacturers in the United States, much of the information is of such a character as to be quite as applicable in Canada. It is an annual publication and announcement is made that, with the 1922 edition, the title will be changed to the "Cotton Manufacturers' Manual."

### Methods of Getting Work

*Finding Your Job.* By Norman G. Shidle. New York, 1921. The Ronald Press Company.

Although most readers of *INDUSTRIAL CANADA* are job-givers rather than job-hunters, they may find in this book a number of suggestions that would be indirectly helpful, particularly if they frequently have to interview persons who are seeking employment. The writer of this monograph has raised the status of job-hunting from a dreary and disagreeable necessity to something approaching an art.

He emphasizes the fact that there is nothing inherently disgraceful in merely being out of work. Rather, it is to a man's credit that he should be looking for a position, since that shows that his temporary lack of employment does not come from a dislike of work.

With that initial boost to his pupil's self-reliance, Mr. Shidle proceeds to show how a man should organize himself for the business of finding a job. He recommends keeping business hours and devoting a working day to the pursuit of the desired object. His discussion of "want-ads" is suggestive from the employers' point of view, for he shows how certain types will and others will not attract the men they are intended to reach.

The author also goes into the questions of letters of application, employment departments and personal interviews, giving some excellent advice on the creation of a good impression. One point about the book that makes it stand out from the mass of similar works is the omission of the so-called "inspirational" talk. Mr. Shidle writes in a clear, logical way and when he has to use a platitude he does not expand it into a page of free verse. His rules may be confidently recommended to anyone who needs to use them.



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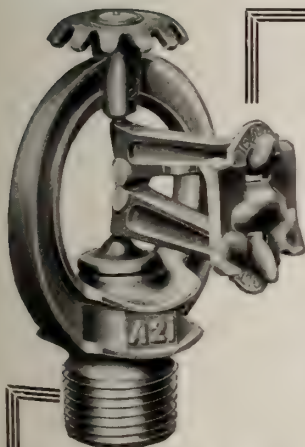
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### Chemicals and Their Uses

*Chemicals and Industrial Materials, with their Commercial Uses.*  
Compiled and published by Charles Argles, 39 Corporation Street, Birmingham, England.

This book is simplicity itself in arrangement and application, yet it represents a vast amount of effort and research on the part of its compiler. It contains, in alphabetical order, all the known chemicals used in industry. Under each of these as heads appear the commercial uses to which each is put. A producer of any chemical product is thus enabled at a glance to ascertain in what industries it may be used and can put the information to practical use in developing his business. The book is supplemented by lists of chemicals used in each of the principal industries, such as agriculture, brewing, dyeing, glass manufacturing, ink manufacturing, tanning, paper making etc.

The book is not intended as a technical work, its sole object being to afford useful information to merchants and manufacturer, as to the various branches of industry in which their products are utilized. Its success in England has been marked and there is no reason why it should not prove of value to Canadian manufacturers of chemical products.

### Trade Statistics

*Annual Report of the Trade of Canada for the Fiscal Year Ended March 31, 1921.* Ottawa, 1922, Dominion Bureau of Statistics.

This weighty blue book is one of the most informative issued by the Dominion Bureau of Statistics. It is a volume of 1500 pages of figures, showing Canadian imports from 110 British and foreign countries in detail for about 1,780 specified commodities, while the exports are given in equal detail for more than 530 commodities.

The report is arranged in three sections. The first consists of summaries of an historical character and analyses of recent trends from various points of view. The second part gives detailed tables

of trade, which include the current statistics of all the items of the trade classification, with numerous totals and recapitulations of groups and classes. The third part contains two special analyses, showing for the year ended March 31, 1921 (a) the imports and exports of Canada by main groups and degree of manufacture, classified according to "origin," and (b) the imports and exports by main groups classified according to "purpose." The present report, like that for 1920, is bilingual, the French translation appearing with the English text, so that the necessity for publishing two reports is obviated.

*Montreal Year Book, 1922.* Montreal, 1922, the Chamber of Commerce.

This book of some 200 pages contains a great deal of information about Montreal from the commercial point of view. There are articles, in French and English, on the trade, industry and finance of the city, the port, the customs tariff, etc. There is also a useful directory of manufacturers and a trade index of manufactured articles.

*The Indian Empire as a Market for Canadian Products.* By H. R. Poussette, Director of Commercial Intelligence Service. Ottawa: Department of Trade and Commerce.

This report, which extends to 183 well-filled pages, contains the substance of investigations made by the author during a tour through Malaya, Java, India and Ceylon in 1920. It is divided into 20 chapters, covering such subjects as peoples and provinces, agricultural conditions, natural resources, industries, statistics of trade, railways, ports and rivers, economics and labor, and markets for various commodities. There is also a useful chapter on packing, documentation and shipping for export, together with several informative appendices. Mr. Poussette has done his work thoroughly, the result being a valuable compilation for the use of manufacturers and others desiring to investigate the Indian market.

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That they are *bonded* against maintenance expense. Barrett Inspection Service *during construction* insures strict compliance with the roofing specifications, and a Surety Company Bond absolutely protects the owner from all roof repair during the bonded period.

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That they provide a degree of fire protection not

exceeded by any other roof. They always take the base rate of fire insurance.

The Barrett Specification Type "AA" 20-Year Bonded Roof represents the most permanent roof covering it is possible to construct, and while we bond it for twenty years only, we can name many roofs of this type that have been in service over forty years and are still in good condition.

Where the character of the building does not justify a roof of such extreme length of service, we recommend the Barrett Specification Type "A" Roof, bonded for 10 years. Both roofs are built of the same high grade materials, the only difference being in the quantity used.

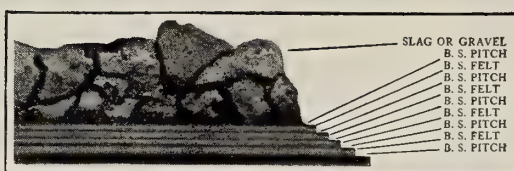
The Surety Company Bond, absolutely protecting the owner from maintenance expense is issued free of charge on Barrett

Specification Roofs of 50 squares or larger, in towns of 25,000 or more, and in smaller places where our inspection service is available.

Copies of The Barrett Specifications sent free on request

The **Barrett** Company  
LIMITED

MONTREAL TORONTO ST. JOHN, N. B.  
WINNIPEG VANCOUVER HALIFAX, N. S.



Cross-section, actual size, of Barrett Specification Roof

# Barrett Specification Roofs

Bonded for 20 and 10 Years



# Industrial Canada

ISSUED BY

*The Canadian Manufacturers Association*

INCORPORATED

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No. 2

## Editorial Comment

### The Annual Meetings of Divisions.

WITHIN the past few weeks, each of the five divisions of the Association has held its annual meeting and has taken stock of its progress during the past year. Those who will take the trouble to glance over the summaries of the proceedings at these meetings, which appear in this number of *INDUSTRIAL CANADA*, will observe that the divisions are making advances of a most gratifying character and are filling spheres of usefulness in the work of the Association that abundantly justifies their existence.

The Association year just closed was not an easy one, either for the organization itself or for its individual members. Trade depression, unemployment, rising taxation, burdensome freight rates and many other factors exerted a hampering influence on industry and created a new set of problems for the Association to meet and cope with. Yet, through it all it has emerged successfully. Membership has been maintained and the Association has been able to render services which have been particularly valuable under existing conditions. Among these services not the least useful have been those provided by the divisional organizations which, on account of their closer contact with local problems, have been able to secure favorable results.

### Preparations for Annual General Meeting.

NOT since 1913, the year before the outbreak of war, has the Association held its annual meeting in the Maritime Provinces. After so long an interval and with a Maritime Province manufacturer in the presidential chair, it is fitting that this part of Canada should be the scene of this year's convention, and we trust that, out of compliment to the president and the members of the Maritime Division, there will be a large attendance of manufacturers from the other divisions at the meeting which opens at St. Andrews, N.B., on June 20.

The Association is adopting a somewhat unique course in holding a convention at a seaside resort but it is one which we hope will commend itself to the members. Instead of the amusements and distractions of a crowded

and noisy convention city, there will be the restful surroundings of a quiet little town down by the sea. Here out-of-door sports of a health-giving character will be available in wide variety and by extending the convention to four days and eliminating afternoon sessions, plenty of opportunity will be afforded for recreation.

Altogether the 1922 convention plan may be regarded as an almost ideal way of holding such a gathering. Business and pleasure will each have their place on the programme, but they will be mingled in such proportions as to stimulate rather than to weary and members attending will, we are convinced, return home invigorated by their sojourn beside the sea.

### Association's Position on the Budget.

A STATEMENT with respect to the budget was issued by Mr. John R. Shaw, first vice-president of the Association, on May 26. It presented briefly and concisely the position of the Canadian Manufacturers' Association with regard to the changes introduced by Hon. W. S. Fielding, Minister of Finance, and was as follows.—

"While the reductions in the customs tariff announced by the Minister of Finance in his Budget speech are not large on the average, the fact remains that the tariff has suffered another downward revision.

"In addition," he said, "the 1921 Anti-dumping Act, the Depreciated Currency Act, and the Marking of Goods Act, all of which were safeguards against the dumping into Canada of foreign goods, have been repealed.

"The Canadian customs tariff has suffered three downward revisions during the past three years—the first in the Budget of 1919, the second in the Budget of 1920 and the third in this Budget. During the same period all other industrial countries have maintained or greatly increased their tariffs to keep their money at home and provide work for their own people.

"While Canadian products are being shut out of other markets we are opening our markets more widely to foreign goods which are displacing Canadian goods. A long list of articles is now on the free list. On many other articles, owing to these successive tariff reductions, we are very close to free trade. We firmly believe that if Canada,



during the past three years, following the international example, had provided an adequate tariff, this country would have been in a much sounder position financially and commercially at present; that there would have been less unemployment and trade depression, and that the future today would be much brighter than it is now."

### The Freight Rate Question.

**A**NOTHER important pronouncement of policy was made during the past month in connection with the question of freight rates. At both the Quebec Division and Ontario Division annual meetings, a statement was introduced by Mr. Shaw and was endorsed by both gatherings. This statement is referred to in the reports of the two meetings elsewhere in this number, but in view of the importance of the matter, we repeat it herewith,—

"How to lower the costs of railway transportation is the most important question before the people of Canada today.

"Without going into history, the present situation is that freight rates have reached such a height that the farmer, especially in Western Canada, is suffering severely and the manufacturer and other shippers find that the sale of their goods is restricted because people cannot afford to pay the freight. While the prices of farm products, lumber, minerals, manufactured goods and merchandise have been greatly reduced during the past two years, freight rates were greatly increased in 1920, and since that time have experienced only a slight reduction. I think that freight rates should come down with other prices. The railways should face conditions and reduce their operating costs just as manufacturers, farmers and others have reduced their operating costs.

"I do not care to advise on ways and means, but I believe that the condition of the country's trade demands that there be an immediate, general and substantial reduction of freight rates to approximately the rates which were in effect before the 40 per cent increase in 1920. Moreover, I believe that, as the farmer is the primary producer, he should be given special encouragement, and therefore, that the freight rates on grain and grain products established by the Crow's Nest Pass Agreement shall be restored.

"When the slump came the prices of farm products and manufactured goods were not kept up by any artificial means. They had to be sold for what the market offered. Freight rates, on the other hand, were not only increased after the slump had commenced, but have been maintained at almost the same level all through it. Every other cost of production has been cut to the bone. High freight is the remaining obstacle. If the public want to buy goods at lower prices freight rates must come down."

### It's Time to Deflate Taxes.

**L**AST month we quoted the *Edmonton Bulletin* at some length with reference to the serious situation created by the continuance of war-time taxation. This month we have before us an equally insistent plea for relief from the *Winnipeg Commercial*. The latter

deals specifically with the burden of taxation in Manitoba, which is stifling industrial and mercantile enterprise there, and declares that it is time for deflation of taxes.

"Business men have reached the limit, and they are refusing to improve or expand their holdings until the signs are abundantly clear that their profits will not be taken from them in the form of heavy taxes," says the *Commercial*.

"Taxation is too heavy and the incentive to new enterprises being started and established ones being expanded, are too risky to appeal to even the most optimistic business man. The remedy is, of course, one which is as plain and apparent that it is overlooked,—we must reduce our expenditures to the utmost limit. Economy is being preached on every hand, and glowing programmes of retrenchment planned, but the ideal of economizing is more alluring than its practice. Governments almost without exception show themselves far more capable in looking for and finding new sources of taxation, than in removing the causes for the frequently unnecessary expenditure, which make the taxation necessary.

"The expansion of business is wholly dependent upon the accumulation of capital and it is evident that to take away the incentive to create this capital is to strangle business enterprise, which must naturally result in depression, stagnation and consequent unemployment. If that fact could be driven home to the public there would be more general support for policies of retrenchment and governments might find it advantageous to practise economy more and talk it less."

### Loyalty to Home Manufacturers.

**A**CANADIAN manufacturer, with plant located near the border of the New England States, made a strong effort a short time ago to place his product in the New England market. He had in his favor low rail charges, low duty, prompt deliveries from stock and a favorable exchange rate. His product stood up well in comparison with competing American lines and was well received by American dealers when offered to them. But, the article would not sell; first, because the dealers were not accustomed to buy imported goods and second, because the American consumer refused to buy foreign-made articles. To quote the manufacturer,—

"If it (the product) could be camouflaged, if its country of origin could be hidden, there might be some chance, but taking this course would mean that the good record of our product and the past and future advertising would go for naught. The natural result in the face of these circumstances was that no business was done."

There was no disposition to blame the American buyer and consuming public for this attitude. Rather were they commended because they realized that their prosperity depended upon the building up of their home industries.

The lesson is one that might well be learned by Canadians. Canadian dealers still persist in going to the trouble of importing and paying increased prices on account of exchange and no doubt they will continue to



do so in spite of the fact that they now have to pay duty on the exchange whenever Canada has an adverse rate with the country from which imports are received. If they could but rid themselves of the old idea that anything made in our own country is inferior and thereby give home products a fair trial, they would soon be convinced that Canadian manufacturers are not lagging behind and better business and greater prosperity would result.

### Plunder-Merchandising

**P**LUNDER-MERCHANDISING" may possibly be a new expression to some of our readers. It has come into recent use in the United States and is employed to describe traffic in goods, in the manufacture of which material has been skimmed, workmanship slighted and quality adulterated, the object being to cheapen the price so that the unwary may be lured by so-called "bargains".

So serious is the menace of "plunder-merchandising" becoming in the United States, that full page space was recently taken in the New York Times and other papers by the Federal Advertising Agency of New York, in order to direct attention to the evil and to urge merchants and manufacturers to be on their guard against it.

"If the increasing evils of Plunder-merchandising are not checked by a determined stand on the part of Manufacturers' Associations and Chambers of Commerce, as well as by individual effort," declares the Agency, "the high standards established by reputable merchants, manufacturers and workmen cannot endure. There is nothing but eventual disaster in Plunder-Merchandising. The manufacturer who produces it must lose ultimately and his workers must suffer. The dealer who sells it must lose eventually. The consumer who buys it must lose most of all."

There is a word of warning and advice here for any Canadian manufacturer who may feel tempted to yield to the false appeal for plunder-merchandise.

### A Commendable Plan.

**A**NY firm, which thinks out and puts into operation a plan for the stimulation of business, is rendering a service for which the community in general should be grateful. Take, for example, the effort of the Dunlop Tire & Rubber Goods Co., Limited, through a series of posters for store windows, to induce the public to "Buy Something." These posters are being distributed by the company's seventy-five representatives and will be put up in every store that they visit. They are printed in bright red, will be conspicuous, and carry a message that, if acted upon, should serve as an excellent tonic to business.

The message is general and does not apply to any special line of goods. It is worded as if prepared by the retail merchant himself in whose window or in whose store it is placed. Under large letters,—“Buy Something!”,—appear the following,—

“Real prosperity will return when more people ‘buy’,—not only the actual necessities,—but just a few of those things that give you some comfort or enjoyment in life.

“We, as dealers, invest our money in manufactured goods for your convenience.

“When you buy from us we are able to buy from the manufacturer.

“When we buy from the manufacturer he is able to buy raw products, which in addition to making for the employment of a large number of workers in his own plant, makes for the betterment of employment conditions generally by creating work for others.

“Buy at least one of the many things you actually need.

“Start a ‘demand’ for Made-in-Canada products and you will start ‘something’ that will benefit the entire country and all its citizens.”

### Quotations for New Zealand.

**D**EALING with Canadian-New Zealand trade, our correspondent in Auckland, N. Z., has some advice to give with regard to quotations. He states that New Zealanders resent very strongly the practice of some Canadian firms of quoting in United States currency and adds that this way of quoting, more than anything else, has created the opinion that practically all Canadian industries are more or less under United States control.

“Loyalty of the New Zealander to the mother country,” he remarks, “plays a bigger role in business in this country than is conceived by Canadian and United States manufacturers. Everything being equal, Great Britain has the preference and, even if there is a slight advantage in buying outside, the decision often goes in favor of the old country. It is only natural, as there is no Dominion inhabited by purer British stock, than New Zealand. Next in favor is Canada, the sister Dominion and, if Canadian manufacturers can offer an appreciable advantage in buying from her, the business goes their way.”

Advice is given to quote in Canadian currency, or better still in sterling. English and New Zealand currencies are on a par, while from the New Zealand standpoint, quotations in dollar currency always contain a certain risk. Naturally a quotation in Canadian currency appears higher, when compared with the U. S. quotation but the New Zealand buyer is intelligent enough to figure out the difference, as the currency rates of almost every country New Zealand trades with, are published in all the leading papers.

### Transportation Needs of the Future.

**C**ITY and town planning is a subject which has received a good deal of attention during recent years and deservedly so. Present-day citizens of growing industrial centres have seen the unfortunate results of lack of foresight in narrow congested thoroughfares and unsightly slum areas. Had the expansion of population been foreseen and steps taken to deal with it as it developed, many of our towns and cities would to-day take rank as model communities. Even yet it is not too late to begin and it is a wise municipal government that plans for the years ahead.

Changing conditions in transportation methods and modes of life are bringing to the fore an even greater need and that is the need for nation planning. This subject



is being discussed among others by Warren H. Manning, a prominent American landscape architect. Mr. Manning believes that there must be radical changes in transportation policy as a result of the increasing use of automobiles and trucks and the development of flying. Great arteries of traffic passing from end to end of the country must be planned, with necessary subsidiary channels so that the movement of people and commodities from one part of the country to the other may be facilitated.

It is Mr. Manning's belief that different kinds of motor traffic should be segregated. For trucks, special roadways should be built, to the cost of which the trucks will contribute their share. For automobiles, lighter roadbeds on either side should be constructed. Instead of passing through the centres of cities, he would have these roadways skirt around them, spurs being provided to give access to the several districts of each city. Thus business centres would be relieved of congestion, while the point-to-point traveler would not be delayed.

There is much to be said for Mr. Manning's proposal, especially in view of the rapidity with which motor traffic is expanding and the greater scope of motor transportation. Millions are being spent on so-called good roads and it is most desirable that the money should be expended to the best advantage, having in mind future requirements.

#### Canada's Forests an Industrial Magnet.

**I**N formulating its educational propaganda for the protection of Canada's forests, the Canadian Forestry Association has always strongly emphasized the fact that, if Canadians once realize the enormous industrial advantage inseparable from the possession of great areas of timber in this timber-using age, the forest fire menace would be quickly put out of business. The present activity of the Canadian pulp and paper industry is not so much a trade fact as a forest fact. The industries of Canada have a substantial advantage over nearly all American pulp and paper producers by reason of superior water powers and a more reliable and permanent source of wood supply.

The Honorable Gifford Pinchot, former Chief Forester of the United States, speaking recently of the position of the United States in relation to forest supplies said: "we are nearly bankrupt. Because there has been enough wood to go around, we had assumed there always would be. Unfortunately the facts are against us."

Years of prodigal cutting and still more prodigal burning, without thought for the morrow, have reduced the United States to a partial and growing dependency upon its northern neighbor, Three sixths of its original timber has gone; the remainder is being cut four times as quickly it grows. While the recent depression in business brought a brief respite to the forests, the sharply increased demand for paper and paper products and for other wood materials cannot fail to devour the remaining available supply as far as the United States is concerned. In order to meet public demand for the modern newspaper and for the modern paper package which has now become almost almost universal, it was necessary to produce 138 pounds

paper per capita in 1920 as compared with 57 pounds in 1900. This is the matter of fact answer to the common claim that substitutes will be found for wood as a raw material.

The best proof that our American cousins have awakened to the fact that their forests are rapidly passing out of existence, is evidenced by the appointment of a commission to negotiate with the Canadian Government to the end that our forest resources may be placed unreservedly at their disposal in order to make good, to some extent, the losses occasioned by prodigal extravagance over a period of many years.

The big paper interests of the United States are already feeling the pinch. The last annual report of the International Paper Company says: "Timber suitable for pulpwood is rapidly disappearing. It is becoming more and more difficult to meet the company's needs at points from which it can be delivered at the mills at reasonable cost. Many operators and speculators are stripping their land. The present sources of supply will be to a great extent exhausted in the near future. Many companies, now paper producers and dependent on others for their wood, will be driven out of business within ten years."

From the plain and well-proved facts of the forest resources of the United States, it must be abundantly clear that the forest possessions of Canada are on a rising market and that inevitable future events will contribute greatly to this enhancement.

#### A Service Worth Extending.

**A** COMMENDABLE step was taken by the Dominion Bureau of Statistics, when it commenced the publication of its monthly report of the production of iron and steel in Canada. This report has now been appearing for about a year. It is compiled in useful form, is compact and comprehensive, and, we believe, fills a valuable place among publications issued for the information of business men.

Whether it would be possible to extend the service to other lines of trade, furnishing statistics of production and other details, is something for the Bureau, with its knowledge of what material is available, to decide. There is no doubt that the information would find a welcome among the interests concerned in the various industries.

#### A Monthly Report on Coal.

**T**HE Dominion Bureau of Statistics has added to its monthly reports on iron and steel production in Canada, a monthly report on Canada's coal supply. This begins with January, 1922. It presents statistics of production by provinces and also gives exports and imports of coal by ports of exit and entry, with totals for the provinces and the Dominion. There are accompanying explanatory paragraphs reviewing the situation. The service supplied should prove exceedingly useful and the Bureau of Statistics is to be congratulated on the successful organization of the machinery for compiling the report and making the information available at monthly intervals, instead of annually or semi-annually as in the past.



# The Fisheries of the Maritime Provinces

By Professor Edward E. Prince, LL.D., F.R.S.C., etc.

Dominion Commissioner of Fisheries, Ottawa

THE fisheries of the Maritime Provinces, occupy a high place among the fisheries of the world. There are four main reasons for this, viz.: the nearness and accessibility of some of the most important and prolific fishing banks in existence; the economic value and excellence of the kinds of fishes abounding in the deep sea and inshore waters; the remarkable extent of the coastline, and lengthy frontage to the sea, as compared with the land area; and last but not least, the inborn love of the sea characteristic of the people along the Atlantic seaboard. Bays and estuaries, famous in the annals of the fisheries, diversify the whole coast. The Bay of Fundy, the Bay of Chaleur, Miramichi Bay, the Northumberland Straits, and the deep arms and inlets innumerable around Prince Edward Island, Cape Breton, and other parts, offer spacious harbours and shelter for fishing fleets. Convenient ports and fishing towns provide bases for deep sea and inshore operations. If England can boast of one mile of sea coast to every thirty-one square miles of land, the Maritime Provinces can show one mile of shore for every twenty square miles of land area. Indeed, it is worth noting that Nova Scotia, with an area about two thirds the area of Scotland has a sea coast (including Cape Breton) more than 1600 miles long; New Brunswick, nearly as large as Scotland, has 700 miles of coast-line; and Prince Edward Island, about the size of the English county of Norfolk, has no less than 500 miles of shore.

## Fifty Years' Aggregate Yield

An interesting estimate has been made of the total production of the Maritime fisheries during the last half century, and this estimated contribution to the national wealth from the harvest of the sea, is a very striking one. The total money value derived from the fisheries is stated as follows:—

### PERIOD FROM 1872 TO 1922

Nova Scotia.....	\$253 455 623
New Brunswick.....	\$126 313 533
Prince Edward Island....	\$ 37 045 339

During the last decade the returns from the several Provinces has been:—

### YEARLY VALUE OF FISHERIES 1910-1920

	Nova Scotia	New Brunswick	Prince Edward Island
1910	\$8,081,755	4,676,315	1,197,556
1911	10,119,243	4,886,157	
1912	9,367,550	4,886,157	1,196,396
1913	7,384,055	4,264,054	1,379,905
1914	8,297,626	4,308,707	1,280,447
1915	7,730,191	4,940,083	1,261,666
1916	10,092,902	5,656,859	1,344,179
1917	14,468,319	6,143,088	1,786,310
1918	15,143,066	6,298,990	1,148,210
1919	15,171,929	4,979,574	1,536,844
1920	12,742,650	4,423,745	1,708,723

The total value of the whole of the Dominion fisheries for 1920, it may be here pointed out, was \$49,241,339, and during the preceding ten years it ranged from twenty, to thirty or forty millions of dollars per annum.

## Kinds of Fish in Maritime Catches

The principal kinds caught by the provincial fishermen, and stated in the order of their importance are: cod, lobsters, herring, mackerel, halibut, haddock, smelts, hake, clams, pollock, alewives or gaspereaux, and it may be added, oysters and shad, though both of the last-named have so declined as to be almost exhausted fisheries.

### Cod Fisheries

The fisheries fall into two divisions, the deep sea, and inshore coastal fisheries. The

inshore fisheries employ far more men, probably more than six times as many as those engaged in deep sea fishing; but, as far as commercial importance is concerned, the cod fishery carried on upon the deep sea banks is the leading fishing industry of the Maritime Provinces. From busy centres such as Lunenburg, Halifax, Canso, Digby, Lockeport, Yarmouth, Caraquet, Shippegan, Grand Manan, etc., a large body of hardy fishermen sail out twice a year to the "Banks", the spring trip extending from March to early in June, and the summer trip lasting from August to the end of September. Long baited



An Atlantic Monster

A tuna, 400 lbs. in weight—a giant variety of the mackerel family, long wasted on our Atlantic shores, now in demand in United States markets.

lines called "baited trawls" are used and the catches are dressed, split and salted as they are caught and hauled in.

For five centuries the deep sea banks off our Atlantic coast have been the scene of vast fishing operations, cod being the fish sought by all. Indeed, the term "fish", when used by the fishing population, practically always means cod alone, so universally is it recognized as the staple. Not alone the fishermen of the Maritime Provinces, of Quebec, and of Newfoundland; but the New England fishing fleet, and numerous vessels from France, Norway, and formerly from Spain, Portugal, and the Netherlands, in addition to British craft, found bank cod fishing off our shores to be a mine of wealth. For over five centuries this vast international exploitation has been going on, and these prolific waters still afford enormous catches of fish season by season.

The Atlantic Banks comprise at least a dozen distinct areas extending from Quero and German Banks, in the Bay of Fundy, and Brown's, Roseway, LaHave, Canso,

Misaine, Shoal, and other areas off Nova Scotia to St. Peter's and the Grand Banks south and south-east of Newfoundland, and stretching for over a thousand miles, having a width of not less than three hundred miles, and a fertile sub-marine plateau, comparable in area and food productiveness to the fertile wheat prairie west of Winnipeg. Upon this plateau beneath the waves, and uplifted from the Atlantic depths to within a few hundred feet of the sea's surface, the fishing operations are mainly carried on, in depths of from ten to one hundred fathoms; forty or fifty fathoms being most usual, though on St. Peter's Bank the trawls are set in 130 fathoms.

There are times of inflation and depression in the fisheries; but in 1916 some bank schooners shared over a thousand dollars per man, while \$800 or \$900 shares were quite common, and these earnings were for not more than five months work including cost of board. The wages of "headers" and "throaters", usually youths of 15 or 18 years, are \$30 per month and cooks average \$100 or more per month. The method of settling up the results of the season's fishing are not easy for an outsider to understand. Thus the captain gets 2½ per cent of the results, paid half by the owner and half by the crew, and 1½ per cent on half the total "stock", which the owners pay. The schooner's total earnings are divided into 64 shares, at least four owned by the captain, and the rest owned by merchants, other fishermen, etc., and, after the deduction of cost of bait, various commissions and wages of workers, water-dues, and the like, one half of the net balance goes to the crew, and the other half goes to the vessel. A fortunate schooner in the prosperous season of 1916 cleared \$8000, though she had only cost her owners \$9000 at purchase; but war conditions made returns exceptional.

The chief markets for the dried salt cod are in the Mediterranean, especially Italy and Spain and Portugal, also South America, the United States and the West Indies. The total demand, annually, for this dried, salted, and pickled fish has been estimated, in round numbers, as exceeding 120,000,000 pounds; the natives being remarkably fond of dried salted fish. Canada exports less than one-fifth of that amount.

### Herring Fishery

As already pointed out the herring fishery, apart from its value as a food resource, is of vital importance to the fisheries as a bait supply. Herring occur abundantly on all parts of the Atlantic coast, but the fishery has special prominence in New Brunswick. Sedentary traps and weirs are mostly relied upon, the Norse and British method of "drifting" for herring by steam vessels, equipped with drift net gill-nets, and following up the moving schools, has not advanced beyond the experimental stage on our coast. The shore traps and weirs make enormous "takes" when the spring schools come in to spawn. Off the northern New Brunswick coast, as also off the Magdalen Islands, the supply is so incredibly vast at times that storms have often driven thousands of tons of the newly deposited herring eggs on the shore, which the farmers carted to their fields as fertilizer. The spring herring are thin and poor after the exhausting process of spawning, and, though put up in barrels as pickled herring, they bring small returns, and are chiefly valued as cod bait for the first voyage to the "Banks", and as to a very large





Cured Cod on the "Flakes"

A familiar sight around many a Maritime Province fishing port.

extent lobster bait. The lobster fishermen store these salted "spent" herring in quantity for use in the lobster fishery during the summer. The summer and fall herring are of much finer quality, and though they occur all along the coast, no considerable catches are made, as the schools do not approach the shore closely, and the traps and sedentary gear in use do not secure them.

One phase of the herring fishery largely localized in southern New Brunswick, especially around Grand Manan, and the West Isles of Passamaquoddy Bay is the weir fishery. In this region over 700 traps or weirs are set between tide marks to capture small immature herring, the so-called Bay of Fundy sardines. The walls of the "lead", and of the "heart" or "pot," were formerly made of interwoven brush, but in recent years almost universally replaced by "chicken wire-net", and supported by upright stakes. Every available point is occupied by these inshore traps and the catches are enormous, 7,000 to 10,000 tons being taken by them a season, and practically all sold to United States' canners in Eastport, Lubec, and other towns in the State of Maine, to be packed as sardines.

The fishery is a mainstay of the fishermen of southern New Brunswick, and yields from \$5,000 to \$7,000 per annum to individual weirmen, and in some seasons even more, as in 1920 when the total value was no less than \$860,000. This return is however a mere fraction of the earnings which the annual catch of small herring would yield were the fish packed as sardines in Canada. The market value of the final product put up in oil, in the best cotton seed or in genuine olive oil, and in neat tins, would be at least six times the present value yielded by this Canadian fishery. The catches at present exported to the Maine canneries and sold at \$4 to \$6 per hogshead would have a value of at least \$30 if packed in Canada instead of the U. S. canning establishments. Some canning on a limited scale is carried on, but the splendid fish packing enterprise launched a few years ago near St. Andrews, N. B., under influential auspices, and with ample capital, had no success, owing to conditions which could readily have been guarded against. The finely equipped "Chamcook Cannery" did not succeed, had to be closed and was finally purchased by a United States' firm. It was found that the weirmen were unwilling to rupture their established relations with the Maine buyers, and in view of the uncertainty of the new enterprise, and owing to

powerful influences brought to bear against the development of a Canadian sardine packing industry, the scheme collapsed.

It may be interesting to point out that the true sardine of commerce is the young immature stage of the richly flavoured pilchard, and the English Courts decided in 1916 that the term must be so applied, and that the so-called Norwegian sardine must be called "bristling", (being the young of the sprat), and, as already stated, the Canadian sardine is a young herring ranging from 5 to 7 inches in length. Though inferior to the true sardine, the New Brunswick fish carefully prepared and put up in the best olive oil is a very delicate and palatable canned fish.

The fear has often been expressed that the enormous annual drain of immature herring involved in the sardine weir fishery must deplete the supply of adult herring in the Bay of Fundy, but it has been scientifically shown that these fish are not really the young of herring native to the Bay of Fundy but are derived from vast schools of parent herring mainly inhabiting the outside waters. Certain areas near Grand Manan are important spawning grounds, but the enormous schools of so-called sardine herring are apparently carried in from more distant

waters and thus the supply in the Bay of Fundy is maintained.

### Lobster Industry

Just as the herring is distributed along our whole Atlantic shore, but constitutes a leading fishery in New Brunswick, so the lobster occurs plentifully from Grand Manan to Labrador, but is of supreme importance in Prince Edward Island. It yielded in 1920 no less than \$1,381,534 and employed over 35,000 persons in the actual trapping of lobsters and putting them up in the packing establishments on the Island which were over 200 in number. Efforts have been made to create a live lobster trade, such as that of Nova Scotia, but the nearness of the New England and New York markets facilitates the carrying on of a live lobster trade in western Nova Scotia exceeding 2700 tons in weight in 1920, and reaching nearly \$1,125,000 in value.

There are nearly 600 canneries in the Maritime Provinces licensed to can lobsters under the strict sanitary and other legal conditions imposed by the Dominion Government. In connection with their operations, 1,162,958 wooden traps were used for lobstering, valued at over a million and a half dollars. Most of the canned product is shipped to the United States, but Britain, France, Australia, and other countries, also receive part of the annual pack. Ever since the commencement of lobster canning, United States' firms have not only largely handled the product, but have extensively operated canneries in the Maritime Provinces, and many of their staff and employees are U. S. citizens. A large part of the benefit of this profitable industry has gone to the New England States in consequence.

The Dominion export returns for 1921 show that 11,861 tons of canned lobsters were shipped to Britain and other parts of the Empire, and that 21,421 tons were exported to the United States, and other foreign countries. In some years the lobster industry has exceeded in value the salmon and the cod, the two leading fisheries of the Dominion, and the returns for 1920 show that the value in the Maritime Provinces was in 1916 no less than \$5,227,070 and in 1921 nearly \$3,000,000 and the value of the canneries was \$2,130,208.

### Mackerel Fishery

This fishery ranks amongst the most important of maritime industries, and has always attracted in addition to the Canadian fleet a large fleet of U. S. mackerel schooners



Lunenburg, N. S., Harbor

Showing part of the Bank Fishing Fleet, which outfits at this important port.



from Gloucester, Massachusetts, and other New England ports; but, while 30 years ago its value was almost \$2,000,000, it is now barely \$600,000. The decline was attributed to the use by American boats of the deadly purse-seine, which for a long period was prohibited in Canada; but there is no doubt, like the summer herring fishery the mackerel fishery could be enormously developed by a more vigorous prosecution, by more effective gear, and more care in curing and barrelling. Formerly three-fourths of the catch were salted and marketed as pickled mackerel, but a change has come about and now about four-fifths of the catch is sold fresh or chilled, and only about one-fifth as pickled fish, while a small quantity, a few thousand cases, are marketed in the form of mackerel.

#### Halibut Fishery

The great development of the halibut industry on the Pacific coast threatened at one time to discourage and dwarf in importance the fishery in the Maritime Provinces, but the high esteem in which this food-fish is held, and the substantial annual Atlantic catches, nearly half a million pounds each season, have maintained its position successfully. Five-sixths are secured by the Nova Scotia fishermen, and as a rule the catches are chiefly made by the cod schooners as the halibut frequent deep channels between the "Banks" or gullies nearer shore. Halibut are marketed fresh and ship well long distances if iced, but a small quantity is canned.

#### Haddock Fishery

The haddock fishery is a comparatively recent development. It is a fish that has risen in public favour, and the industry ranges in value from half a million to three-quarters of a million dollars. They frequent the more southerly waters, occurring from Prince Edward Island, along the whole N. S. coast to the Bay of Fundy. They are especially plentiful late in the season, and come close inshore, great catches being made by boat fishermen. In spring and summer the haddock are split and dried for the West Indies, but in the fall and early winter they are marketed fresh or smoked. Digby, Canso, Halifax, and other ports, have developed an important and increasing "Finnan Haddie" business, nearly 7,000,000 pounds being annually sold, and yielding returns approaching a million dollars per annum.

#### Hake and Pollock Fishery

Hake which were for long regarded as an inferior food-fish abound throughout the N. S., N. B., and P. E. Island waters, and are split and salted for the West Indian market, but the pollock is more restricted in range occurring mainly along the N. S. shores to Grand Manan, and being very plentiful about the West Isles, Passamaquoddy Bay. Pollock, like hake, are split, salted, and dried, for the West Indian market, but they are found to make fine smoked "fillets," and both these fish appear at times in the markets as boneless cod, and when well prepared they surpass in flavour genuine fillets of cod. The annual value of each of these species is between \$300,000 and \$400,000. A very profitable pollock fishery is carried on by local fishermen in the tide "rips" amongst the West Isles when the schools crowd in to feed on swimming crustaceans abounding near the surface.

#### Smelt Fishery

A very interesting and remunerative industry is carried on, for two short periods each year, in certain estuaries into which great armies of these delicious fish come, in the spring for spawning purposes, when they ascend to the limits of brackish water, and in the fall when they come in apparently for special feeding purposes. The fishery, as in

Miramichi Bay, is conducted through the ice, submerged traps called "Big Nets" with lateral leads or extended walls, being installed in the tidal water below the ice, and the bag hauled up through a hole and the catches taken out. Gill-nets and hand-lines are also used for smelt, which may be captured along the shore, especially off wharves, all the year round. The extent of the fishing operations for this small fish may be judged by the fact that between 12,000 and 13,000 smelt-net licenses are issued in a year, and the value of the catch in the Maritime Provinces in 1920 was \$748,537. In some seasons it has approached a million dollars. This is an impressive fact when it is recalled that not very many years ago these fish were unappreciated, and largely used as manure. The canning of smelts has been tried but they proved unsuitable, and became friable and "mashed up" in the can.

#### Alewives or Gaspereaux

The silvery and bony alewife ascends most streams on the coast from the Bay of Fundy round to the Miramichi River, but not further north. It is very sweet and palatable when fresh and is largely used as food especially

most exquisite flavour and quality. Large extents of the shores referred to were, it is no exaggeration to say, a continuous and prolific oyster bed. Formerly yielding nearly \$200,000 per annum, when the production was about 50,000 barrels, (as was the case twenty years ago), the yield and value have so declined that in 1920 only 17,000 barrels were yielded by all the Maritime Province beds, and the value was \$92,977. Various causes may account for the ruination of this great resource, but much harm undoubtedly arose from difficulties as to administration between the Federal and Provincial Governments, the latter claiming exclusive ownership.

#### Clam and Scallop Fishery

The clam fishery has advanced as the oyster industry declined, and in 1921 the Provinces were credited with a take of about 20,000 barrels valued at \$13,169. The esteemed scallop has been little exploited, but beds are known to occur at points all along the coast.

#### Salmon and Game Fish

There are no salmon rivers which surpass the rivers of the Maritime Provinces in the



#### Dominion Biological Station and Fishery Laboratories

This important institution is located near St. Andrews, N.B., the scene of this year's C.M.A. Convention.

by Maritime Province natives, while quantities are salted and barrelled for home use. It is much valued as bait, and the annual catch amounts to over 3000 tons, 2,600 tons being the product of New Brunswick in whose streams it abounds.

#### Shad Fishery

This highly valued species which many years ago was regarded as an inexhaustible resource, has been so depleted by over-fishing, and by exclusion from its spawning resorts, up rivers, especially by obstructing dams, that the catch fell last year to less than 20 tons. Fifty years ago the catch exceeded 10,000 barrels, and so much in demand is the shad, especially in the United States, that such a yield would now bring over \$200,000. The Shad Commission appointed a few years ago advocated extensive shad hatching as the surest method of restoring the industry.

#### Oyster Fishery

While the oyster does not occur in southern New Brunswick, the shores of northern New Brunswick, and Prince Edward Island, and some restricted areas in north-eastern Nova Scotia have abounded with oysters of the

annals of sport. Such famous salmon waters as the Restigouche, Miramichi, Margaree, St. John, and a host of others, are amongst the most productive angling waters in the world, while speckled trout, in smaller streams and the migratory sea-trout in the estuaries, afford unequalled recreation to anglers from all quarters. The striped sea bass, the tuna, and sword-fish, also occur in abundance, and tourists are year by year increasing in numbers attracted by the facilities for trying their skill with the fly, or with bait. The land-locked salmon is found in Chamcook Lakes, and other Maritime waters, and ranks amongst the finest of game fish. The sea-trout found in all the streams of the Bay of Fundy, and especially in eastern Nova Scotia, Prince Edward Island, and northern New Brunswick, are widely known for their weight and fighting qualities.

The salmon, from a commercial point of view, is important, and the catch amounts to between two million and three million pounds, caught chiefly by sedentary salmon-traps, set along the shore, or by drift-nets used chiefly along the western shore of the Bay of Fundy. The value of the commercial

(Continued on Page 88)



# Iron and Steel, a Great Maritime Province Industry

By W. F. Ingalls

(Illustrations by Courtesy of British Empire Steel Corporation, Limited)

**T**HE essential requirements of the iron and steel industry, iron ore, coal and fluxing materials, are found in abundance in the Maritime Provinces. Hence it is not surprising that the industrial wealth of this part of Canada comes largely from the manufacture of iron and steel. The development of the industry has been gradual and not unaccompanied by some disappointments and failures; but the record of the past hundred years, which covers the history of this enterprise, shows that the early manufacturers were justified in their faith.

Nova Scotia has numerous deposits of iron ores of limited extent, some of which are of considerable value, but profitable only as they complement other sources of ore supply. There are deposits in Annapolis County on the south shore of the Bay of Fundy, particularly important ones being found at Nictaux Falls. In Colchester and Cumberland Counties siderite and ankerite occur in close proximity to coal and fluxing material. In Pictou County there is one of a very high grade, but mining operations are too expensive to compete against Newfoundland ores. At the present time most of the ores used in the manufacture of iron in the Maritime Provinces are imported from the Wabana Mine in Newfoundland.

In the other necessary materials Nova Scotia is well favoured. There is plenty of limestone for flux in various parts of the Province and there are several important coal fields. The most important is the Sydney Coal-field in Cape Breton which produces an excellent coking coal very suitable for smelting purposes. In Inverness County there are other coal-beds which, like those at Sydney, extend under the sea. Pictou County contains a coal deposit covering about fifty square miles and yielding a suitable grade of coal. Another important field is in Cumberland County.

In New Brunswick several deposits of iron ore have been discovered, but the majority are as yet of little economic importance. One large mine near Bathurst was successfully operated but is not now being worked. As New Brunswick has not the coal resources of her sister province the iron and steel industry is not so important as in Nova Scotia.

## History of the Industry

Although recent years have witnessed the greatest development of the Canadian iron and steel industries, their history dates back to the French occupation of Canada. The earliest recorded discovery of iron ore was in 1667 near Three Rivers, Quebec. Although Frontenac recommended the establishment of forges and a foundry there, nothing was done until 1730, when Louis XV authorized the working of the ores and advanced 10,000 livres towards the erection of a furnace. The original license holder surrendered his rights to the Crown five years later, and in 1736 La Compagnie des Forges was empowered to erect ironworks and a furnace. Through lack of capital this company gave up, and from 1743 until the British conquest of Canada the St. Maurice Forges were operated by the Crown.

After 1760 the forges passed through the hands of various lessees and owners and were not abandoned finally until 1883. There were several other attempts made to smelt iron in different parts of Quebec but for one reason or another they were all unsuccessful up to the time of Confederation.

In Ontario also the early history of the iron industry is a record of brave attempts ending in disaster. There were many attempts made during the period from 1800 to 1879, the counties of Norfolk and Hastings being the scenes of several of them; but none of them was able to command success, and in the year 1879 there was no plant in Ontario in operation.

In the Maritime Provinces the year 1825 marks the beginning of the iron industry.



Some of the Industry's Raw Materials

Vast Piles of Ore and Limestone at Sydney, With Some Apparatus Used in Handling Them.

In that year the Annapolis Mining Company was formed, with a capital of £100,000, to manufacture iron at Clementsport, Annapolis County. Two bounties of £600 each were given by the Government for the manufacture of a certain quantity of pots, kettles and bar iron. The company built a smelting furnace, coal houses and stores at a cost of £30,000. Charcoal was used for fuel, as a large forest in the vicinity yielded a cheap and plentiful supply. Although the iron produced was of good quality, English competition was too strong, and the works were closed after a short period of operation. They were re-opened for a short time in 1861 and again in 1872 and 1873. In 1874 they passed into the hands of the New York-Nova Scotia Iron and Coal Mining Company and since that date no iron has been produced in that part of the country.

Stellarton, Pictou County, was the scene of another early attempt at iron making. The General Mining Association opened coal mines there in 1827 and built a foundry and furnace in 1829. W. J. A. Donald in his "Canadian Iron and Steel Industry", describes this attempt. "The furnace-man in charge," he writes, "was an Irishman experienced in the trade, brought over from Great Britain, but he had great difficulty in getting the metal to flow. Although eight tons of iron were made daily, an excess of phosphorus and lack of silicon made it hard and useless for foundry purposes. After fifty tons had

been made, the men got drunk one night and left the furnace to take care of itself, which it did for all time to come. In the morning the furnace was cold and the metal a solid mass."

In New Brunswick in 1848 the York and Carleton Mining Company were given 10,000 acres of land by the Provincial Government and spent \$30,000 on a blast furnace to smelt ores from a mine which had been discovered at Woodstock twelve years earlier. Misfortune attended this enterprise. After a couple of years' operation the works were damaged by fire and after they had been repaired the plant was wrecked by an explosion. The works were rebuilt by an English firm who manufactured 1,000 tons of iron during the eighteen months in which they operated. The Woodstock Charcoal

Iron Company acquired the plant in 1862 but though the iron made was of good quality the cost of production was too high and the works were soon abandoned.

The most ambitious of the early manufacturers was the Steel Company of Canada (which must not be confused with the present company of the same name). This company was formed in 1873 to purchase the mines and ironworks at Londonderry and Acadia, Nova Scotia. Dr. Siemens was chairman of the company and he proposed to use his open-hearth process for the manufacture of steel. The large sum of \$2,500,000 was expended in building modern rotatory furnaces, a melting furnace with regenerative gas-furnaces and houses for workmen. Ten miles of railway were constructed between the mines and the plant and the company also acquired the right to use the lines of the Intercolonial Railway.

Dr. Siemens made his first commercial experiment with the open-hearth process in 1874, but it was a failure. In 1876 and 1877

coke ovens were built and the first coke blast-furnace erected. The old furnaces and the steel plant were razed and a rolling mill built on their site. In 1883 the Steel Company of Canada went into liquidation, thus putting an end to the most pretentious endeavor to establish a Maritime iron and steel industry that had been launched up to that date.

About the time when the Steel Company was embarking on its grandiose schemes, another company, starting in a small way, was laying the foundations of a great success. This was the Nova Scotia Forge Company, incorporated in 1874 to continue the operation of a New Glasgow plant opened two years earlier by Graham Fraser for the manufacture of railway and marine forgings. In 1878 the plant was moved to Trenton. In 1882 the management formed the Nova Scotia Steel Company to manufacture steel by the Siemens-Martin open-hearth process and cast the first steel ingots in 1883. As the original company was the chief customer of the new concern, which in its turn was dependent on the forge for repairs and machine work, an amalgamation was made in 1892 under the name of the Nova Scotia Steel & Forge Company.

In 1888 the New Glasgow Coal, Iron and Railway Company was formed to build a blast furnace at Ferrona (North New Glasgow). Construction started in 1891 and manufacturing operations in the following



year. This company in 1894 acquired the Wabana Mine on Bell Island, Newfoundland, as the proportion of manganese in the ores around New Glasgow made them unsuitable for the manufacture of foundry pig-iron. In 1895 this company was amalgamated with the Nova Scotia Steel and Forge Company under the name of the Nova Scotia Steel Company. In 1901 the Nova Scotia Steel and Coal Company was formed to unite the Nova Scotia Steel Company and the General Mining Association, which was one of the pioneers in the industry. The Eastern Car Company was added to the amalgamated concerns in 1912.

### Dominion Steel Corporation

The history of the Dominion Steel Corporation, which was formed by an amalgamation of the Dominion Iron and Steel Company and the Dominion Coal Company in 1909, must also be studied in a view of the Nova Scotian iron and steel industry. The former company was formed by Henry M. Whitney, a Boston capitalist, in 1899. Mr. Whitney was largely interested in the Dominion Coal Company, which was dependent on the United States market for the disposal of the greater part of its product. As this market was uncertain and the closing of St. Lawrence navigation in winter rendered a Canadian market impracticable, Mr. Whitney decided to establish large iron and steel works at Sydney. The Dominion Iron and Steel Company bought the Wabana mines from the Nova Scotia Steel Company for \$1,000,000. The company had a spectacular career in its early days, and had to encounter many financial difficulties. Wages and salaries had to be reduced to carry out necessary extensions and a long strike in protest cost the company about \$500,000. In 1904 a wire-rod mill was put into operation and by the following year was supplying 85 per cent of the iron rods used in Canada. During the depression of 1907 and 1908 the company maintained its volume of business with steady employment and no decrease of wages. By 1909 the financial difficulties were straightened out and the company had a cash reserve. Since the amalgamation, which took place in the same year, industrial and financial operations have proceeded smoothly.

The latest great development in the Nova Scotian steel and iron industry is the formation of the British Empire Steel Corporation, which received its charter in 1920 with an authorized capital of \$500,000,000. This

is a merger of the Dominion Steel Corporation, the Nova Scotia Steel and Coal Company and the Halifax Shipyards. Its effect is to centralize the control of all the large profitable coal areas of Nova Scotia, the iron ore deposits of Wabana and an adequate number of limestone quarries under one management. The corporation has approximately 37 collieries with a combined yearly output of 6½ million tons, or 93 per cent of



A 4,000-ton Forging Press

Pounding out an intermediate line shaft at Nova Scotia Steel and Coal Company's Works, New Glasgow

the output of the whole Province. The iron deposits of Wabana are practically inexhaustible. The Halifax Shipyards, located at one of Canada's most important ports, is an important user of steel products and heavy marine forgings, which the steel subsidiaries in the merger are equipped to provide.

The iron and steel plants which come under the control of the British Empire Steel Corporation through the Dominion Iron and Steel Company consist of the following principal units at Sydney:—Six blast furnaces, with a combined capacity of 1,600 tons of

pig iron daily; ten 50-ton open-hearth steel furnaces; two 500-ton active open-hearth mixers; two 15-ton Bessemer converters for use in connection with open-hearth furnaces on duplex system; two hundred Otto Hoffman, 120 Improved Otto, 120 Koppers coke-ovens and 60 additional Koppers ovens under construction, all equipped for recovery of by-products, including tar, sulphate of ammonia, benzol toluol and other oils; sulphuric acid works; 35-inch blooming mill; 28-inch rail mill; Morgan semi-continuous bar and rod mill; wire drawing and nail-mills; 16-inch merchant bar-mill; 110-inch plate mill, the largest in Canada.

There are also included in the properties a Baum coal washery; electric power-plants; piers for discharge of ore and limestone, and for unloading iron, steel and other products; standard and narrow-gauge railroads, connecting all parts of the works with the main lines of the Canadian National Railway system and fully equipped with locomotives and rolling stock; an extensive system of water supply, including practically inexhaustible reservoirs; iron, brass and steel shops, foundries and forges sufficient for the maintenance and repair of all the company's works; plants for the manufacture of silica and clay bricks and slag cement; warehouses, offices and workmen's and officials' dwellings.

The ore properties on Bell Island, Newfoundland, owned by this company adjoin those of the Nova Scotia Steel and Coal Company, so that the Corporation controls the whole of the proved ore in the Bell Island deposit. The quantity of ore recoverable from this source is estimated at between 4,000,000,000 and 6,000,000,000 tons. It is the most important iron-ore reserve in the North Temperate Zone.

The Dominion Iron and Steel Company also owns limestone quarries at Marble Mountain, Inverness County, Nova Scotia, and at Port au Port, Newfoundland, capable of producing and shipping 3,500 tons of limestone daily.

### Plants at Sydney Mines

The iron and steel works of the Nova Scotia Steel and Coal Company at Sydney Mines comprise 150 coke ovens; 2 blast furnaces with stoves and other equipment sufficient for continuous operation of one furnace producing 300 tons of pig iron a day; five 50-ton open-hearth furnaces with mixer, stripper, and all necessary accessory equipment to produce 600 tons of ingots a day; Harmet

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Characteristic Scenes in Dominion Iron and Steel Company's Plant at Sydney

On the left, charging hot metal into 50-ton open hearth furnace by means of charging machine; on the right, pouring 50-ton heat in open hearth steel furnace.



# Points of Historical Interest in Maritime Provinces

Ancient Acadia rich in historical romance. Its first settlement antedates that of Quebec. Old forts recall struggle between France and England.

By W. C. Milner

District Archivist, Public Archives of Canada, Halifax

IN 1604, an expedition with two vessels was fitted out at Havre, France, to colonize Acadia. The commander of it was de Monts. With him were Champlain and Pontreincourt, a Calvinist minister, a Roman priest and about one hundred and twenty men. They spent the first winter at St. Croix Island, above the town of St. Andrews, New Brunswick, which they abandoned the next spring, transferred themselves to Digby Basin and laid the foundation of the future town of Port Royal. This was the second settlement on the continent of America the first being St. Augustine, Florida, founded in 1565, thirty-nine years before, by the Spaniards under Menendez de Aviles. Thus Port Royal antedates Quebec (1608) by four years, Boston (1630) by twenty-six years, and the Maryland Settlement (1634) by thirty years.

Eight years after its settlement the place was visited by Samuel Argall, with three armed vessels from Virginia. This brutal free-booter pillaged the town and destroyed what he could not carry away. The next year, (1615) Pontreincourt, the governor of the town, and his son, Biencourt, inherited the seigneurie and became the third governor. At his death (1624) Charles de La Tour became fourth governor.

At this period Sir William Alexander, Viscount Stirling, appeared on the scene armed with authority from James 1st of England. His scheme was to divide Nova Scotia into fiefs or baronies, giving the owners hereditary titles. Thus originated the baronets of Nova Scotia. His plan was to give to one hundred and fifty gentlemen grants of land six miles by three in Nova Scotia, in consideration of colonization services. In ten years, between 1625 and 1635, one hundred and seven of these baronets were created, thirty-four being in New Brunswick, fifteen in Nova Scotia, twenty-four in Cape Breton and thirty-four in Anticosti. Two hundred and eighty were in all created, one hundred and fifty still exist; such a wholesale appeal to human vanity was probably never before made, but before the recipients of these titles and honors could organize colonization forces, the whole scheme was shattered by war.

While Sir William Alexander was making baronets, Cardinal Richelieu was busy. He organized an association called the Company of New France,—consisting of one hundred gentlemen. Amongst them was Champlain and de Razilly. Louis XIII, gave the Company two vessels of war. Twelve of the members received patents of nobility. The Company was given almost national powers and they proceeded to make Acadia a French Colony. War broke out between the two powers (1627) and five years later Charles I. concluded peace with France restoring Acadia to France on condition that the King of France pay over 400,000 crowns of the dowry promised Queen Henrietta Maria, long overdue. This ended the dreams of Sir William Alexander, Earl of Stirling. In 1628, he brought seventy colonists to Port Royal and established the Scotch Fort opposite Goat Island, five miles below the town. There is no trace of this fort today.

Acadia is a land of romance; the country that produced Roberts, Carman, Haliburton and DeMille could not be otherwise.

## The St. John Valley

The St. John River is one of the richest fields in America for historic research and romance. In prehistoric times, it was a highway of fleets of war canoes or of Indian hunting parties from the interior of the Bay of Fundy. Contemporary with the first settlements on the continent it became a home for

court, was lord of Meductic; Matthieu d'Amours, sieur de Freneuse, was master of a great territory at Jemseg, and Bernard d'Amours, sieur de Plaine, had his domain on the Kennebecasis.

## Capture of Port Royal

In 1710, an expedition was fitted out in Boston to capture Port Royal. It consisted of 3,400 men under the command of Colonel Nicholson. It arrived before the Fort on the 24th September 1710. Subercase, the commander, a gallant officer, was totally unable to resist such a force and he capitulated on honorable terms, with the stipulation that his force, 300 men, should be placed on transports and returned to France. Since the day of surrender to the present the British Ensign has waved over the town.

The Treaty of Utrecht between the two crowns was signed three years later. By it France relinquished Acadia to the English. It was provided in the Treaty that the French Acadians should have a year to decide under which flag they should live and, if they decided in favor of the French, they could remove with their personal property and have the right to sell their real estate. A few of them actually did accept this provision, and moved but the main bulk of the people did not.

It has been claimed that they were "jockeyed" out of leaving by the English officials, by pleas more or less specious. There is too much truth in the claim. The English command did not want them to vacate their lands, for two reasons,—they could supply the garrison with farm products, and if they emigrated to the French Colony of Cape Breton, they would from there be threatening the security of the English establishment on the main land. On the other hand, the Acadians evinced no real desire to leave; they were happily situated, living their own lives without interference from the masters of Port Royal, paying little or no taxes, and served by their own priests. They were a fine class of pioneer settlers; the men were domestic in their tastes; the women laborious and faithful. As divorce and race suicide were unknown they multiplied rapidly. The only disturbing influence was the frequent visits of raiding parties of Indians and Canadian militia from Beausejour investing or attacking Port Royal. The Indians are described as making themselves hospitably at home in the Acadia settlements as long as provisions held out.

While the Acadians of the Valley may have sympathized with these attempts to drive the British as an alien race from Acadia, we have the testimony of Paul Mascarene who was personally familiar for thirty-nine years with their struggles, that these people were peaceful and law abiding. But the people of Boston were rudely awakened to the slender string they held on Acadia when they learned in the mid-winter of 1747, that the command of Colonel Noble, then billeted in scattered Acadia houses at Grand Pre had been practically wiped out by a force from Beausejour. They then realized that they could not hold a country inhabited by a hostile people unless they consented to become citizens and took an unconditional oath of



Statue of Evangeline  
Standing in the Memorial Park  
at Grand Pre, N.S.

traders, adventurers, prospectors and settlers—and later on, the scene of conflict between the two powers, contending for supremacy in Acadia. Places like Meductic, Auc Pague, St. Anne's, Nashwaak, Jemseg and Boisbert's Point, (Woodman's Point) fill local history with moving incidents by flood and field. The latter place had been an Indian stronghold, but was converted by the famous French captain into a palisaded fort, from which his militia companies, with Indian allies, were constantly on the move against their British enemies. Two generations previously the brothers, d'Amours, were settled on the St. John as seigneurial lords, with domains larger than a German principality. Rene d'Amours, sieur de Clignan-



maintain the theory that he was purely a spiritual father of these people and left earthly matters to military and political leaders. Possessing no schools, the Acadians were necessarily a very illiterate people; with only a rare exception could they sign their own names; it was but natural that they should depend upon their priests for guidance in secular matters as well as spiritual and when the latter, either from orders from their spiritual heads, or without such orders, from their own impulse, permitted these attacks, buoyed up by the expectation that the country would ultimately be re-conquered by the French, they were largely guilty of the ruin visited upon their own people.

It is certain if the people had been willing to take the oath and establish their citizenship, at any time before the order of expulsion was made, so ruthless an act would never have been adopted. The consolidation in mixed communities of any one race for political or industrial purposes always has and always will provoke retaliatory measures and lead to strife. During the first hundred years of its existence Port Royal was captured or recaptured fourteen times; during the next forty years it was always threatened and sometimes besieged by the Indian allies of the French.

There are many historic spots between Annapolis Royal and Halifax. Bloody Creek near Bridgetown, where a small British Command was wiped out in 1714, is one. Grand Pre, is another; from it the Acadians took ship in their expulsion; there the French Willows are reminders of the old regime and there the C. P. R. and an Acadian Society have commenced memorial works. This is the scene of Longfellow's tale of love and sacrifice. On the hillside, within a stone's throw is the grave of Col. Noble and his men—yet unmarked by any monument.

Further in crossing the Arm, at the town of Windsor, is seen the heights on which old Fort Edward stands. This is the Pisiquid noted in the old French Chronicles.

#### Louisburg

By the Treaty of Utrecht, 1713, the Island of Cape Breton remained under French rule. It became the policy of the French government to make that a rallying place for the Acadians and their Indian allies and from there to control the fisheries of the coast as well as the fur trade. Accordingly Louisburg came into existence and for thirty years the work of fortifying it steadily proceeded until the people of Boston, deeming it impregnable, called it the "Dunkirk of America". Its works were planned by Vauban. The town was more than two miles in circuit, was surrounded by a rampart of stone from thirty to thirty-six feet high and

a ditch in front eighty feet wide. It was defended by six bastions and three batteries containing embrasures for one hundred and forty-eight cannon. A powerful battery was planted on an island at the entrance to the harbor and at the bottom of the harbor another one carrying heavy guns.

Governor Shirley of Massachusetts, gifted with almost as visionary a mind as Sir William Alexander, conceived the idea of capturing this mighty fortress with a force of farmers and traders from New England under the command of Mr. (later Sir) William Pepperell. Obtaining authority from the General Court he secured 4,000 volunteers and thirteen armed vessels. The expedition reached Louisburg as the ice was breaking up early in April. Its appearance took the town entirely by surprise. The grand battery was captured from the rear and its guns turned on the town. The island battery was enfiladed by a battery so that the out-works being captured and communication with the world outside being cut off, Du-Chambon, the Governor was forced to yield to the demands of his garrison,—numbering in all nineteen hundred men and on the 17th surrendered.

The capture of this stronghold by a body of untrained and undisciplined men is regarded as one of the most remarkable feats in the history of warfare. The Treaty of Peace in 1748, restored this fortress to France, to the anger of the people of New England. In 1758, Pitt determined on its recapture. The command was given to Sir Jeffry Amherst with three brigadiers, Wolfe, Lawrence and Whitmore, and a land force of twelve thousand men. The force arrived there early in June and the siege was carried on with such vigor and success that the fortress capitulated on the 27th of July. The garrison consisted of about five thousand men.

Of the once impregnable fortress little remains today. It is the grazing ground for sheep. Time and the unfriendly hand of man have combined to despoil its walls of stone and masonry and there only remains now the bomb-proofs, also fast disappearing. In 1760, the demolition of the fortress had been decided upon and so well did the sappers and miners do their work and so well has time aided them that the exact sites of the hospital that stood within the Fort, the nunnery, church and Governor's quarters, together with the outer walls and ramparts, can hardly be traced. The burying ground is overgrown and forgotten and only an occasional mound or broken stone marks the resting place of the people who lived and took part in the struggles that ended in British supremacy. Sometimes treasure trove is found in the shape of old muskets and cannon balls, but everything else has disappeared and

the only relic remaining is the chapel bell which rang out over the fortress calling the people to mass and which still, in the town of Chester, Nova Scotia, sounds out the call to prayer.

It is not creditable to the Canadian Government that no care has been taken to preserve such historic spots as Louisburg, Fort Cumberland and Fort Edward at Windsor, which are of educational value and bear testimony to the prowess and courage of the two contending nations.

#### Beausejour (Fort Cumberland)

Whatever the national jealousy that existed between the Courts of Versailles and St. James, it was a hundred times intensified between Quebec and Boston. The fisheries and fur trade were the real bones of contention. Nearly all the expeditions against French rule in Acadia were fitted out in Massachusetts Bay. The first capture of Louisburg, the capture of Port Royal and that of Beausejour were by colonial levies, while the removal of the French was executed by the same forces.

The capture of Beausejour (Fort Cumberland) was effected by 2,100 men specially enlisted and which sailed from Boston on the 22nd of May 1755, in three men-of-war and thirty-three transports. On 3rd June, they anchored in the Basin below the Fort; on 5th, the attacking force moved up the right bank of Missisquoi river, four miles to Point de Bute to a ford where the French had erected defensive works. A brief engagement took place there, when the French were dislodged and the colonials were enabled to gain the heights in the rear of the Fort.

The French Commandant, M. Virgor (the same officer who had command at Wolfe's Cove, Quebec, when that place was captured thirteen years later)—had only four hundred and fifty men, French soldiers, Acadians and Indians to dispute their passage at Point de Bute. Some twelve hundred Acadians capable of bearing arms were summoned by him, but a large number being from the English side of the Isthmus and dreading reprisals, did not respond. La Louffre was present and did all that was possible to stiffen the defence, but as Drocour, the commandant at Louisburg had sent a messenger with the word that he could afford no relief, a surrender seemed inevitable. On the 16th, the contest was brought to an issue by a shell, which broke into a casement, where Ensign Hay, a prisoner captured on the 8th, and four French officers were taking breakfast. Of these Hay, and Messrs. Rambrant, Fernaud and Chevalier de Billy were killed. This event created a panic and Virgor wrote to Moncton for forty-eight hours of cessation to arrange

(Continued on Page 88)



Scene within the Ramparts of the old Fort at Annapolis Royal



# The Industrial Importance of Sydney and District

Centre of a populous area, producing half of Canada's normal production of coal, iron and steel

By R. V. Sharp

**S**YDNEY city lies on the south side of Sydney harbor in the approximate centre of a somewhat oblong-shaped area of two to three hundred square miles, comprising what is known as the Sydney district.

North and west across the harbor lie the towns of North Sydney and Sydney Mines and several other smaller towns and villages. The Nova Scotia Steel and Coal Company has its blast furnaces and coke ovens at Sydney Mines and its collieries are scattered through this section of the district. On the other side, south and east from Sydney lie the towns of Glace Bay, New Waterford, Bridgeport, Caledonia, Dominion and other towns and villages mainly grouped about the pitheads of the Dominion Coal Company.

At both ends of the oblong-shaped district, where it skirts the coastline, are fishing villages, and a certain percentage of the population is also agricultural.

Through this district, the central city stretches its transportation tentacles, bringing the outlying sections into close touch with the centre. It is the terminus of two railway systems running in opposite directions, east and west, out through the ends of its oblong district. The tram lines for Glace Bay and the adjacent towns, pass the wharf where the ferry for North Sydney docks. That spot is only five minutes' walk from the railway terminus. Compactly in the very heart of the city lie the inner ends of rail, electric and water transportation systems which bring any part of the district within an hour's ride of the centre of the city.

## The Sydney District.

This district contains from 90,000 to 100,000 people or approximately one-fifth of the population of Nova Scotia. Of these from 25,000 to 30,000 are concentrated within the city limits; 20,000 more live at Glace Bay, the largest town in the Dominion, and the remainder in populous towns and villages all directly connected with some of the efficient transportation systems running out of the city.

The industrial payroll in this district in 1920,—including the city payroll,—was, in round figures, \$30,000,000. Two-thirds of the provincial revenue of Nova Scotia comes out of this district. Seventy-five per cent of the coal produced in the province and nearly forty-five per cent of all the coal mined in the Dominion of Canada, comes out of this district. The annual normal production of coal is six million tons.

There are 18 operating collieries in the Sydney district, owned by the Dominion Coal Company and the Nova Scotia Steel and Coal Company, both of which companies are now united with the Dominion Iron and Steel Company under the British Empire Steel Corporation, with its head office at Sydney. It is estimated that, under the crust of the Sydney District something like eight billion tons of coal still remain to be extracted.

This coal, in addition to being of excellent quality, is of superior value because it is the only coal deposit on the Atlantic coast of either American continent, lying on tide water. Incidentally and as a corollary of that fact, Sydney is the only port on the Atlantic coast where ships may be bunkered by the simple process of dumping.

The commercial importance of Sydney city as the distributing and market centre of this district is at once apparent. Ordinarily the outlying towns or suburban districts of the average city are of a more or less parasitical nature, drawing their wealth and importance from the central municipality. Exactly the opposite is true with relation to Sydney. The surrounding district and the adjacent towns are contributing sources of revenue to the business of the city.

## Transportation

The efficient transportation systems, centered at Sydney, by which the district is threaded, make it to all intents and purposes, one big city,—the largest and strongest retail buying market east of Montreal. Over 20 wholesale warehouses are located in Sydney to handle the business of the district, in addition to a number of local firms doing a wholesale business. The annual normal turnover of the city's wholesale trade is in the vicinity of \$10,000,000.

The self-supporting nature of the towns and villages throughout the district, in co-relation with the independent industries of the city itself, accounts for the comparative measure of well-being maintained in Sydney during the worst of the post-war depression period. Conditions in this city have been uniformly sounder than conditions in other industrial centres throughout the country, since the process of deflation commenced in 1920.

## Sydney Harbor

With the location of Sydney in its immediate locality thus outlined, it is easier to appreciate Sydney's position in relation to established trade routes and the foreign markets.

Sydney lies on the south arm of Sydney harbor, an unobstructed land-locked basin with ample anchorage to float the combined navies of the world, and deep water right to the shores. The entrance is wide. Northerly it is within a day's journey of Newfoundland; westerly it commands a water route to within 600 miles of Winnipeg; easterly and southerly it is nearer to the ports of Europe, Africa and South America than any other north Atlantic port on this side of the ocean.

Sydney harbor is 200 miles nearer Liverpool than Halifax; 795 miles nearer to Liverpool than New York, and 590 miles nearer than Boston. The importance of these facts in relation to its coal deposits and steel industry is apparent. Their potential importance in relation to the establishment of new industries is only beginning to be realized.

During the war years, when practical utility counted above everything else, Sydney harbor was one of the four ports picked by the Allied governments as shipping bases on this side of the Atlantic. Described by Admiral Sims as one of the 'gateways of America', it sheltered, bunkered and sent forth convoys, freighters and mine sweepers in addition to its regular shipping. According to the Customs returns of 1919, more shipping cleared from Sydney harbor in that year than from any other Canadian port on the Atlantic coast, including Halifax and Montreal.

From North Sydney, regular connection is maintained with Newfoundland by the boats of the Reid Steamship Company. From Sydney the Bras d'Or Steamship Company and the Coastal Steamships link

up the city with the towns and villages along the Bras d'Or Lakes and about the coast of Cape Breton Island. Regular bunkering of ocean steamers is accomplished at the coal piers of the Dominion Coal Company at Sydney and the Nova Scotia Steel and Coal Company at North Sydney.

## Sydney's Industries

Sydney is the newest of Canada's industrial cities. Founded a century and a half ago by Loyalists from the southern colonies; twenty five years ago it was a little town of less than three thousand inhabitants. To day it contains the largest steel plant in the Dominion, foundries, engineering works, wood working plants, aerated water plants, establishments for the manufacture of fertilizer, coal tar and associated products, a marine railway of 10,000 ton capacity and numerous smaller industrial developments. These constitute the city's individual claim to industrial importance. Great as have been these developments of the past twenty five years, those who know the city and district feel that only the fringe of industrial possibilities has been touched.

## The City's Steel Plant.

The plant of the Dominion Iron and Steel Company covers 725 acres in the heart of Sydney city and is two miles in length. It comprises everything necessary to handle iron and steel manufacture in all stages 'from ore to finished product'.

The Dominion Iron and Steel Company maintains six blast furnaces at Sydney, with a yearly capacity of 550,000 tons. For the making of steel the company maintains ten 50-ton and two 100-ton open hearth furnaces, with a supplementary plant of three 12-ton Bessamer converters and the usual auxiliary equipment. This plant has an average yearly productive capacity of 424,000 tons of steel. Of actual manufactured steel products,—or what are technically known as rolled products,—the company's maximum production in the past has been 325,000 tons annually.

In addition to the main plant required for the smelting of iron from ore and the making of steel and steel products, the company maintains a huge plant for the making of coke to be used in the furnaces. The present coke ovens which cost in the vicinity of \$8,000,000, have a yearly capacity of 825,000 tons. This coke oven plant, like the blast furnace section, is the largest in Canada, and in equipment is equal to any in North America.

## The Collection of Raw Materials

All the raw materials for the operation of this steel business lie practically at the doors of the plant. Iron ore is brought from the company's Wabana mines, off the coast of Newfoundland, a day's journey by water from Sydney. Limestone, used as a flux in the furnaces is obtained at the company's quarries in Cape Breton and Newfoundland. Coal, of course, is obtained in the Sydney district within a few miles of the plant. To maintain its capacity production, when running on full time, the company requires 1,100,000 tons of ore annually, 720,000 tons of limestone and one and a half million tons of coal.

The physical plant of the Dominion Iron and Steel Company includes a new \$5,000,000



ship plate mill completed two years ago, and ore-discharging and shipping piers on Sydney harbor, side by side with the piers of the Dominion Coal Company. Iron ore and limestone from Cape Breton and Newfoundland deposits is landed at one end over the piers on Sydney harbor, coal comes in at the other end direct from the pitheads a few miles away. Shipments are discharged both ways, over the piers at Sydney and overland to the piers at Louisburg, 40 miles away. The plant is linked up with the collieries and Louisburg piers by the Dominion Steel Corporation's private railway system. Practically one half of the steel industry of the Dominion is located on these 725 acres in the heart of Sydney city, and it is so designed that, as shipbuilding and trade develops, the result of that development will be felt through all sections of the plant, extending out into increased activity in the adjacent coal areas.

#### Products and By-Products

The Dominion Iron and Steel Company turns out rails, billets, wire rods, bars, drawn wire, barbed fencing, nails and staples of all kinds, and, in its by-products department, sulphate of ammonia, sulphuric acid, 'Bengas' motor fuel, benzol, toluol, etc. The company also maintains its own brick and cement plants for construction and repair work.

The full annual supply of coal tar—amounting in normal years to seven million gallons—is purchased from the Dominion Iron and Steel Company by the Dominion Tar and Chemical Company, whose plant is immediately adjacent, and converted into pitch, creosote, carbolic acid, naphtholene and smaller products. The Steel Company's open hearth slag is taken over at the plant of the Cross Fertilizer Company in the city, and manufactured into basic slag fertilizer. The Steel Company itself, maintains a complete slag

crushing plant to handle the slag output of the blast furnaces, a large quantity of which was used last year by the Nova Scotia Highways Board for road surfacing, with excellent results.

#### A Few Big Things

On visiting Sydney, the large industrial and engineering accomplishments of the city and district are not apparent to the casual eye. Some of these things have been already mentioned, but they will bear repetition. The city contains the largest steel plant, the largest blast furnace battery, the largest coke ovens plant, the only ship-plate mill and the finest coal-shipping piers—with an hourly capacity of 1000 tons—in Canada. The head offices of one of Canada's greatest industrial corporations are located here. The biggest coal mine in the world lies just outside the city at New Aberdeen. Under the waters of Sydney harbor and out into the Atlantic ocean stretch submarine coal shafts, running in some cases, more than two miles out to sea. Cut the Sydney district off the map, and you cut Canada's normal production of coal, iron and steel, practically in half.

Highly developed as the industrial activity of the Sydney district is, the full potentialities of Cape Breton island are still practically untouched. Its complete area is 3,704 square miles, while the area of the Sydney district is less than 300 square miles. Yet the latter section contains 100,000 people out of a total population of approximately 122,000. Of the remainder of the island, government experts estimate over one and a half million acres are still occupied by virgin forest. What the mineral value of these areas may be, it is impossible to estimate since no adequate survey has ever been made. Every move toward increased devel-

opment in the island, means increased business and development in Sydney.

Sydney lies in the centre of one of the most historic locations in North America. The coasts of Cape Breton Island were frequented by Norse rovers in the tenth century; the island was named by Basque fishermen who crossed the ocean in pursuit of whales a hundred years before Columbus discovered America. During the reign of Elizabeth more than two hundred vessels followed the fisheries off its coasts. For half a century Vauban's 'impregnable' fortress at Louisburg was the guardian of French power in Canada and the home of French privateers. It cost the English two wars to finally reduce this fortress and at its final destruction, "marine insurance on Anglo-American vessels fell at once from 30 to 12 per cent". Such is the half-forgotten part Cape Breton once played in world affairs.

Fittingly enough these romantic surroundings are placed in the midst of nature's most charming and variable scenery. Bold jutting crags, steep cliffs, wooded capes and bare rocky mountains give place with startling rapidity to little green patches of upland, sheltered glens and sunny sparkling streams all through Cape Breton. The beauty of the Bras d'Or Lakes is too well known to need more than passing mention. In the vicinity of Sydney, bathing beaches, golf links, inland sailing waters, plentifully stocked fishing streams and the rugged picturesqueness of towering hills and tree-clad slopes, make an ideal summer paradise.

The eye of the motion picture man, ever on the alert for new and striking scenery, has been attracted by the environs of Sydney. The Maritime Motion Picture Company, with its studio and offices in the city, is now producing its second season of commercial photoplays made in Cape Breton settings.



**In the Heart of Industrial Sydney**

A typical scene in the Steel City, with the Coking Plant of Dominion Iron and Steel Co. in the foreground and the city and harbor in the background



# Conditions in Amherst Industries Hopeful

By R. D. Crawford

Secretary, Amherst Board of Trade

**T**HERE is no need to disguise the fact that, like all other industrial centres of any importance, Amherst has felt the stress of the trying times through which not only Canada but the whole world is passing and has of course received a severe blow, but is by no means prepared to "take the count". The spirit that placed Amherst in the forefront of maritime manufacturing will not permit of that, and, while it may take some time to make the necessary economic adjustments, the leaders of industry and business look forward to an early resumption of activities that will again warrant the appellation,—"Busy Amherst."

Some of our industries that have been partially idle for some time are beginning to show signs of activity. The Robb Engineering Works have lately secured some boiler work which will mean that a part, at least, of that fine plant will be in operation for some months. Other work is being solicited and it is hoped that the industry will be able to continue operations and to improve as time goes on.

The Canadian Car & Foundry Company Limited is at present giving employment to a considerable number of men repairing cars. This work is of only a temporary nature but it is hoped that other orders will be booked before this work is completed, and that this fine industry will continue to provide work for a large number of high class and well paid workmen.

Rhodes Curry Limited and The Victor Wood Limited apparently have been able to stand the stress of the reconstruction period better than the larger industries, in spite of the general depression in the building trades. These two concerns are to be congratulated on the splendid manner in which they have been able to secure contracts and carry on in a time when they are so much needed.

One would scarcely be surprised if, in times of unemployment and stringency, such luxuries as pianos and gramophones would suffer first, and no doubt, the market for these goods has been pretty hard hit but, to the management of the Amherst Pianos Limited, credit is due on account of the fact that they have been enabled to keep their factory running and their organization complete, which demonstrates the fact that a good article aggressively advertised will always find a market.

The Amherst Foundry Company, Limited, one of Amherst's most progressive industries, still maintains its output of high class enamel goods, furnaces, stoves, etc. This firm has done much to carry the name of Amherst into every important centre of Canada.

Perhaps one of the most firmly established of all our industries is the Amherst Boot & Shoe Company, Limited. This firm, while no doubt feeling the strain like many others, still carries on in its solid substantial way, and proves a tower of strength to an industrial community in times of stress.

The Amherst Woolen Mills Limited, manufacturing fine cloths, etc. we regret are compelled, on account of the depression in the textile trade to suspend operations for a short time but backed, as this mill is, by a strong firm with aggressive propensities, we are confident that the idleness will be of short duration.

The Christie Trunk & Bag Company and the Dominion Manufacturers, Limited, manufacturing trunks, bags, funeral supplies etc., maintain their usual output and demonstrate

the worth of the smaller industries to a community.

Other smaller industries including The McLean Milling Company, Taylor & Tennant, Bidsen Limited, etc. are able to do business in much the same manner as in former days, and taking the situation as a whole, industrial conditions are not as bad as might be at first imagined.

While Amherst prides itself on its manufacturing propensities we, by no means, depend upon manufacturing alone for our prosperity. Thousands of acres of the finest dyke lands lying along the borders of the town are a source of wealth that must not be overlooked.

The geographical location of the town is such that business houses find it an ideal

town in which to locate and travellers are beginning to realize its advantages, as never before, as a place to make their headquarters. In addition to the location, our splendid schools, and churches, well paved streets, wise and careful civic administration etc., are attracting numerous families. Many retired farmers have within the past few years brought their families and their earnings to spend their declining years among the advantages that abound within our gates.

The pessimist may say that Amherst is dead but the undaunted courage of the pioneers of business and industry laid a foundation that shall not so easily fall to decay, even though the edifice, reared upon those foundations, should be shaken and shattered by the stress and strain of general business demoralization; even then the foundations so well and truly laid would remain and in time would give rise to a greater and finer edifice than before, but the spirit of Amherst ever urges forward, and though swayed by the storm, will not be broken but emerge all the stronger for having faced the tempest.

## Effect of Tariff on Prices to the Consumer

F. W. Stewart, of Montreal, in a practical address  
refutes several erroneous contentions

**A**LUCID address on "The effect of the Tariff on prices to the consumer", was delivered recently by F. W. Stewart of Cluett, Peabody & Co. of Canada, Limited, before the Liberal-Conservative Association of Montreal. Mr. Stewart dealt with the subject practically, instancing the experience and policy of his own company in refutation of the various erroneous beliefs and misunderstandings which exist in the popular mind with regard to the Tariff.

Referring to the opinion, frequently expressed, that the higher the tariff, the higher are prices to the consumer, he declared that "any Canadian manufacturer who undertook to take advantage of the tariff to mark up his selling price could not continue in business as he could not sell to advantage against his competitors."

"Every manufacturer strives to have a healthy annual growth in volume of sales," he explained. "Increased volume means lower cost of production. Lower cost of production means lower prices. Lower prices mean increased sales. Increased sales mean lower cost of doing business."

"High prices mean smaller sales; smaller sales mean lower production. A manufacturer can show better results from small profits on a large volume of sales, than large profits on a small volume of sales. Therefore it is to the advantage of every manufacturer to be in a position to mark his prices as low as possible. I have a fair knowledge of manufacturing conditions in Canada and I can say without hesitation that the selling prices of Canadian manufacturers are based upon actual cost of production."

Mr. Stewart then referred to charges that had been made that "the price of collars in Canada is the same as in the United States, plus duty and transportation charges."

"I am glad to be able to say," he declared, "that collars made in Canada by my company, under normal conditions, are made from exactly the same materials in our Canadian factories and sold to retail merchants at the same price as shipped from our American factories to retail merchants in the United States, and the retail merchants sell them to the consumer at the same price as the consumer pays for them in that country. This is a fair example of what actual conditions are as regards the effect of the tariff on prices to the consumer and I know that the policy

of my company of basing selling prices upon actual cost of production, rather than taking the matter of the tariff into consideration, is general amongst Canadian manufacturers."

Mr. Stewart emphasized the importance of the tariff when, under abnormal conditions, foreign countries sell goods under the cost of production. It was then that the tariff protected Canadian manufacturers against the necessity of selling their product on a similar basis and protected the wage-earner against the importation of foreign merchandise.

He contended that in comparing Canadian and American prices of men's and women's wear, on almost every article prices in Canada were as low or lower. This condition was only possible by Canadian manufacturers selling their product on the basis of cost of production.

To the question often asked, why a tariff is necessary if Canadian factories can produce to sell at prices which are not higher than in other countries, Mr. Stewart again instanced the case of his own company. Had there not been a protective tariff, he explained, they would not have invested several hundreds of thousands of dollars in establishing plants in Canada. The market would naturally have been supplied from the United States and at higher prices. Before their product was made in Canada, prices to the consumer were 33 1-3 per cent. higher than the price established after they began to ship from their Canadian factories.

Mr. Stewart protested against erroneous statements frequently appearing in the press and took issue with certain figures quoted by Miss Agnes C. Laut as to prices paid by western farmers for wearing apparel. He agreed with her that the solution of the farmer's problem was the establishing of industries throughout the West, which would create a local market for farm products, but asked what industries were prepared to invest capital in the Western Provinces so long as the people of the West were opposed to protection for such industries and while population was too small to permit western factories to produce at a low enough cost to enable them to compete with eastern factories. Comparison of conditions in Western Canada with those in the western states was hardly fair, as population was so much greater in the States.



# The C. M. A. in the Maritime Provinces

## An Outline of the History and Work of the Maritime Division

By L. W. Simms

Chairman, 1921-22, Maritime Division

**T**HE unique geographical layout in Canada creates problems within our borders, very similar to those faced by our Empire as a whole and for the same cause, namely the scattered and intermittent nature of its population.

There exists today not a few bodies nationally organized where keen dissatisfaction exists, especially in the areas more remote from the centre, because of the serious difficulties attacked none too successfully in making such an organization democratic in any true sense of the word.

Considering that the C. M. A. has been labelled in so many quarters as a body of domineering autocrats, it is rather remarkable that it should have solved this problem so successfully and the accusation that I have read more than once that our Association is run by a clique in Toronto, has always been a matter of astonishment to me.

Manufacturers, to stay in business at all, have to develop self-reliance to a marked degree and Maritime people are proverbially sensitive as to their prerogatives. When the members of this Maritime Division in which this combined product is found are as well satisfied with our organization as they are, it surely must be a demonstration of its democratic nature.

The organization of divisions in our Association, provided with such a large degree of autonomy is quite largely responsible for this happy state of affairs.

### History of the Division

The Maritime Division is really an outgrowth of the Nova Scotia Branch, which was organized in the year 1903, with J. R. Henderson as Chairman. The idea of including New Brunswick and Prince Edward Island was advocated at certain meetings of the Nova Scotia Branch in 1903 and also in 1912, but the inclusion did not really materialize until 1914.

Some of the matters to receive early consideration were:—Duty on coal, provincial government trade offices in London, England, building of the Transcontinental Railway, advocating a fast mail service between British Isles and Canada.

The Maritime Division was organized at Amherst in the spring of 1914 and I can well recall the enthusiasm with which that meeting was marked and the new vision that came to many of us as to what might be done by a body like ours in the way of Maritime co-operation. The development of our Division in the last eight years since then has fully justified this hope.

In perusing the record of our activities since our organization, an outstanding feature noticeable is the way in which other organizations of various natures have come more and more to look to us for guidance and initiative in co-operating along lines of common interest, such as transportation matters, workmen's compensation, etc. A large amount of the credit for this good feeling and confidence is due to the tactful and indefatigable efforts of our secretary, H. R. Thompson.

Our relationship with the parent Association has been harmonious throughout and the general policies of the Association have been loyally supported in our territory. On the other hand, we have been keenly appreciative of the fact that the Head Office has spared neither time, effort, nor expense on

our behalf when occasions have arisen, in which any of the departments or the experience or influence of the Association as a whole, could be of avail in assisting us in matters of largely local interest.

Besides the subjects already mentioned, there is no question that a very large part of the initiative and education of sentiment that resulted in the progress that has been made in the development of cheaper power, vocational education, accident prevention, fire protection, etc., has originated with our Division.

While the forces of organized labor in Nova Scotia and New Brunswick have been busying themselves at least annually with an effort to place all kinds of experiments in the way of social legislation on the statute books



L. W. Simms

T. S. Simms & Co., Limited, St. John, who was the energetic chairman of the Maritime Division during the past year

of these provinces, we have sought to proceed along the lines of education rather than legislation. We have felt it incumbent upon us in the interest of not only the members but the community as a whole to use from time to time any influence that we had to stem the tide resulting from the more radical of these energies in our legislative halls, to the extent of sometimes appearing on such occasions to almost take a negative attitude, but a very cursory glance over the record of our activities will vindicate us from any merely defensive attitude and demonstrate that we have been very definitely positive in the healthiest place for such activities, which is not in compulsion through law, but in impulsion through desire, growing out of larger vision on the part of the people. This accomplished, legislation of the healthiest kind will follow.

It is a matter of keen disappointment to a great many of our members here, that lack of hotel accommodation in our larger centres makes it practically impossible for us to entertain the Annual Convention, that we are so fortunate to have coming our way, in a place where we could have a larger share in the entertainment of our visitors. St. Andrews and the Algonquin are so nearly

self-sufficient in the completeness of provision for entertainment, as to leave comparatively little that can be contributed by our local members. We could also have desired the Convention to be held where more of our Maritime people could come in closer contact with the activities of our national organization. It is likewise a matter for regret that the time has made it seem to be impractical for a large delegation to tour the Maritime Provinces and thus give us the opportunity to extend greetings not possible in the program of the Convention proper.

We are proud, however, to have such a beautiful place and hotel at which to welcome the members of the other Divisions, as St. Andrews-by-the-Sea and the Algonquin and while our Quebec friends set us a pace in royal hospitality last year that might well make us tremble in attempting to follow, it will be a new experience to be the whole show as we will be at St. Andrews; have a great hotel all to our own and thus be able to meet all our many friends in the Association in an intimate way, perhaps never before experienced during the Convention itself.

### Guelph Manufacturers Hold Successful Exhibition

During the week of May 8-13 the manufacturers of Guelph, Ontario, held an exhibition of their products that from every point of view can be pronounced an unqualified success. Practically every man, woman and child in the city and many hundreds of visitors from outside attended the show, many repeating their visits two or three times.

The drill hall and basement of the local Armouries were used for the display and these allowed space for wide aisles so that there was little crowding. Space for exhibitors was provided free of charge, the only expense incurred by them being for lighting and arranging of their own exhibits.

The variety of goods displayed was a revelation to many of the citizens. They knew the firm names before and had a vague idea of their products but they were not prepared for the quantity and high quality of articles that they came to see.

While space does not permit a complete description of all the exhibits, some of the outstanding ones may perhaps be mentioned without disrespect to the rest. The largest display both in space occupied and in variety of products was that of the Taylor-Forbes Company, Limited, who exhibited castings, anvils, heaters, lawnmowers, radiators, and many other metal goods. Dominion Linens, Limited, had a fine display of table-cloths, table-napkins, towels, etc. The Partridge Rubber Company, Limited, set off their display of tires which included all sizes from Ford to the heaviest truck with a number of stuffed partridges that added a sporting note to the exhibit. One of the most interesting booths was that of the Guelph Carpet and Worsted Spinning Mills, Limited, where a rich colour effect was produced by the heavy carpets and rugs which lined the walls.

Mention must also be made of the exhibits of the Bell Piano & Organ Company, Limited, the Dominion Casket Company, Limited, the Shinn Manufacturing Company of Canada, Limited, who have added radio equipment to their line of products, and the Biltmore Hat Company, Limited, who are turning out straw, silk and felt hats for a Dominion-wide market.

The Chamber of Commerce of Guelph, who promoted the Made-in-Guelph Exhibition is to be congratulated on its enterprise in inducing Guelph manufacturers to show the products that are bringing prosperity to the city, and on the energy that made it such a success.



# Parliamentary Proceedings at Ottawa Reviewed

Work of the House up to May 24—Quite a Number of Matters Dealt With of Interest to Manufacturers—Budget Introduced

By Industrial Canada's Special Correspondent

**T**HE labors of the Dominion Parliament since the article in the last issue of INDUSTRIAL CANADA, have dealt with numerous matters of direct and indirect importance to Canadian manufacturers.

On the resolution of Mr. Deslauriers,

"That, in the opinion of this House, in view of the fact that an act already exists for the protection of workmen against accidents while engaged in their work, it is desirable that same protection be afforded to all workmen contracting sickness while performing, or due to performance of their work or trade, inasmuch as the federal government is concerned,"

the Prime Minister pointed out that, while he personally favored such legislation, workmen's compensation acts are enacted by the provincial legislatures, and these bodies would be the proper ones to consider the extension of their acts to include sickness. The motion was then withdrawn.

When the House was considering the estimates of the Department of Trade & Commerce, the item:

"Honorary Advisory Council of Industrial and Scientific Research, \$120,000."

called for criticism on the part of H. H. Stevens, M.P., on the ground that this Council does not accomplish the work it should and would accomplish, if the provisions of the bill which was turned down by the Senate last session were carried out. Mr. Stevens asked the Minister if it was the intention of the present administration to re-introduce the bill. Mr. Robb replied that nothing would be done this session, but before next session a careful study of the work would be made, and he would then be prepared to make a statement.

J. E. Fontaine, M.P. for Hull, moved:

"That, in the opinion of this House, the Dominion Government should consider the advisability of devising ways and means for the establishment of a system of old age pensions in Canada."

He pointed out that legislation along these lines was in force in France, Denmark, New Zealand, Germany, and other countries, and that the question was an old one in the Canadian Parliament. The motion was agreed to by the House without discussion.

Mr. Church's motion that the Government accept the report of the International Joint Commission on the St. Lawrence River Waterway, and request the United States Government to join with the Canadian Government in carrying out the work, was discussed from many angles. The advantages of ocean going vessels being able to call at the lake ports, load the western harvest at Port Arthur, and bring Nova Scotia coal to the heart of the Dominion, were weighed against the immense expense of the undertaking (estimated at \$252,000,000) and the advantages which the U. S. would reap to a greater extent than Canada through water power development, the closing up of the

canal owing to ice in winter, etc. The debate now stands adjourned without a vote being reached. The same subject was under discussion in the Senate, where the Hon. J.P.B. Casgrain, speaking on the matter, said:

"Two Canadian Pacific Railways or two Panama Canals would not compare with it as to the amount of money required."

on Banking and Commerce the arguments for and against the proposed legislation were fully presented, and at time of writing conferences are taking place between the opposing factions in an effort to secure a compromise agreeable to all.

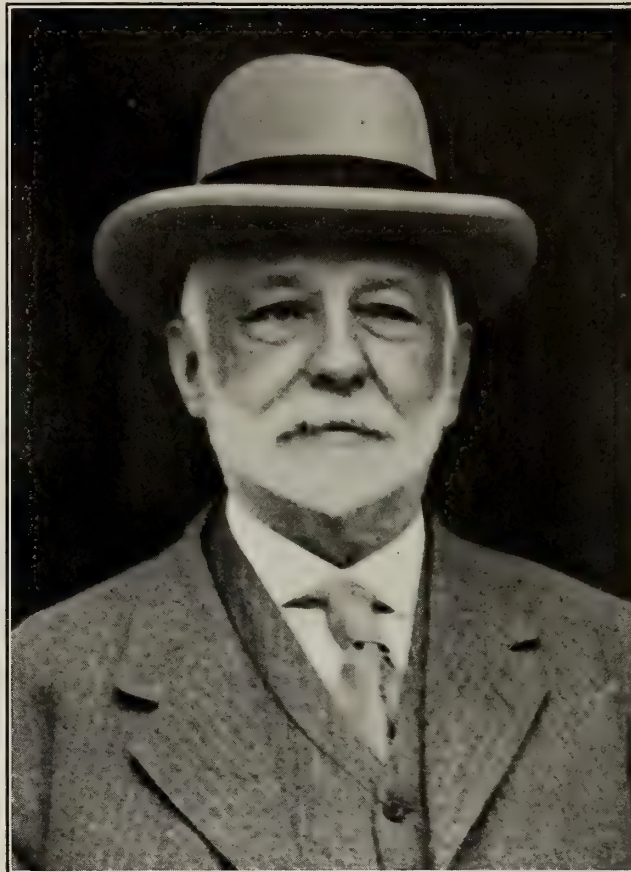
The last private members' day, Monday, May 15th, was entirely taken up with a discussion on the resolution of Mr. Neill, Independent Member for Comox-Alberni, that the manufacture and importation of oleomargarine should be suspended in Canada after September 1st next. The debate was participated in by 22 speakers, those favoring oleomargarine pointing out that there is a real demand for the product, that all other countries use it, that it is a boon to the poor man during the period of high priced butter, that it possesses a real food value, and that it is not injurious to the dairying industry, in that the sales of the commodity are very light when good butter is available at reasonable prices. Mr. Fielding, in opposing the resolution prohibiting the further use of oleomargarine, said:

"If I thought the people of Canada for the most part were fools; if I thought they were lacking in intelligence; if I thought they were incapable of judging for themselves of what they wanted and where they should get it; if I thought they needed that tender guardianship which we provide for children and Indians and lunatics—why, in that case I would vote for the resolution; because this resolution simply says that the people of Canada are not to be trusted to decide for themselves whether or not they will buy a commodity which the whole world accepts."

Mr. Neill's motion was finally negatived by a vote of 57 to 83, and the inference is that during the session the Government will enact legislation permitting indefinitely the manufacture, importation and sale of this commodity in the Dominion.

The appointment of the Select Special Committee to inquire into the effect on railway rates of a coming into force of the Crow's Nest Pass Agreement precipitated a lengthy debate, the Committee finally being appointed on a vote of 109 to 92. The first three meetings of the Committee were largely for organization purposes, and the evidence given at the fourth and fifth meetings by Mr. Beatty, Mr. Hays and Mr. Hanna has been fully reported in the press.

The Minister of Justice has introduced a bill amending the Bankruptcy Act, by providing more adequate means of relief for creditors, more satisfactory administration by courts and trustees, and incorporating phraseology in various sections to remove any doubt as to the meaning of same. In introducing his bill, Sir Lomer intimated that complete revision of the Bankruptcy Act is likely either at the next or a subsequent session of Parliament, but that any attempted radical revision at the present time would, in his opinion, tend to increase rather than decrease the difficulties in connection with the



Hon. William Stevens Fielding, M.P.

Minister of Finance in the Mackenzie King Government, whose Budget Speech, delivered on May 23, has been one of the most important features of the present session.

The question of Oriental immigration, always provocative of much discussion, was introduced on the motion of Mr. McQuarrie to exclude further arrivals from the Orient. Twenty-one speakers gave their various views on the subject, and finally an amendment moved by the Minister of Immigration, favoring "effective restriction" rather than "exclusion", was carried by a vote of 130 to 36.

Two bills introduced by the Minister of Finance amending the Loan Companies Act and the Trust Companies Act will, if passed, have the effect of prohibiting such companies from making loans or advances on the stock of industrial or other concerns which have not paid regular dividends for a number of years. Too stringent regulation of companies incorporated under Dominion legislation or charter would very likely induce such corporations to go to the provincial authorities for their incorporation. When before the Committee



present Act, which has been in force too short a time to give it a really fair trial.

A bill is to be introduced by the Minister of Agriculture regulating the sale of fertilizers by requiring the registration of each brand with the Department, such registration to be yearly renewable. When registering, the component parts and the percentage of each such component part must be stated; with the exception of basic slag and natural rock phosphate; all fertilizers must contain a minimum amount of nitrogen, phosphoric acid and potash, and must not contain over one-tenth of one per cent of anhydrous borax or other constituent poisonous to plant life. Each package of fertilizer must bear a tag or label giving the name and address of the manufacturer or importer, brand name, guaranteed analysis and other particulars which may be prescribed.

The Senate, which now stands adjourned until June 6th, has had a special committee investigating Mr. Bradbury's bill amending the Cold Storage Warehouse Act. The amendments limit the time during which goods may remain in cold storage, give to the Minister power to order out of cold storage any article when in his opinion conditions of the market warrant such action, and provide moreover that all cold storage articles exposed for sale shall be so marked that the purchaser thereof may be aware of the fact. The special committee is giving opportunity to all interested parties to present their views on the legislation. The bill if passed will undergo radical amendments before it receives the royal assent.

#### Budget Brought Down

After eleven years freedom from the cares of office, Mr. Fielding, before a crowded Chamber and galleries, rose in his place on May 23rd to deliver his sixteenth Budget.

After reviewing Canada's financial position of a year ago, the fiscal year just closed and the fiscal year into which the country is entering, he referred to the serious effect which the Fordney emergency legislation and the present permanent tariff legislation now before the United States Senate, and likely to be enacted, has had and will have upon the trade of Canada, and intimated that, with the exception of a few commodities, reduction of duties as against the United States is not, under present conditions, considered advis-

able, and consequently the bulk of the downward revision on the proposed fifty customs items would be, generally speaking, in the British Preferential tariff.

Elsewhere in this issue a detailed statement of the tariff changes is given.

The Budget discussion commences on Friday, May 26th, with the likelihood that the Agrarians will complain that the tariff reductions are insufficient and the official Opposition find fault with the failure of the Government to readjust duties for industrial concerns anxious to establish here or already established and urgently requiring adequate protection against foreign countries, whose mass production and low wage scale enables them to undersell the Canadian producer.

An effort is being made by curtailing the length of the Budget speeches and other discussion, to bring the session to an end on June 16th.

#### Confectionery Manufacturers Hold Convention

A most successful convention of the Confectionery, Biscuit and Chocolate Industries of Canada took place at the Ritz-Carlton Hotel, Montreal, on May 9, 10 and 11. It was featured by an exhibition given by associate members and consisting of supplies of all kinds, which were tastefully arranged in in the ball room of the hotel.

A. D. Ganong, Ganong Bros. Limited, St. Stephen, N. B., presided in the absence of W. Robertson, the president.

The first session was given up to the usual reports, after which a luncheon took place, addressed by Mayor Martin of Montreal.

At 2 p. m. the convention re-convened, when an address was given by G. W. Harris on "Insurance". At 2.30 p. m. a discussion was held on "Candy Day", and brief addresses were given by Geo. W. Matthews; W. H. C. McEachren; Ald. H. Hunt, and others. A very profitable discussion took place and it was decided that Candy Day should be made a permanent event in connection with the industry, and a committee was appointed to carry out the details.

In the evening, a theatre party was given at the Princess Theatre—the Convention delegates being the guests of the Toronto Association members.

At the morning session on May 10, the following officers were elected,—President, H. N. Cowan, Cowan Co., Limited, Toronto; first vice-president, E. Littler, W. M. Lowney Co., Montreal; second vice-president, F. McCormick, McCormick Mfg. Co., London; treasurer, Colin Currie, D. S. Perrin Co., London; secretary, C. J. Bodley, C. J. Bodley Limited, Toronto.

Executive Committee,—Morden Neilson, C. W. Monaghan, M. Plourde, F. O'Connor, W. Robertson, F. W. Bean, C. E. Edmonds, C. C. Wardrope, T. W. McFarland, J. H. Tabor, James Ramsay, A. D. Ganong.

Following this, addresses were given by H. M. Challenger of Toronto on "Factory Organization", and Clyde Murray of New York, on "Candy Costing". In the afternoon the delegates were the guests of the Montreal Harbour Commission on a trip to view the Harbor.

The annual banquet was held in the evening with an attendance of nearly 200. The Hon. J. M. Robb, Minister of Trade and Commerce, addressed the meeting. This address was followed by a splendid program, and a great deal of enthusiasm was in evidence. It was the most successful of the kind that has ever been held by the industry, in Canada.

On the closing morning of the convention, an address was given by Mr. Bardorf, Supt., of the St. Lawrence Refining Company on "Sugar, from soil to sack". D. E. MacVannell, editor of "Candy" gave an address on "The trade paper as an aid to industry". The committee on resolutions also made a report, which was accepted.

In the afternoon the delegates were entertained by the W. M. Lowney Company and the St. Lawrence Refining Co., at their respective plants.

It is understood on good authority that the proposed venture of the Consolidated Export Displays, Limited, to create a sample exhibition of Canadian products in London has been postponed indefinitely, owing partly to insufficient support and to the inability of the Company to acquire suitable space at the low rentals they had anticipated.



Annual Meeting Luncheon of Ontario Division



# Changes Announced in the Budget Speech

## A Summary and Explanation of the Principal Amendments brought down by Hon. Mr. Fielding

By the Tariff Department

**I**N order to inform members as promptly as possible of the changes in the tariff, sales tax and other federal taxation brought down in the budget speech on May 23, copies of Hansard were mailed to the entire membership on May 24 from Ottawa. The following constitute the principal changes announced by Hon. Mr. Fielding, with explanatory notes,—

**Sales Tax—Domestic Sales.** Where the sales tax was formerly  $1\frac{1}{2}\%$  it is now  $2\frac{1}{4}\%$ , and where it was formerly  $3\%$  it is now  $4\frac{1}{2}\%$ .

**Sales Tax—Imports.** Where the sales tax was formerly  $2\frac{1}{2}\%$  it is now  $3\frac{3}{4}\%$ , and where it was formerly  $4\%$  it is now  $6\%$ .

**Lumber.** The rates of sales tax on lumber have also been increased, and the rate is now  $3\%$  on lumber sold and delivered by the Canadian manufacturer thereof, and  $4\frac{1}{2}\%$  on lumber which is imported. There is no further tax on the re-sale of lumber.

The new rates of sales tax are effective on sales and deliveries made on and after the 24th of May, 1922.

**Exemptions Increased.** The full list of statutory exemptions will be found on page 2200 of Hansard. This list includes, in addition to the statutory exemptions of last year, the following:—

Alfalfa Meal;

Salt;

Radium;

Manila fibre for use only in the manufacture of rope not exceeding  $1\frac{1}{2}$ " in circumference for the fisheries;

Articles and materials used in the manufacture of boats bona fide built for individual fishermen for their own personal use in the fisheries;

Articles admitted to free entry under Customs tariff item 682;

Job printed matter produced and sold by printers and firms, whose sales of job printing do not exceed \$3000 per annum.

**Job Printers.** The exemption which applied last year under a ruling of the Department of Customs and Excise in respect of job printing made to the order of each individual customer has been cancelled, and job printed matter is only exempt from sales tax when produced and sold by printers and firms whose sales of job printing do not exceed \$3000 per annum. All other job printed matter is subject to sales tax, and printers and firms whose sales of job printing exceed \$3000 per annum will require to take out a sales tax license and account monthly for the tax on their sales.

### Increased Stamp Tax on Cheques and Stock Transfers

The resolutions propose to increase the stamp tax on cheques, bills of exchange, promissory notes and on postal and express money orders, to 2 cents for each \$50 or fraction thereof, and to increase the stamp tax on transfers of stock or shares to 5 cents for every \$100 or fraction thereof of the par value of the stock or shares. Bills of exchange payable on demand or at sight will still be regarded, for purposes of stamp tax, as drawn for an amount not exceeding \$1.00. These increased stamp taxes will not come into force, however, until the 1st day of July, 1922.

### Manufacturing Excise Taxes

**Automobiles; Confectionery (Candy); Beverages; Cigars;** Effective May 24th there is an

excise tax, in addition to the Sales Tax, of  $5\%$  on automobiles, adapted or adaptable for passenger use, valued at not more than \$1200 each, and a tax of  $10\%$  when valued at more than \$1200 each. On confectionery, classed as candy or as a substitute for candy, the excise tax is  $5\%$ . On ale, beer, porter and stout, the excise tax is 15 cents per gallon. On beverages containing not more than  $2\frac{1}{2}\%$  proof spirits; beverages derived wholly or in part from cereals or substitutes therefor; unfermented fruit juices and imitations thereof; carbonated beverages or aerated waters; and on all other compounded or mixed soft drinks, the excise tax is 10 cents per gallon. On cigars there is a graduated excise tax ranging from 50 cents to \$16.00 per thousand, as set out in Schedule II on page 2201 of Hansard.

On importations of automobiles and confectionery, the foregoing excise taxes are payable by the importer and where the goods are manufactured and sold in Canada the taxes are payable by the manufacturer on the manufacturer's selling price when the goods are sold by him. Automobiles in the hands of a dealer on May 24th and not sold to a bona fide user prior to that date are subject to the excise tax of  $5\%$  or  $10\%$ , as the case may be, and on such automobiles the tax is payable by the dealer.

The complete text of the resolutions dealing with these manufacturing excise taxes will be found on pages 2200 and 2201 of Hansard of May 23rd.

### Amendments to Customs Act and to Customs Tariff

**Depreciated Currency.** The legislation of last year which provided that depreciated currencies should not be appraised for duty at less than  $50\%$  of the standard or proclaimed value, irrespective of the rate of exchange, has been repealed. The resolutions provide that full depreciation may now be recognized for Customs purposes, provided there is attached to the invoice of the goods imported the certificate of some Consul or Canadian Trade Commissioner resident in the place or country of exportation, or the certificate of a bank, showing the extent of such depreciation. Where such certificates are not furnished, the collector is authorized to compute the value for duty at the rate of exchange certified by the Bank through which payment is made. See page 2192 of Hansard.

**Marking Act.** The amendments of last year to the Customs Tariff providing for the marking of imported goods has been repealed and in place thereof there has been substituted permissive legislation by which the Governor-in-Council may order that goods of any description or class, imported into Canada, shall be marked, stamped, branded or labelled, in legible English or French words, in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangement, so as to indicate the country of origin. See pages 2192 and 2193 of Hansard.

**Value for Duty.** The legislation of last year which provided that the value for duty shall in no case be lower than the wholesale price, and further that the value of new or unused goods shall in no case be less than the cost of production plus reasonable profit has been repealed.

The tariff changes and the amendments to the Customs Act are fully set forth in the copy of Hansard of May 23rd. These changes became effective on May 24th.

A statement explaining and making a comparison of these changes with the previous rates has been issued by the Tariff Department and mailed to all members.

### Effect of New United States Tariff

The Tariff Department issued on May 18, a bulletin giving a comparison of rates under the United States Tariff at present in force and under the bill now before the Senate of the United States on certain commodities. The bulletin further showed the quantity and value of the exports of these goods from Canada to the United States for the fiscal year ended March 31, 1921. The commodities thus listed represented over  $54\%$  per cent. of the total of Canada's exports to the United States for this particular year.

### Retiring Chairman Received Presentation

A meeting of the Executive Committee of the British Columbia Division on May 5, Mr. Burke, Chairman of the Legislation Committee, on behalf of the other members of the Executive and the membership of the Division at large, presented to Mr. Thomson a sterling silver tray, suitably inscribed, with cut glass decanter and six glasses, as a token of esteem and in recognition of the services rendered to members of the Association in British Columbia by Mr. Thomson during the two years he had occupied the chairmanship. Mr. Thomson, to whom the presentation was a complete surprise, made suitable acknowledgment, indicating the great pleasure and profit, he had derived in carrying out the duties of chairman, as well as appreciation of the whole-hearted support and co-operation which he had received from the Executive and the members. Mr. Thomson stated that while he expected to relinquish the chairmanship at the annual meeting to be held in a few days, his sympathy and support would always be with the Association, and that he would be prepared to work just as hard in the interests of the Association as a private member as he had done while chairman.

### A British West Indian Product of Value

One of the products of the British West Indies which was brought particularly to the attention of the C. M. A. party visiting the Islands was the lime, for which the island of Dominica is specially noted. W. H. Shapley, one of the members of the party, brought back with him a supply of limes, which were exhibited at the head office of the Association.

Apropos of the lime and its peculiar qualities, the Lancet, the well-known organ of medical opinion, gives an interesting comparison of the lime and the lemon, which seems to favor the former. According to the Lancet analysis, the lime, though smaller than the lemon, yields, weight for weight, a great deal more juice. The average amount of juice expressed from a lemon was  $37.50\%$  per cent. of its weight, whereas the lime gave  $59\%$  per cent. The lime gives more citric acid and less sugar than the lemon and the antiscorbutic properties of lime juice may be regarded as more marked than those possessed by the juice of the lemon. While the alkaline salts amount to practically the same in both fruits, yet the phosphoric acid is greater in the lime. The Lancet sums up by declaring that the lime is an excellent and wholesome fruit.

This is a British West Indian product of real value, the importation of which deserves encouragement.



# Prairie Division Reviews Year of Progress

Membership Shows Net Gain of 62  
For the Year and Now Stands at 628

**M**EMBERS of the Prairie Division held their annual meeting at the Fort Garry Hotel, Winnipeg, on the evening of Thursday, April 27, under the chairmanship of W. G. Fraser, Beaver Soap Co., Limited, Winnipeg, chairman of the Division. There was a good attendance of members and the business of the meeting was taken up after dinner had been served.

Reviewing the year's work, Mr. Fraser referred to his attendance at the annual convention at Quebec and to visits paid to branches of the Division west of Winnipeg and to the head office at Toronto. He had found that western manufacturers received every consideration at headquarters and that opportunity was given for expressing the western viewpoint at meetings of the Executive Council.

Mr. Fraser then spoke with satisfaction of the progress of the Made-in-Canada and Made-in-Winnipeg campaigns and urged that manufacturers, both east and west, get behind the movement in every possible way.

## Chairman's Address

After giving a careful review of the legislation of the year dealt with at sessions of the Legislatures of Manitoba, Saskatchewan and Alberta, Mr. Fraser referred as follows to business conditions in general,—

"The year has hardly been a satisfactory one for Canadian manufacturers. The unavoidable deflation period after the unnatural expansion due to the war has proved a most difficult experience for all business men, and manufacturers have been affected in some ways more seriously than other interests. In spite of the greatly reduced value of primary products, which form manufacturers' raw material, the cost of labor and transportation is still at a very high level, and general operating costs, particularly in the case of taxes, are even higher than ever before. I am of the opinion that, generally speaking, the cost of manufactured goods has reached the lowest possible level until labor and transportation can be secured at lower cost.

"Reports I have received within the last few days from western branches indicate that business with manufacturers in the prairie provinces west of Winnipeg has not been good, but given good crop conditions this year the situation is regarded as hopeful. Western manufacturers, including those here in Winnipeg, depend to so large an extent on the prosperity of agriculture that satisfactory progress is not to be expected until the position of the western farmer is much better than it is to day.

## Crow's Nest Agreement

"In this connection your committee believes that if we are to have a speedy return to better times in the west it is absolutely necessary that the agreement between the Dominion government and the C. P. R. known as the Crows' Nest Pass agreement, should be re-instated on July 1 next. This agreement was made with the C. P. R. in 1897 wherein the C. P. R. agreed to maintain certain rates on grain in the prairie provinces, in perpetuity, in return for a cash grant for building the Crows' Nest Pass line from Dunmore to Kootenay Landing. In order to increase railway rates to meet the high cost of operation, parliament in 1919 passed an amendment to the Railway act, setting aside the Crows' Nest Pass agreement for three

years. This in order to allow the Railway commission to increase rates, which they did in 1920. Pressure is now being brought to bear to have the power granted to the Railway commission in this amendment extended for a further period, having the effect of continuing the high rates paid on grain at the present time.

"It is to this suggestion that we offer our most strenuous opposition. Apart from the quite obvious fact that farmers must have the chance to reduce the cost of marketing their grain if they are to get a reasonable return for their work, we believe that the



Major E. G. Rogers

Canadian Rogers Sheet Metal and Roofing Co., Limited, Winnipeg

Chairman, 1922-23, Prairie Division

time has come when contracts between governments and railways must be lived up to unequivocally. There were no doubt good grounds for the abrogation of the agreement in 1919 for a limited period, but the position of the country is now such that unless the burden placed on the farmer by both low prices for his products and the high cost of operation is removed the proper economic development of the country will lag seriously behind other nations."

Mr. Fraser concluded his address with an appeal for a better understanding among different sections and interests of the country, urging members of the C. M. A. in the West to help in interpreting western ideals to those living elsewhere in Canada and to try to understand and appreciate the position and aims of their fellow countrymen.

It was moved by Major Rogers, seconded by W. J. Bulman, that the thanks of the Division be extended to Mr. Fraser for the time that he had devoted to, and the able manner in which he had conducted the affairs of, the Division during the past year.

J. M. Thompson, Beatty Bros, Limited, submitting the report of the membership committee, stated that the committee had

received more applications for membership during the past year than were obtained by any other division of the association. Moreover, the net gain, after taking resignations into consideration, was also better. This was some record for the Prairie Division. Applications for membership from 100 new firms had been received. Amongst this there were some resignations, but the net gain during the year was 62. The membership now stood at 628.

## Insurance Report

In the report of H. B. Lyall, Manitoba Bridge & Iron Works, Limited, chairman of the insurance committee, it was stated: "After very lengthy and careful investigation the committee believes that the only manner in which relief can be obtained from the excessive tolls charged by the fire insurance companies at the present time in the Prairie Provinces is by introducing some element of competition into the insurance field greater than exists today. The committee is pleased to be able to report that it is expected that, commencing May 1, such competition will be provided by an insurance company, which will then enter the field to write factory risks, and it is hoped thereby to make a material saving in the fire insurance costs to manufacturers in the Prairie Provinces."

## Transportation Report

F. E. Hamilton, in presenting the transportation report, said the committee had investigated three important subjects, General reduction in freight rates, renewal of the Crow's Nest Pass agreement and revision of freight rate classification. The committee had concluded in connection with general reduction of freight rates that the plan which was adopted when the increases were made, viz., a flat percentage, would have to be followed when reductions were made, in order to be fair to all users of freight transportation, as otherwise some would be left to carry the "bag" to the advantage of others. As for the Crow's Nest Pass agreement, it would automatically become effective again in July, 1922, unless Parliament re-enacts the amendment to the Railway Act. "Your committee," it was stated, "feels that as rates provided for in the agreement have been bought and paid for under the contract, and, that as any unusual war conditions under which the effect of the act was set aside no longer existed, that no action should be taken looking towards the renewal of the amendment to the Railway Act putting off the effect of the contract. The agreement provides for reduced rates on agricultural implements, binder twine, glass, iron and steel articles, paints, building and roofing paper, household furniture, oils and fruit from Fort William and the east to Western Canada, approximately 30 per cent. below the present rates, and rates on grain and flour to Fort William about 25 per cent. lower than the present rates."

## Freight Classification

With regard to freight classification, Mr. Hamilton stated that a western committee had been appointed to confer with an eastern committee on the question. The boards of trade in Manitoba had appointed Mr. Carpenter, secretary of the Prairie Division, who was formerly traffic officer of the Winnipeg board of trade, and had perhaps more intimate knowledge of the construction of the freight classification than any person in Western Canada, to represent them upon the western committee. This would afford members of the Association a splendid opportunity of discussing the proposed classification with the secretary with a view to obtaining fair and reasonable conditions.



W. J. Fulton, commenting on the transportation committee's report, said the only way to get back to normal times was to repeal everything in the way of measures that were introduced to meet special war conditions. The Crow's Nest Pass agreement ought to be reinstated. It was the Magna Charta of the farmers in connection with grain rates, and the manufacturers should be behind them in securing its reinstatement.

T. R. Deacon congratulated the chairman on his excellent report, and spoke in praise of the other reports, describing the increase referred to in the membership report as phenomenal considering the conditions. As for the Crow's Nest Pass agreement it had become "almost a gospel" for the C. P. R. to claim that, without being questioned at all, it should be entitled to pay 10 per cent.

#### Criticizes C. P. R.

"I never could quite see the logic of that company regarding itself as a holy institution, reserving the right to earn 10 per cent. dividends, when all the rest of the people in the country have to do the hardest scratching to make things go on at all," said Mr. Deacon. "I don't think the company will get the people very much longer to swallow that doctrine as being infallible." As Mr. Fulton had said, the prosperity of the agricultural industry was a vital matter for the west. Unless the farmers were successful no other people in the west could be successful. It was the duty of the manufacturers, as well as good business, to assist the farmers in every reasonable and legitimate way to make agriculture successful.

On the motion of Mr. Deacon, seconded by M. F. Christie, votes of thanks were given the president, the chairman of committees and Secretary Carpenter for their services.

#### Vice-President a Visitor

C. Howard Smith, president of the Howard Smith Paper Mills Limited and second vice-president of the Canadian Manufacturers' Association, said that business in the east largely depended on the success of farming in the west, and that this was being realized more and more by people in the east. He was glad to say that business in the east was improving. All manufacturers in the east were reporting better orders. So far the orders were not very large, but they were better than at this time last year. In regard to the paper industry, plants were running to 80, 90 and 100 per cent. capacity. He was quite convinced that business was on the upgrade.

J. A. Banfield, president of the Dominion Retail Merchants' Association in discussing the sales tax proposition, expressed strong opposition to the retailers being called upon to collect such a tax on goods they had sold. If any such tax were imposed, it should be taken care of by the manufacturer and wholesaler and passed on to the retailer and the consumer in the ordinary way. Otherwise the greatest confusion would arise and the retailer would be subjected to all kinds of trouble. He wholeheartedly supported the "Made in Canada" and "Made in Winnipeg" campaigns and urged that everything should be done to foster home industry. Indeed, he would like to see the Dominion government appropriate \$500,000 for investigating why certain imported goods were not made in Canada. A little encouragement like this from the government would go a long way towards stimulating Canadian industry.

Reports of the nominating committee were adopted, resulting in the election of the following officers and committees for 1922-23:

#### New Officers

Chairman,—Major E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co., Limited, Winnipeg.

First vice-chairman,—W. A. Lawson, Bemis Bros. Bag Co. Limited, Winnipeg.

Second vice-chairman,—H. B. Lyall, Manitoba Bridge and Iron Works Limited, Winnipeg.

#### Executive Committee

Executive Committee,—J. Cameron, Gallagher Holman, Limited; L. A. Wilson, Anthes Foundry Co.; C. F. Creighton, Rawleigh Medical Co.; E. R. Dowdell, Great West Saddlery Co.; H. Bell, Canadian Glove Co.; John Hadden, Hadden Manufacturing Co., Ltd.; J. L. Costello, Woods Manufacturing Co., Ltd.; O. E. Flanders, Acme Paper Box Co.; L. R. Baker, Burgess Batteries Co.; H. C. McMartin, Western Steel Products, Ltd.; A. A. Ryley, Canada Bread Co.; John Stovel, Stovel's Limited; A. T. Wilson, Acme Sash & Door Co. Ltd., W. S. Kieley, Ford Motor Co.; J. H. Parkhill, Parkhill Bedding Co.; M. F. Christie, G. F. Stephens Co.; S. A. Campbell, Rowland & Campbell, Winnipeg; A. L. Welton, Gregg Manufacturing Co.; E. B. Reynolds, Reynolds Moore & Bentz; Chas. Watson, Great West Saddlery Co.; Regina; R. L. Cushing, Cushing Millwork Co., Moose Jaw; A. I. Turnbull, Canadian Fairbanks Morse Co.; Geo. Preston, Lake of the Woods Milling Co., Medicine Hat; R. J. Hutchings, Great West Saddlery Co., Calgary; W. H. Sheppard, Edmonton Brewing & Malting Co., Edmonton; H. Singleton, Brandon Heating & Plumbing Co., Brandon; F. J. C. Cox, O-Rib-O Manufacturing Co.; A. E. Lewis, Prairie City Oil Co.; William Martin, Manitoba Gypsum Co.; Dr. Joseph Murray, Crescent Creamery Co.; E. G. Parker, Royal Crown Soap Co.; Frank Shea, McDonagh & Shea; W. S. Cameron, Metal Shingle & Siding Co.; T. Fernie, Northland Knitting Co.; C. C. Wardrope, Paulin Chambers Co.; G. H. Campbell, Todhunter, Mitchell & Co.; John Horn, Western Canada, Flour Mills Limited; L. R. Barrett, Vulcan Iron Works; C. N. Larson, Gutta Percha; Rubber Co., Limited, Winnipeg.

#### Insurance Committee

Insurance Committee,—H. B. Lyall, Manitoba Bridge & Iron Works; C. C. Wardrope, Paulin Chambers Co.; J. Horn, Western Canada Flour Mills Co.; H. L. MacKinnon, H. L. MacKinnon Co. Ltd.; J. Edward Barlow, Sterling Manufacturing Co.; W. L. Salmon, Picardy Candy Co.; W. A. Straith, Western Elevator Motor Co.; T. A. Harp, North Western Brass Co.; H. L. Wilson, Wilson Stationery Co.; J. S. Menzies, Stewart Sheaf Loader Co.; Major Ackland, Westwood Limited; Wm. Martin, Manitoba Gypsum Co.; A. L. Welton, Gregg Manufacturing Co.; H. M. Farley, Garry Mfg. Co.; R. L. Cushing, R. L. Cushing Millwork Co., Moose Jaw; A. Mihalko, Saskatoon Pure Milk Co., Saskatoon; A. R. McDiarmid, McDiarmid & Clark, Brandon.

#### Transportation Committee

Transportation Committee,—L. C. Stephens, G. F. Stephens Co.; J. D. Cameron, Gallagher, Holman, Ltd.; N. J. Breen, Lake of the Woods Milling Co.; T. J. Merrett, Farmers' Advocate; E. G. Parker, Royal Crown Soaps; William McKay, Codville Co.; W. J. Fulton, Dominion Radiator Co.; J. Minnhinnick, Cockshutt Plow Co.; J. A. Pottruff, Walter Woods Limited; A. Dobbs, Canada Dry Cells; C. Moody, Auto Lite Gas Co.; D. Bowman, David Bowman Coal Co.; H. Vermilyea, F. J. Willwood & Co.; K. J. Smith, North Star Oil Co., Winnipeg; T. Reynolds, Quaker Oats Co., Saskatoon; W.

J. Harper, Robin Hood Mills, Moose Jaw; William Innes, P. Burns & Co., Calgary.

#### Membership Committee

Membership Committee,—R. H. Warden, Winnipeg Furniture Co.; J. M. Thompson, Beatty Bros.; C. E. Harvey, Northland Knitting Co.; J. L. Costello, Woods Manufacturing Co.; J. Brockest, O-Rib-O Manufacturing Co.; W. H. Brett, Brett Manufacturing Co.; J. L. Paul, Brandram Henderson Limited; A. Michelson, A. Michelson Co. Limited; P. G. Grout, Twin City Separator Co.; A. L. Welton, Gregg Manufacturing Co.; G. W. Murray, G. W. Murray Co.; W. T. Kennedy, Northern Shirt Co.; T. P. Hessian, Canadian Insulation Co.; W. A. McKim, McKim Manufacturing Co.; A. Burton, Winnipeg Brass & Foundry Co.; C. A. Graham, Great West Garment Co., Edmonton; H. C. Cottingham, Ford Motor Co., Calgary; C. Austin Needham, Saskatoon Bread Co., Saskatoon.

#### Executive Council Nominations

The following were nominated as representatives of the Division on the Executive Council of the general association,—J. O. Thorn, Metallic Roofing Co.; E. Parnell, Spiers Parnell Co.; F. W. Drewry, Drewry's Limited; W. J. Fulton, Dominion Radiator Co.; T. R. Deacon, Manitoba Bridge & Iron Works Limited; D. J. Dyson, Dyson Vinegar Co.; W. G. Fraser, Beaver Soap Co.; W. J. Bulman, Bulman Bros. Limited; D. J. Sturrock, Royal Crown Soap Co., Calgary; C. A. Pratt, Medalta Stoneware Co., Medicine Hat; John East, John East Iron Works, Saskatoon and A. R. McDiarmid, McDiarmid & Clark, Brandon.

#### New Chairman Sends Greetings to the Membership

Following his election as chairman of the Prairie Division, E. G. Rogers, issued a circular letter to the membership of the Division thanking them for the honor done him.

"The satisfactory shape of the Prairie Division," wrote Mr. Rogers, "augurs well for the coming year. We commence anew with a record membership and a clear field before us, and I take this opportunity of asking from you as individual members your warmest support and co-operation in all matters pertaining to the Association work.

"(1) By safeguarding the interests of your own Company through the use of the Association on every possible occasion.

"(2) By closely following and helping the activities of the Association.

"(3) By bringing the attention of the Secretary to anything which in your opinion is detrimental to the best interests, or anything for the good, of the Association and its members.

"(4) And by speaking well on every possible occasion of the C. M. A. and its work, thus increasing its strength and membership.

"That is active co-operation. I would ask of you that it be your co-operation.

"On my part, and I have no interest beyond being a member, it will be my constant endeavour, with the help of the Committees, and the assistance of your able Secretary, to keep the work of the Prairie Division on the high plane of service which it has always maintained, and I can assure you, gentlemen, that my sincerest efforts, with your assistance, will be put forward this year in the very best interests of the manufacturers of the Prairies."



## What the Division Organizations do for Members of the C. M. A.

FOR administrative purposes the Canadian Manufacturers' Association is divided into five divisions:—viz:—the Maritime Division, including the Provinces of Nova Scotia, New Brunswick and Prince Edward Island; the Quebec Division, including the Province of Quebec; the Ontario Division, including the Province of Ontario; the Prairie Division including the Provinces of Manitoba, Saskatchewan and Alberta, and the British Columbia Division including the Province of British Columbia.

Each Division of the Association elects its own representatives to the Executive Council. It also elects an Executive Committee for the Division. The members of the Executive Council elected by the Division and ex-officio members from the Division, assist in determining the policies of the Association, and in dealing with all matters having a national application. Each Division deals with matters having only division or provincial application, but care is taken to keep division policies in harmony with the national policies of the Association. Within the Division, facilities are provided by the by-laws for the formation of branches which can deal with local matters in municipalities. Groups of members in the same kind of business organize into trade sections for the consideration of common problems.

The Division office is the link between the Head Office and its technical departments and the members of the Division. The general circulars issued from Head Office keep members informed in regard to the latest developments in transportation, tariff, insurance, legislation and other matters within the provinces of the special departments, and the Division office supplements these circulars by special information to members resident in the Division. The Division office is also active in bringing to the attention of the Head Office departments, special cases arising in the Division. The Division office has to deal promptly and effectively with a great many provincial matters, especially those connected with legislation, transportation, tariff, insurance, and commercial intelligence, which have provincial application only. The special departments at Head Office, in such cases, give all possible assistance.

The Division office keeps in touch with all provincial and municipal matters in the Division which concern manufacturers who are resident in that Division, and does a great deal of constructive work through co-operation with local agricultural, mercantile, financial and other organizations, in promoting any measures which will be for the general good of the province or provinces included in the territory of the Division.

### DIVISION OFFICES

The Association maintains the following Division offices:—

<b>The Maritime Division</b> .....	H. R. THOMPSON, <i>Secretary</i> , Amherst, N.S.
<b>The Quebec Division</b> .....	R. W. GOULD, <i>Secretary</i> , 113 Board of Trade Bldg., Montreal, Que.
<b>The Ontario Division</b> .....	J. M. McINTOSH, <i>Secretary</i> , 1404 Bank of Hamilton Bldg., Toronto, Ont.
<b>The Prairie Division</b> .....	G. E. CARPENTER, <i>Secretary</i> , 408 Avenue Block, Winnipeg, Man.
<b>The B. C. Division</b> .....	HUGH DALTON, <i>Secretary</i> , 701 Board of Trade Bldg., Vancouver, B.C.



# British Columbia Division Reviews Work

Annual Meeting hears reports from Chairman, Secretary and Standing Committees, all of which reflect progress

**M**EMBERS of the British Columbia Division assembled for their annual meeting on the evening of May 10. There was a very satisfactory attendance and all reports presented indicated that the past year had been one of much activity and satisfactory progress. The Division entertained as its guest of honor, Hon. A. M. Manson, the new Attorney-General of British Columbia, who delivered an inspiring address on the resources of the Northern and Central sections of the province.

## Chairman's Report

In the course of a most comprehensive report on the year's work, the retiring chairman, J. B. Thomson, referred to his attendance at the Quebec Convention and spoke of the advantages which would be derived from attending this year's convention at St. Andrews. He then dealt with various matters which had arisen during the year.

Reference was made to the French Exhibition Train, which visited the province in September, and it was stated that the B. C. Executive had gone on record in support of the project of sending a Canadian Exhibition Train to France.

The B. C. Executive had discussed at various times the matter of the financing of foreign business and were of the opinion that "financing of foreign trade was not a matter in which the government might properly be requested to interest themselves," the feeling being that any such undertaking would meet with a larger measure of success if dependent upon the initiative and co-operation of those most directly affected, namely, the manufacturers and the exporters.

The Executive had been privileged in December to discuss with E. S. Busby, chief inspector of customs for Canada, who had just returned from Mexico, the possibilities of trade with that country. The Committee were of the opinion that, given adequate transportation facilities between British Columbia and Mexican ports, there would be a considerable market in Mexico for Canadian products. Such facilities would not only tend to open up a large, and as yet practically untouched field, but would also tend to stimulate direct trade in Mexican products, of which large quantities are imported into Canada annually through foreign countries. It was pointed out that British Columbia had an advantage in being closer to Mexico than other parts of Canada, which placed B. C. manufacturers and exporters in a very favorable position.

The chairman then referred to the negotiations for a preferential tariff with Australia and stated that he had had the honor of presenting to the Federal Cabinet, on behalf of the entire Association, the memorandum urging upon the Government the prosecution of these negotiations at the earliest possible moment. He had also been privileged to lead a delegation which interviewed Senator Pearce, Minister of Home Affairs in the Australian Commonwealth Government, when he was in Ottawa, and had placed before him the views of manufacturers in British Columbia. The importance of the consummation of a preferential tariff arrangement with Australia was especially great in British Columbia, on account of the resultant widening of markets for pulp, paper, fish, etc.

The unemployment problem was next dealt with and regret was expressed that the situation in British Columbia had been greatly magnified. The province had had less to contend with than any other province

in Canada in comparison to its population. A gradual healthy revival of trade was taking place and there was every reason to expect a noticeable improvement in labor conditions from now on.

Discussing general business conditions, Mr. Thomson thought that British Columbia was to be congratulated that the effects of deflation had not been more severely felt. There was nothing basically wrong with a province which could produce in 1921, \$150,000,000 of agricultural produce; almost \$300,000,000 of manufactured products; another \$9,500,000 from fisheries and \$25,000,000 from mines. The truth of the statement that British Columbia resources were practically untouched received confirmation in the establishment during the last six



F. E. Burke

Wallace Fisheries, Limited, Vancouver,  
Chairman, 1922-23, British Columbia Division

months of so many new industries, based on or closely identified with, the utilization of raw materials.

While there were certain pre-war conditions which it was not desirable to restore, Mr. Thomson felt that one condition should be restored and that was production on an economic basis. Labor's reward for service must be proportionate to the price obtainable in competitive markets for labor's product. Employers were noticing an improvement in efficiency and there was a disposition on the part of labor to accept a scale of wages which would permit a resumption of production.

Signs of improvement were noticeable in building but high freight rates were retarding the progress of industry and were responsible to a certain extent for unemployment. Readjustment was necessary, as was also the case in the coal mining industry. However, progress was being made. There had been improvement with the first quarter of the year; by the end of the second quarter

there should be further strides and the harvest should go a long way towards liquidating debts and increasing purchasing power. A considerable factor in trade revival had been the made-in-Canada campaign, which had been prosecuted by the Association for some years and which, in British Columbia, had received a very great impetus through the activities of the B. C. Products Bureau of the Vancouver Board of Trade.

In conclusion, Mr. Thomson pointed with satisfaction to the increase in membership in the Division and expressed the opinion that manufacturers would find membership in the C. M. A. the best insurance for the protection of their interests. Appreciation of the able services of the Division secretary, Hugh Dalton, were also expressed.

## Secretary's Report

In a short report, the Division secretary, Hugh Dalton, stated that the Executive had held 12 meetings during the year and that the Victoria and Vancouver Island Branch had held 7 meetings. Two new trade sections,—the Drug, Extract and Vinegar Section and the Metal Trades Employers of Victoria,—had been formed and a third was in process of formation. 63 meetings of sections had taken place during the year.

Membership work had been interfered with by industrial conditions and lengthy absences of the secretary from the office, but notwithstanding there was a net gain of 22 members, bringing the total for the Division up to 223.

Mr. Dalton apologized for his failure to spend more time outside the office visiting members, especially in the interior of the province, but explained that trips east and preparation of the freight rates case had taken up time to such an extent as to render this impossible. He hoped that more time would be available next year.

Expression of appreciation of the support rendered by J. B. Thomson, retiring chairman, and Captain Goodlake, secretary of the Victoria and Vancouver Island Branch, completed the report.

## Tariff Committee

The report of the Division's Tariff Committee was presented by J. W. Fordham Johnson, chairman. It referred to the activities of the year in support of the principle of maintaining a customs tariff adequate for the protection of Canadian industry.

The change made at the 1921 session of Parliament in the method of valuation for duty, under which value was not less than the actual cost of production plus a reasonable profit, was supported by the Association and acknowledgement was made of the thorough co-operation of the fruit-growing interests in stimulating interest and counteracting opposition. The fruit-growing industry was one of the chief sufferers under the practice of dumping surplus stocks into Canada.

Reference was also made to the amendment to the Customs Act requiring all imports to be labelled, whenever practicable, with the name of the country of origin. The reason for this legislation was given, while regret was expressed that the regulations had been suspended temporarily. However, it was explained that the Association was following up the matter.

With regard to a preferential tariff arrangement with Australia, the report emphasized the desirability of completing such an arrangement. "At present the bulk of Australia's imports are supplied from the United States and Great Britain," said the report, "and we have noted with regret from certain publications recently that a campaign is being carried on in Australia by representatives of British exporting firms in opposition to Canadian interests in the matter. Proper



steps are being taken by the Association to counteract this propaganda, and it is confidently hoped that, having the assurance of our own government that the matter will be actively prosecuted and having been led to believe that the Australian Government are not unfavorably disposed towards Canada in this matter, we will be able to secure before long at least a partial preference for Canadian products in the Australian market in return for a preference on certain Australasian products, the producers of which would like to extend their markets in this country."

### Legislation Committee

F. E. Burke, chairman, presented the report of the Legislation Committee, dealing first with the eight hour day bill. The report explained that at the 1921 session of the B. C. Legislature an act was passed implementing the findings of the Versailles Peace Treaty but with the proviso that it would not go into force until other provinces had adopted similar legislation. In the 1922 session an independent member introduced an amendment for the purpose of bringing the legislation into effect on May 1. The Legislation Committee prepared a memorandum for the Legislature opposing the proposal and it did not become effective.

"The view taken by our Association as a whole that the regulation of hours of labor is impracticable," stated the report, "has been amply justified by national developments and the understanding which has become fairly general during the last few months as to what economic readjustment really means. In proof of this we find that in many countries, instead of hours of labor being decreased, it has been necessary to increase them for the welfare of the citizens in order to get production to replace losses sustained during the war. It can therefore be readily seen that, by being handicapped by such experimental legislation in this province, the industrial growth and welfare of the people would have been greatly retarded."

The report next discussed the bill introduced at the last session having as its object the levying of a personal property tax. The province already had the tax in a somewhat modified form but it was an optional one, applicable only when proceeds would yield a greater revenue than would accrue under the income tax. The Legislation Committee felt that, to create an arbitrary personal property tax, thus establishing dual taxation in its worst form, was absolutely unsound in principle. A memorandum was prepared by the Committee and endorsed by other organizations. This was laid before members of the Legislature for their information and the correctness of the position taken by the various industrial organizations was so impressed upon the legislators that the proposed legislation was withdrawn.

The report next summarized certain other legislation of less far reaching importance such as,—amendment to the workmen's compensation act; amendment to the boiler inspection act; amendment to the mechanics' lien act; amendment to the government liquor act.

Referring to minimum wage regulations, the report stated that the Committee had felt that, with changed conditions, a revision in the wage scale for female employees set two and a half years ago was desirable and had secured the consent of the Minister of Labor and the Chairman of the Minimum Wage Board to a conference of interested parties, which would be held shortly. The Committee felt that the Government should consider the question of amending the act so as to remove the onus of demonstrating changed conditions and altered minimum wages from the shoulders of employers and employees and make it part of the duty of the Board to revise orders from time to time in keeping with living costs.

The report referred to action taken by the business organizations of the province to secure consent of provincial government to recognition of amount of income tax paid federal government as deduction from income taxable under provincial income tax act and added that the Legal Department at the head office was co-operating to secure similar recognition from federal Department of Finance for tax payments under provincial acts.

The report concluded with a tribute to the work of the Legal Department of the C. M. A. which was referred to as a central clearing house for troubles arising out of "business legislation". Members were urged strongly to take advantage of the services of the Legal Department.

### Transportation Committee

The Transportation Committee report was read by H. J. Bigger. It opened with a reference to the success that had been met with in securing an order from the Railway Board directing the railways to give shippers in British Columbia working under class rates the benefit of a constructive mileage of 290 miles in fixing rates, Vancouver to Glacier and beyond.

Reference was next made to the presentation of the case for a general equalization of rates in British Columbia with those in effect in the Prairie Provinces and in this connection the report quoted from the report of the freight rates committee of the Transportation Bureau of the Vancouver Board of Trade,—"It

might be mentioned here that throughout this case, the Transportation Department of the Canadian Manufacturers' Association has been at all times available and has lent immeasurable assistance in the preparation of British Columbia's application. Your committee feel that the Province of British Columbia in this case has been very materially assisted by the Canadian Manufacturers' Association."

Special appreciation of the services of G. G. McGeer, K.C., who presented the case for British Columbia, were voiced in the report and thanks were also extended to the Provincial Government and more particularly the premier and attorney-general.

The report then traced the history of the Crow's Nest Pass question now before Parliament and expressed the view that the reinstatement of the agreement would aggravate discriminations existing today against British Columbia shippers of the commodities covered by the agreement.

"The time has passed for a continuation of the policy under which British Columbia has suffered so severely in the past, of granting special privileges to one section of the country, and the granting of unnatural handicaps for other sections," declared the report. "The fairer and more equitable solution of the freight situation would be by the establishment of a common basis of rates from the Great Lakes to the coast, and the removal of the balance of the 35 per cent increase granted to the railways in 1918, and which amounts in the West at the present



Sketched at the B. C. Annual Meeting

Celebrities as seen through the eyes of Cartoonist F. LeMessurier of the Vancouver Daily Province



time to 20 per cent over the rates in effect prior to the granting of that increase."

"The reduction in eastbound rates which would follow the re-enactment of the agreement would have a serious effect on the west-bound grain movement through Vancouver," said the report, "and would constitute a serious handicap to the fruit growing industry of this province."

The report concluded with a reference to the growth of business through the port of Vancouver. Customs revenue for year ended March 31, 1922 was almost \$13,000,000, an increase of approximately \$3,400,000 over the previous year and of \$4,500,000 over year ended March 31, 1920. There were, said the report, 39 steamer lines operating out of ports of Vancouver, Victoria and New Westminster. In 1921 there were 377 sailings of deep sea vessels from Vancouver alone. Included in the lines were 15 vessels of the C. G. M. M. fleet and representation had been made through the head office of the Association looking towards an extension of the Government service. Shipments of grain to end of March was in excess of 150,000 tons or upwards of 5,000,000 bushels.

#### Election of Officers

The election of officers for the ensuing year resulted as follows:—

Chairman,—F. E. Burke, Wallace Fisheries, Limited, Vancouver.

Vice-chairman:—Edwin Tomlin, B. C. Cement Co., Victoria.

Executive Committee:— H. J. Bigger, American Can Co., Vancouver; J. O. Cameron, Cameron Lumber Co., Limited, Victoria; F. G. Evans, Dominion Cannery B. C. Limited, Vancouver; A. J. Hendry, B. C. Mills Timber & Trading Co., Vancouver; R. E. Jamieson, Dominion Rubber System Limited, Vancouver; J. W. F. Johnson, B. C. Sugar Refining Co., Limited, Vancouver; W. H. Leckie, J. Leckie Co. Limited, Vancouver; H. MacLaren, Simmons Limited, Vancouver; J. P. D. Malkin, W. H. Malkin Co., Limited, Vancouver; A. McKelvie, Canadian Sumner Iron Works, Limited, Vancouver; Frank Parsons, Gregory Tire & Rubber Co., Limited, Vancouver; R. B. Sharpe, Pacific Box Co., Limited, Vancouver; H. L. Straight, Brackman-Ker Milling Co., New Westminster; N. A. Yarrow, Yarrows Limited, Victoria.

Section chairmen:—J. H. McDonald, Box Manufacturers; J. Parfitt, Clay Products; E. W. Izard, Metal Trades; D. Hockin, Drug, Extract and Vinegar Manufacturers.

Representatives on Executive Council:— Chairman and Vice-chairman (ex-officio); J. B. Thomson, Jas. Thomson & Sons Limited, Vancouver; J. H. McDonald, B. C. Manufacturing Co., New Westminster; N. A. Yarrow, Yarrows Limited, Victoria; W. H. Leckie, J. Leckie Co., Limited, Vancouver; F. G. Evans, Dominion Cannery B. C. Limited, Vancouver.

wished to develop export business.\* A number of trade enquiries from various sources have been dealt with by the secretary.

"The City Council were approached on the necessity for having regard to the interests of established industries when offering inducements to new industries to locate here, so that newcomers should not receive advantages over competitors. Satisfactory assurances on the point were received from the chairman of the Industrial Committee of the Council.

"I would remind you that there are still a number of manufacturers in Victoria and on the Island who are not members of the Association and ask you to use your best endeavours to induce them to join.

"A glance through the Secretary's files would impress on you better than is possible in this brief report the numerous ways in which the local office is able to be of service both to individual members and to the Association as a whole. Its location in the capital of the province often facilitates communication with officials of the provincial government.

"In conclusion I should like to thank the executive and all the members for the assistance and co-operation that they have given me during the year that it has been my privilege to occupy the chair. I also have to acknowledge the interest which has been shown in the affairs of the branch by Mr. J. B. Thomson, chairman of the B. C. Division and the unflagging energy of Mr. Dalton in everything concerning the welfare of the branch and its members where he could possibly be of service."

The election of officers following Mr. Mayhew's report resulted as follows:—

Chairman—Edwin Tomlin, B. C. Cement Co. Ltd.;

Vice-Chairman—H. A. Leigh, Brackman-Ker Milling Co.

Branch Executive—H. J. Pendray, B. C. Paint Co. Ltd.; Wm. Moore, Moore-Whittington Lumber Co.; R. W. Mayhew, Sidney Roofing & Paper Co. Ltd.

Representatives on Division Executive Committee—J. C. Cameron, Cameron Lumber Co. Ltd.; Edwin Tomlin, B. C. Cement Co. Ltd.; N. A. Yarrow, Yarrows, Ltd.

Messrs. Thomson and Burke, on behalf of the Division Executive, spoke in appreciation of the co-operation which had been received from the Island members and the large part which this co-operation had played in the success of the Association's work during the year. A further address at the meeting was delivered by Major D. B. Martyn, Deputy Minister of Industries for the Province, who spoke along the same lines as contained in the article on the industrial situation in British Columbia, which appeared in the May issue of INDUSTRIAL CANADA.

## Victoria and Vancouver Island Branch

### Membership Experienced Net Gain of 10 during the year and stands at 46.

THE annual meeting of the Victoria and Vancouver Island Branch of the British Columbia Division, C. M. A., was held in Victoria on April 28, with R. W. Mayhew, Sidney Roofing and Paper Company, Limited, in the chair. There was present a representative attendance of members from the Island as well as from the Mainland, the latter including J. B. Thomson, chairman of the B. C. Division, and F. E. Burke, chairman of the Division Legislation Committee.

Mr. Mayhew, as chairman of the Branch, presented the following report on its activities since the date of the last annual meeting on April 29, 1921,—

"I would remind you at the outset that this report covers only the purely local aspect of the Association's activities. To obtain a true perspective of the work which you are supporting by your membership of this Dominion-wide organization it must be taken in conjunction with the report of the B. C. Division which will be presented at the annual meeting of the Division in Vancouver on the evening of May 10, and with the reports of the whole Association which will be presented at the annual convention at St. Andrews, N. B., June 20 to 22.

"Twelve new members were enrolled during the year and two dropped out, making a net increase of 10 and a present membership of 46. The new members included the metal contract shops of Victoria and neighbourhood who on January 1 dissolved the local organization which had served their interests for some years and reorganized as the Metal Trades Section of this Association. This is the second trade section which is served by the branch office, the Clay Products Section organized two years ago still continuing to function actively. The local box manufacturers also hold occasional meetings as members of the Box Manufacturers Section,

the headquarters of which are at the Vancouver office.

"Eight general meetings of the branch were held during the year, most of which were fairly well attended. The principal subjects dealt with in the agenda were the freight rates case in connection with which G. G. McGeer was present at two meetings; and the prospective adoption by the Provincial Legislature of measures providing for an universal eight hour day and for the closer incidence of the personal property tax. The campaign in connection with these latter measures was the care of the B. C. Division rather than of this Branch but nevertheless members of the Branch were able to render considerable service in connection with it. It may also be remarked that the energetic opposition to the measures which was put up by other Victoria organizations originated in the action of the Branch and was co-operated in by the Branch throughout.

"Several meetings of the executive were held as occasion required.

"Your chairman was present at two meetings of the Executive of the Division as representative of the Branch but it again has to be reported that attendance by our representatives as a whole were not as frequent as could be desired.

"Mr. Yarrow represented the Branch at the Unemployment Conference convened by the Provincial Department of Labour at Vancouver in August. Your chairman as representative of the Branch attended the sessions of the Railway Commission at Vancouver in October when the freight rates case was opened.

"On several occasions commissioners of the Department of Trade and Commerce and officials of various trade organizations made the Association's offices their headquarters when visiting Victoria and facilities were afforded them for interviewing members who



R. W. Mayhew  
Sidney Roofing and Paper Co., Ltd.

Retiring Chairman Victoria and Vancouver Island Branch C. M. A.



# Annual Meeting of the Ontario Division

Year of Progress Reported—Legislative Problems Bulk Largely in the Year's Activities—Important Resolutions

ONTARIO Division and Toronto Branch held their annual meetings together on the afternoon of Friday, May 12 in the Pompeian Room of the King Edward Hotel. Luncheon was served at 12.45, following which the Toronto Branch meeting was convened under the chairmanship of T. A. Hollinrake, A. R. Williams Machinery Co., Limited. On the conclusion of the Branch proceedings the Ontario Division meeting took place, with W. C. Coulter, Booth-Coulter Copper & Brass Co., Limited in the chair.

Seated at the head table were J. R. Shaw, vice-president of the general Association; Lloyd Harris, Cyrus A. Birge, S. R. Parsons, Lt. Col. Arthur F. Hatch, J. F. Ellis, George T. Irving, Sam Harris, George Brigden, J. E. Walsh, Principal McKay, Toronto Technical School; and Professor J. Watson Bain. 27 cities and towns in the province were represented in the gathering.

## Executive Committee Report

The report of the Executive Committee was read by J. M. McIntosh, the secretary. It stated that total membership of the Division at end of fiscal year was 2,282, representing a net increase of 32. New members to the number of 207 had been added. The Division had now seven local branches, one in Galt having been established during the year.

350 members of the Division were reported to be active participants in Association affairs, serving on the various national, divisional, departmental and special committees.

The report enumerated the circulars, to the number of 12, which had been sent out to members during the year and referred to the various services available in the different departments at head office.

Work in connection with the Made-in-Canada campaign, particularly with reference to work at exhibitions and fall fairs was explained, 250 of the 316 fairs in the province having been covered by the cards and pamphlets of the Association.

Activity, in conjunction with the Industrial Accident Prevention Association, in the matter of accident prevention, was a feature of the year's work and the success of the Joint Safety Convention, initiated by the Division, was regarded as a matter for congratulation.

With reference to the Special Advisory Committee on Unemployment formed by the Ontario Government, the report stated that "the position of manufacturing industry in the Province was carefully laid before the representatives of the various bodies included. In the final report of the Committee, James H. H. Ballantyne, Deputy Minister of Labor, reported that by far the largest number of letters received by his Department were from manufacturers, and that the trend of these letters, without any exception, supported the view originally expressed on behalf of the manufacturers, that they had already anticipated the campaign carried on by the Committee, by making large reductions in prices."

The report concluded with a reference to the more favorable industrial outlook revealed by letters from manufacturers, appearing in recent issues of INDUSTRIAL CANADA.

## Legislation Committee

The report of the Legislation Committee was read by its chairman, J. G. Hossack, Massey-Harris Co. It gave a very complete

review of the legislation of the year in Ontario and the legal decisions affecting the interests of manufacturers.

Dealing first with Dominion companies, the report stated that seven provinces had now enacted amendments to their provincial acts to square with the findings of the Privy Council. The Ontario Government had now announced the terms under which licenses-in-mortmain might be issued and had taken the initiative in convening an interprovincial conference for the purpose of securing more uniform legislation regarding company matters. The Council of the Canadian Bar Association had agreed to co-operate.

Reviewing Ontario legislation, the report stated that in the 1921 session, 260 bills had



Lt.-Col. Arthur F. Hatch

Canada Steel Goods Co., Limited, Hamilton  
Chairman, 1922-23, Ontario Division

been introduced, of which 140 had been passed. At the present session to date, 233 had been introduced.

Dealing next with workmen's compensation, the report reviewed developments and quoted the resolution passed by the Division at Hamilton on January 19, asking for the appointment of a representative of the employers on the Workmen's Compensation Board. Figures were quoted to show that there had been a startling increase in the number of accidents following the increase in the scale of compensation granted by the Legislature in 1920. The deduction made was that malingering had increased, while it was pointed out that injured workmen were not returning to work as promptly as was the case when the scale was lower.

Results of a questionnaire sent to members in February were quoted. 378 replies had been received. These showed that 70 per cent. were in favor of the three-day absolute waiting period in preference to the present 7-day non-absolute waiting period; that 70 per cent. were in favor of contribution by the employers to the cost of medical aid; that on the question of contribution by employees to cost of benefits, there was no clear-cut majority one way or the other and that 85

per cent. were in favor of the exclusion of clerical staff and salesmen.

The report next referred to amendments to the Ontario Assessment Act. To secure the restoration of the exemption from income tax of dividends from mercantile and manufacturing business, deleted from the act two years ago, the Committee had arranged for the introduction of a special bill at the present session. The bill also contained other amendments, one defining "retail" for the purposes of business assessment; another providing that carrying charges incurred by shareholders should be allowed as a deduction from dividends; a third, providing that subscriptions to charitable and educational objects should be allowed as deductions from income to the extent of 15 per cent. of such income, and a fourth, providing that returns may be made as of one date. The bill, with the exception of two minor clauses, was defeated in committee. The clause defining "retail" was allowed, also the clause providing for returns as of one fixed date.

The report then dealt more briefly with the Mechanics' Lien Act; Factory, Shop and Office Building Amendment Act, 1922; Highway Improvement Amendment Act, 1922; Private Detectives' Act; Steam Boiler Act, 1922; Electricians' Licensing Act; Sale of Securities Act, 1922; Commercial Agreements Act, 1922 and the Privy Council Appeals Act, 1922.

"Your Committee reports that the work of the Legal Department has been marked during the past year by greatly increased activity," concluded the report. "In the treatment of legislative matters, both the Legal Department and the Industrial Relations Department are acting in close co-operation, with satisfactory results. In addition to keeping in touch with legislative activities throughout the province and endeavoring to protect the interest of manufacturers generally, the Legal Department has dealt with a very large number of taxation and general problems, which have emerged during the past year."

## Industrial Research

A resolution was introduced at this point by Lloyd Harris on the subject of industrial research. Mr Harris regarded this as a line of work which the C. M. A. might very well undertake through its various trade sections, which formed the nucleus for such undertakings. The resolution which was adopted unanimously was as follows,—

"WHEREAS it is believed that great impetus may be given to industrial production if manufacturers, either individually or by groups interested in the same or similar products, will supplement existing provisions for industrial research by setting up research departments.

"BE IT THEREFORE RESOLVED that the Ontario Division of the Canadian Manufacturers' Association in annual meeting assembled recommend that consideration be given at the forthcoming annual general meeting of the Association—

"(a) To the advisability of appointing a Committee whose duty it would be to devise methods of interesting manufacturers either individually or in trade groups in the desirability of industrial research in its application to the products of such manufacturers or trade groups.

"(b) That the aforesaid Committee have authority to add to its numbers from such scientific or other interested citizens as it may deem fit.

"(c) That the aforesaid Committee report the results of its deliberations from time to time to the Executive Committee for approval."

Another resolution sponsored by T. F. Monypenny was adopted providing that, so



long as they remain active members of the Association, chairmen of the Division for five years next succeeding their retirement from office shall be ex-officio members of the Executive Committee.

#### Chairman's Address

The retiring chairman, W. C. Coulter, next delivered the annual chairman's address, which was in this instance made a joint valedictory for both the chairman of the Division and Toronto Branch. Taking a retrospective glance, Mr. Coulter found grounds for courage and determination. The growth of industry in the province since 1900 had been great. Yet the times were attended with keen anxiety and there were serious problems to be faced. Vast sums of money would have to be lifted out of the active creative field of industry to fill the sink-hole of national expenditure and it would be a long time before taxation could be safely lowered.

"With these formidable tasks confronting us," said Mr. Coulter, "public opinion, as represented by our political situation, is in a chaotic state, incapable of looking facts in the face, fearing most an adverse verdict at the polls. Constructive leadership, when so much in demand, is lamentably conspicuous by its absence. Class consciousness in this province has given us an administration admittedly inexperienced in the business of government, the product of a class movement which sought rather to represent than to administer, but which by the narrow margin of a few seats, having been injected into power, is compelled through lack of adequate support in the House to temporize rather than to lead."

#### Criticizes a Situation

Mr. Coulter explained that his remarks were not directed at a political group but at a situation arising from a peculiar state of public opinion. Matters would be infinitely better if the present administration was supported by a following sufficiently strong to dominate the House, but the farmers, thinking that a legislature with 19 urban seats out of a total of 110 was dominated to an undue degree by manufacturing, mercantile, financial and professional interests, turned their educational and commercial organization into a political machine, with the result that a class which contributed \$41,000 out of \$20,000,000 income tax in 1921, was imposing its will upon those who contributed the balance.

In order to illustrate the tendency under class government to legislate in favor of the class holding power, Mr. Coulter instanced the anti-combines bill, from the provisions of which the farmers' co-operative associations are exempted; the granting of a cash contribution out of consolidated revenue to assist the co-operative fruit growers' associations; the using of the credit of the province to borrow money from the public in industrial communities to lend to farmers; the increasing of the benefits of workmen's compensation and the appointing of a labor representative on the Workmen's Compensation Board, in order to retain the support of the labor group. These types of legislation were referred to as lending emphasis to the dangers of class domination.

#### No Undue Influence

Emphatic denial was given to the contention that manufacturers had in the past exercised undue influence in political affairs. Manufacturers had been at all times conspicuous by their absence in the legislature. It would have been more fitting to charge them with indifference.

As to a remedy for a situation which was tending to divide the producers of the province into two separate camps, Mr. Coulter

thought that manufacturers should examine carefully their own relationship to public service and ensure co-operation between employers and employees along sound lines. He also thought that they should inquire into the causes of separation and see if by, intelligent co-operation, they could not be removed.

"This great organization of manufacturers is not in politics," concluded Mr. Coulter. "Its purposes are the promotion of industry by the dissemination of information from which members of this organization may draw their own conclusions. Their political views are their own property. They are in no sense a qualification for membership in this Association but I conceive it to be our duty insofar as it lies within our power, to do what we can to bring to bear upon public opinion in our communities, the necessity for



George Brigden

Brigdens Limited, Toronto  
Vice-Chairman, 1922-23, Ontario Division

an early return to sound and rational views in respect to public affairs."

#### British Preference

George D. Forbes, R. Forbes Co., Hespeler, brought to the attention of the meeting the statement, alleged to have been made by Lloyd Harris before the Export Club of Toronto, that, in his opinion free trade within the Empire, would be the solution for Canada's export trade problem. Mr. Forbes pointed out that while Mr. Lloyd Harris might have his own viewpoint on the matter of free trade within the Empire, such an opinion could not be held by the bulk of the manufacturers. As a matter of fact, Mr. Forbes was afraid Ottawa might think that the manufacturers as a whole were behind Mr. Harris' remarks, and he wanted to emphasize the fact that even free trade within the Empire would ruin certain industries, chiefly the textiles.

T. F. Monypenny, who had heard the address given by Mr. Harris, pointed out that the speaker had merely given his impressions as his personal opinion; and S. R. Parsons felt

that the situation was such that the viewpoint of the C. M. A. with regard to preferential tariff should be re-affirmed by a resolution. The industries, he felt, agreed that there should be some form of preference within the Empire. They would not object to competing with other nations within the Empire, but they did not want free trade. After some discussion, the whole of which tended to emphasize the fact that Mr. Harris had spoken for himself alone, the resolution, reaffirming the C. M. A. attitude to preferential tariffs, was passed, and will go to Ottawa shortly, the resolution being sponsored by C. A. Birge and George Brigden.

#### Election of Officers

The officers of the Division for the ensuing year resulted as follows,—

Chairman;—Col. A. F. Hatch, Canada Steel Goods Co., Limited, Hamilton (acclamation).

Vice-chairman;—George Brigden, Brigdens Limited, Toronto (acclamation).

Executive Committee;—W. R. Breyfogle, De Laval Mfg. Co., Limited, Peterborough; George Brigden, Brigdens Limited, Toronto; G. C. Cockshutt, Slingsby Mfg. Co., Ltd., Brantford; H. W. Fleury, J. Fleury's Sons, Aurora; Fred Hatch, Hatch Mfg. Co., Ltd., Whitby; T. A. Hollinrake, A. R. Williams Machinery Company Limited, Toronto; J. G. Hossack, Massey-Harris Co. Ltd., Toronto; Wm. Inglis, John Inglis Company Limited, Toronto; C. B. Lowndes, Lowndes Company Limited, Toronto; B. J. McCormick, Lackawanna Tubes, Ltd., Welland; C. H. McGhie, Welland Vale Mfg. Co., Ltd., St. Catharines; J. F. McKay, John Morrow Screw & Nut Company, Ingersoll; W. H. March, Standard Underground Cable Co., Hamilton; F. E. Mutton, International Business Machines Co., Ltd., Toronto; J. D. Payne, Empire Cotton Mills, Ltd., Welland; H. D. Scully, Canadian Brill Co., Ltd., Preston; W. H. Shapley, Sterling Actions & Keys, Ltd., Toronto; John Taylor, Taylor Forbes Co., Ltd., Guelph; H. J. Waddie, Can. Drawn Steel Co., Ltd., Hamilton; C. R. H. Warnock, Galt Knitting Co., Ltd., Galt.

The following were nominated as representatives of the Division on the Executive Council;—James Arnold, Canada Foundries & Forgings, Brockville; Henry Bertram, John Bertram & Sons, Ltd., Dundas; John M. Campbell, Kingston Milling Co., Ltd., Kingston; E. J. Davis, Davis Leather Co. Ltd., Newmarket; George D. Forbes, R. Forbes Co. Ltd., Hespeler; W. C. Franz, Lake Superior Corporation, Limited, Sault Ste Marie; W. M. Gartshore, McClary Mfg. Company, London; W. T. Goodison, John Goodison Thresher Co., Sarnia; Lloyd Harris, Canada Glue Co., Ltd., Brantford; Fred Hatch, Hatch Mfg. Company, Ltd., Whitby; F. S. Hodgins, Cluett Peabody Co. Ltd., Kitchener; E. H. Jones, Can. Yale & Towne Co. Ltd., St. Catharines; R. W. Leonard, Coniagas Reduction Co. Ltd., St. Catharines; R. O. McCullough, Goldie & McCulloch Co. Ltd., Galt; G. W. McLaughlin, General Motors, Ltd., Oshawa; E. D. Smith, E. D. Smith & Sons, Ltd., Winona; W. C. Springer, Springer Lock Co. Ltd., Belleville; R. Thompson, Hawthorne Mills, Ltd., Carleton Place; C. H. Waterous, Waterous Engine Works, Ltd., Brantford; D. W. Wright, Geo. McLagan Furniture Company, Stratford.

Representatives, Canadian National Exhibition;—G. W. McFarland, Williams Shoe Co. Ltd., Brampton; G. W. McLaughlin, General Motors Limited, Oshawa; H. G. Smith, Mercury Mills Ltd., Hamilton.

Western Fair Association, London;—A. W. White, Geo. White & Son Ltd. and W. N. Manning, Sherlock Manning Piano & Organ Co., London.



Central Canada Exhibition, Ottawa: H. I. Thomas, J. R. Booth; T. D. McFarlane, McFarlane Douglas Ltd.

### Freight Rates

Just prior to the adjournment, J. E. Walsh, general manager, in the absence of John R. Shaw, first vice-president, who was to have presented it, read a statement on the freight rate question, which was endorsed by the meeting. It was as follows,—

"How to lower the costs of railway transportation is the most important question before the people of Canada to-day.

"Without going into history, the present situation is that freight rates have reached such a height that the farmer, especially in Western Canada, is suffering severely and the manufacturer and other shippers find that the sale of their goods is restricted because people cannot afford to pay the freight. While the prices of farm products, lumber, minerals, manufactured goods, and merchandise have been greatly reduced during the past two years, freight rates were greatly increased in 1920, and since that time have experienced only a slight reduction. I think that freight rates should come down with other prices. The railways should face conditions and reduce their operating costs just as manufacturers, farmers and others have reduced their operating costs.

"I do not care to advise on ways and means but I believe that the condition of the country's trade demands that there be an immediate, general and substantial reduction of freight rates to approximately the rates which were in effect before the 40 per cent. increase in 1920. Moreover, I believe that, as the farmer is the primary producer, he should be given special encouragement, and therefore, that the freight rates on grain and grain products established by the Crow's Nest Pass agreement shall be restored.

"When the slump came, the prices of farm products and manufactured goods were not kept up by any artificial means, they had to be sold for what the market offered. Freight rates, on the other hand, were not only increased after the slump had commenced, but have been maintained at almost the same level all through it. Every other cost of production has been cut to the bone. High freight is the remaining obstacle. If the public want to buy goods at lower prices, freight rates must come down."

## Toronto Branch Annual Meeting Proceedings

BEFORE calling on the Secretary to read the report of the Executive Committee, Mr. Hollinrake, who presided at the annual meeting of the Toronto Branch, asked that a letter from R. H. Easson, chairman of the Branch, be read. Mr. Easson was in England at the time and he wrote expressing regret at his inability to be present at the meeting. He also gave an encouraging report as to the improvement in business conditions in England.

### Executive Committee

The Executive Committee's report stated that the Committee had given careful consideration to the many problems which had confronted manufacturers of Toronto during the year. The services of the Branch and its committees, as well as of the various departments of the Association, had been requisitioned by members to an extent that was appreciably greater than ever before.

The report enumerated eighteen special circulars that had been issued to Branch members during the year, illustrating the many activities of the Branch. Special attention was directed to work done in connection with the Made-in-Canada campaign,

including Canadian National Exhibition, Bakers' Convention, Furniture Exhibition, Textile Exhibition and Toy Exhibition.

John Alexander and Thomas Roden had been re-appointed representatives on the council of the Ontario College of Art and it had been agreed to renew the scholarship of \$50 which had been contributed for the past seven years.

It was reported that in order to deal with a number of broad civic questions, which required a close amount of study, a special committee had been formed under the chairmanship of Mr. Hollinrake. This committee had been convened on seven different occasions and had dealt with such subjects as the civic elections, the clean-up deal, the civic minimum wage and city debt and tax rate.

Membership of the Branch at April 30, 1922, was 992, as compared with 974 the previous year.



R. H. Easson  
Otto-Higel Co., Limited

Re-elected Chairman, Toronto Branch, 1922-23

The report outlined what had been done by the Committee to meet the unemployment situation.

### Exhibition Report

G. T. Irving next presented the report of the Exhibition representatives. A record attendance of 1,242,000 people was reported. Total revenue amounted to \$788,771, with total expenditure of \$653,755, leaving surplus of \$135,016. Special reference was made to the "Produced-in-Canada" campaign, which had been designed and successfully carried out by the Association.

Two new buildings had been constructed,—the Live Stock Arena and the Pure Food building, both of which would be ready for this year's Exhibition, and a sum of money had been appropriated by the Exhibition for the preliminary survey for a new Machinery Hall.

It was reported that the year's bookings for space and concessions had already been completely taken up.

### Educational Committee

Reporting on behalf of the Educational Committee, George Brigden stated that during the past year the Branch had continued the scheme of scholarships in the Toronto Technical Schools which had been inaugurated six years ago. The number of scholarships

given had been in 1916, 31; 1917, 45; 1918, 51; 1919, 52; 1920, 53; 1921, 56; total 288, amounting to \$7,200. The usual prizes, amounting to approximately \$300, had been donated to students in the evening classes.

Mr. Brigden reviewed the work of the technical schools and said that it was doubtful if there was a single manufacturing industry in the city which did not now benefit to a greater or less extent through the educational facilities provided in them. Dr. McKay, principal of the schools, had asked him to say that the assistance and encouragement received from the Toronto Branch had made a great part of the work possible. The Committee, in conclusion, recommended that members of Toronto Branch should continue to support the scholarship scheme.

Following the presentation of the report, it was moved and seconded that the Committee consider the desirability of placing a memorial to the late Dr. S. Morley Wickett in the Central Technical School, in recognition of the services he had rendered to the cause of technical education in Toronto. This was approved by the meeting.

### Election of Officers

The result of the election of officers of the Toronto Branch was announced as follows,—

Chairman:—R. H. Easson, Otto Higel Co., Limited, Toronto, (re-elected by acclamation).

Vice-chairman:—Melville P. White, Canadian General Electric Co., (elected by acclamation).

Executive Committee:—I. D. Bradshaw, Bradshaw's Limited; C. H. Carlisle, Goodyear Tire & Rubber Co., Ltd.; F. S. Corrigan, Sheet Metal Products Co., Ltd.; T. F. Monypenny, Imperial Varnish & Color Co., Ltd.; W. H. Shapley, Sterling Actions & Keys, Limited; Clifford Meadows, Geo. B. Meadows, W. I. & B. Co.; Godfrey S. Pettit, Delaney & Pettit, Ltd.; G. F. McCarter, Eclipse White-wear Co. Ltd.; Chester B. Hamilton, Hamilton Gear & Machine Co.; J. R. Marlow, Willys Overland Co., Ltd.; G. F. Goforth, Ladies Wear Ltd.; A. G. Piper, N. L. Piper Railway & Supply Co.; H. L. Rous, Rous & Mann, Ltd.; W. A. Roland, Steel Company of Canada, Limited; George Brigden, Brigden's Limited.

Representatives to Executive Council from Toronto Branch:—L. L. Anthes, Anthes Foundry Co., Ltd.; E. M. Ashworth, Toronto Hydro Electric Commission; Thos. Bradshaw, Massey-Harris Co., Ltd.; George Brigden, Brigden's Limited; C. H. Carlisle, Goodyear Tire & Rubber Co., Ltd.; F. S. Corrigan, Sheet Metal Products Co., Ltd.; W. C. Coulter, Booth, Coulter Copper & Brass Co., Ltd.; Gordon C. Crean, R. Crean Co., Ltd.; E. J. Freyseng, Freyseng Cork Co., Ltd.; E. Holt Gurney, Gurney Foundry Co., Ltd.; R. Harmer, Sawyer-Massey Co., Ltd.; Sam. Harris, Harris Lithographing Co., Ltd.; T. A. Hollinrake, A. R. Williams Machinery Co., Ltd.; William Inglis, John Inglis Co., Ltd.; W. C. Laidlaw, R. Laidlaw Lumber Co., Ltd.; C. B. Lowndes, Lowndes Co., Ltd.; J. S. McLean, Harris Abattoir Co., Ltd.; T. F. Monypenny, Imperial Varnish & Color Co., Ltd.; J. O. Thorne, Metallic Roofing Co., Ltd.; W. H. Shapley, Sterling Actions & Keys Limited; G. W. Watts, Canadian General Electric Co., Ltd.

Exhibition Representatives:—George Brigden, Brigden's Limited; W. C. Coulter, Booth Coulter Copper & Brass Co.; J. Firstbrook, Firstbrook Bros. Ltd.; E. J. Freyseng, Freyseng Cork Co., Ltd.; Sam Harris, Harris Lithographing Co.; T. A. Hollinrake, A. R. Williams Machinery Co.; Wm. Inglis, John Inglis Co., Ltd.; G. T. Irving, Irving Umbrella Co., Ltd.; T. Bradshaw, Massey Harris, Ltd.; J. P. Murray, Can. Oil Producing & Refining Co., Ltd.; Thos Roden, Roden Bros. Ltd.; F. A. Rolph, Rolph-Clark-Stone, Ltd.



## Quebec Division Reports Marked Progress

Large increase in personnel and services of Division office during the past twelve months.

ONE of the most successful annual meetings in the history of the Quebec Division and Montreal Branch took place in the Ladies' Ordinary of the Windsor Hotel, Montreal, on Thursday afternoon, May 11. The meeting of the Montreal Branch was held first, after which the Division meeting was convened, with the retiring chairman, J. H. Fortier, presiding.

The chairman's opening address dealt with several matters of timely importance. Referring to general business conditions, Mr. Fortier stated that a general survey made by the Quebec Division office showed business in the province to be on the upgrade. Farmers, while experiencing a severe winter season, had weathered the storm better than expected and there was 15 per cent. more seeding done than last year. Collections among retailers were improving and manufacturing plants generally were doing a sounder business than a year ago. In comparison with other countries, Canada stood in a very favorable light. She was now taking her place rapidly among the exporting nations of the world.

General elections and change of government had brought about chaotic conditions and Canada had grave problems in her internationally-owned railway system and merchant marine fleet. He believed that Canadians should rally to the support of the latter, now that it had been built. If the fleet was to be an asset, cargoes must be supplied.

A bright spot, said Mr. Fortier, was the improvement in employment. There was practically no unemployment in Quebec, Sherbrooke or Three Rivers. Unemployed in Montreal were estimated at 15,000, of which half represented floating population, never employed under any condition. Outlook was much better than a year ago, when unemployed were estimated at 30,000. Veterans of the war were to-day in an almost complete measure rehabilitated.

Quebec Division had made great strides during the year. Additional assistance in the office had been secured; a transportation bureau had been established and it was hoped to have a tariff department added during the coming year. Another development of interest to the Division was the placing of the French section in INDUSTRIAL CANADA. This, he knew, was appreciated by his French confreres and he trusted that it would grow in importance.

Mr. Fortier concluded with a tribute to the work of the Association in general which he said had left its mark upon the manufacturing life of the country more plainly during the past twelve months than ever before.

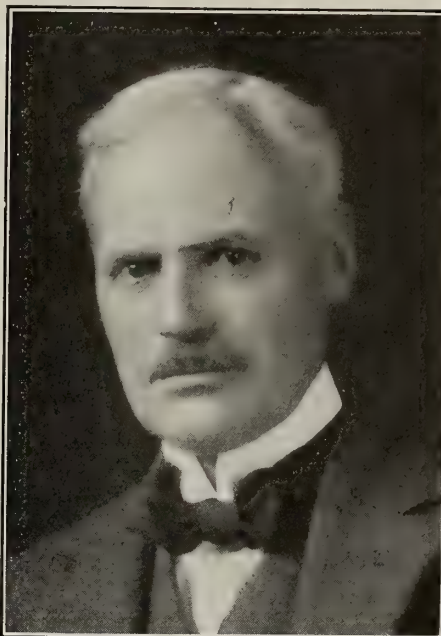
### Secretary's Report

A comprehensive report on the work of both the Quebec Division and the Montreal Branch was presented by the Secretary, R. W. Gould. It traced the growth of the office staff from a secretary and one stenographer two years and a half ago to a secretary and some fifteen employees to-day. During the year, 7,000 signed letters were received and 10,000 signed letters were despatched. 3500 notices of regular meetings were sent out and 162 meetings were held. 24,350 circulars were issued and 18,000 tariff booklets in French were printed and distributed. Some 3000 pieces of literature in connection with the Made-in-Canada campaign were issued. All circulars of general importance are now published in French as well as in English. An average of fifteen visitors came

to the office every day seeking information and advice.

Last year, 8 meetings of the Montreal Branch and 7 meetings of the Quebec Division were held; there were also several meetings of the Quebec, Sherbrooke and Three Rivers branches.

The report then mentioned services rendered in connection with placing trade representatives from all parts of the world in touch with manufacturers and in supplying information and articles to newspapers and trade papers. Mention was also made of the establishment of a transportation bureau,



F. W. Stewart

Cluett, Peabody & Co. of Canada, Limited  
Chairman 1922-23, Quebec Division

under the management of G. P. Ruickbie, which has proved of great value not only to members in Quebec but also to those in the Maritime Provinces.

The merging of several independent organizations with the C. M. A. was reported as a pleasing development. Among these was the Fur Trade Association, which has become the Fur Manufacturers' Section of Quebec Division. Arrangements have been made to organize the needle trades into a composite group. The Fisheries Association was also mentioned as being prepared to come in as a section. The formation of the Export Club of Montreal and District was another development of importance during the year.

Mr. Gould concluded with expression of appreciation of the co-operation of Messrs. Fortier and Coghlin, chairmen of the Division and Montreal Branch respectively and paid tribute to the assistance of T. P. Howard, J. E. Walsh and head office officials.

### Officers Elected

The report of the Nominations Committee was read and adopted unanimously. The following were declared elected,—

Chairman—F. W. Stewart, Cluett, Peabody & Co. of Canada, Limited, Montreal.

Vice-chairman—Paul E. Joubert, Lamontagne Limited, Montreal.

Executive Committee:—E. C. Budge, Budge Carbon Paper Mfg. Co.; Leslie Drake, Canada Axe and Harvest Tool Co.; A. S. Ginger, Howard Smith Paper Mills Limited; Raoul Grothe, L. O. Grothe & Co.; Michael Hirsch, J. Hirsch Sons & Co.; Norman Holland, Holland Varnish Co.; F. W. Knowlton, United Shoe Machinery Co.; A. McA. Murphy, Chas. Gurd & Co. Limited; Walter Ramsay, A. Ramsay & Son; A. Edgar Robertson, Montreal Cottons Limited; Robert Ryan, National Gloves Limited; Albert Tetreault, Tetreault Shoe Mfg. Co., Montreal; E. C. Tanguay, Geo. Tanguay Ltd.; H. C. Price, Price Bros. Limited; Allan Boswell, National Breweries Limited; O. A. Gignac, J. H. Gignac Ltd., Quebec; A. Sangster, Canadian Ingersoll Rand Co.; Geo. D. MacKinnon, MacKinnon Steel Co., Sherbrooke; C. A. Reynolds, Belding Corticelli Limited, St. Johns; C. H. Laframboise, Casavant Freres, St. Hyacinthe; J. A. Farand, Plessisville Foundry Co., Plessisville; J. Rolland, Rolland Paper Co., St. Jerome; W. H. Miner, Miner Rubber Co., Granby; J. H. Giroux, St. Maurice Lime Co., Three Rivers; H. Biermars, Belgo-Canadian Pulp & Paper Co., Shawinigan Falls; J. B. Alain, Victoriaville Furniture Co., Victoriaville.

Ex officio:—T. P. Howard, Howard Smith Paper Mills, Montreal; J. H. Fortier, P. T. Legare, Ltd., Quebec; Howard Smith, Howard Smith Paper Mills; B. W. Coghlin, B. J. Coghlin & Co., Montreal; P. A. Galarneau, Citadel Brick & Paving Co., Quebec; Chet. H. Cleveland, J. L. Goodlive & Co., Danville; Vivian Burrill, Burrill Lumber Co., Three Rivers.

Mr. Fortier then resigned the Chair and welcomed the new Chairman, F. W. Stewart, who addressed the meeting. Mr. Stewart spoke of the coming year and the problems that would doubtless be faced by the Association and asked for the entire co-operation of the new executive and members of the Division. He thanked the members for the honor which they had conferred upon him when choosing him as their chief official for the year 1922-23, and assured those present that he would do all he possibly could do to further the interest of the manufacturers of the Province of Quebec. He pointed out that the Division now had increased facilities for the carrying out of the work of the Association and that these should be taken full advantage of by the members of the Division.

John R. Shaw, Woodstock, Ont., First Vice-President of the Association, was then called upon for a few words, and expressed his appreciation of the work which had been carried on in the Division during the past year and of his interest in the reports which had been presented to the meeting. He congratulated the Division upon its election of the new officers, and he felt sure they would carry on and measure up to the standards set by former officers of the Division.

The meeting then adjourned to the Rose Room where the annual banquet was held.

### Montreal Branch

AT the annual meeting of the Montreal Branch the chair was occupied by B. W. Coghlin, retiring chairman, who opened the proceedings by delivering the usual annual address. Mr. Coghlin stated that, from an industrial standpoint, the year 1921-22 had been a troublous one, beset with difficulties. He felt confident, however, that at the present moment there was an upward trend to business, which was stable and solid, and the worst of the storm had been weathered. He believed that the lesson of hard times would be capitalized in the years to come, by bringing into business activities a greater degree of caution, more conservative methods and a fighting spirit.





**Paul E. Joubert**  
Lamontagne, Limited, Montreal  
Vice-Chairman, 1922-23, Quebec Division

Referring to the Washington and Geneva conferences, Mr. Coghlin expressed the hope that something tangible and strong would arise out of the latter.

He referred to the fact that many firms, manufacturing, wholesale and retail, had taken their losses and readjusted themselves to a new basis during the past twelve months. This he considered to be a move which, from a practical standpoint, would do more than anything else to straighten the business muddle in which the world found itself.

#### Serious Problems Faced

Referring to other problems, Mr. Coghlin said that the election and change of government had had disruptive results; that the transportation problem and question of freight rates were serious ones and that much depended on their solution. The Executive Committee of the Branch had sought on all occasions to present a united front and assistance had been gladly given where such was felt to be desirable.

There would be changes in the tariff but whatever these changes might be, he was sure that the business men of Canada would, as in the past, carry on and put forward their best efforts to readjust business conditions and work hard for the return of good times.

The Made-in-Canada campaign had been carried on vigorously and he believed that more effective work had been accomplished during the past twelve months than in any previous period. The formation of the Export Club of Montreal and District was also referred to as a matter of importance.

#### Legislation Committee

The report of the Legislation Committee was presented by Paul E. Joubert, in the absence of Julian C. Smith, chairman of the Committee. It stated that legislation in Quebec had not been particularly troublesome. During the session of the Legislature, 102 public and 65 private bills had been introduced, none of which demanded particular attention. A few unimportant amendments had been made to the Code of Civil Procedure, the Mining Act, Quebec Companies Act and the Act respecting Motor Vehicles.

The report referred to important amendments to the Corporations Tax Act, which were said to be of distinct advantage to manufacturers doing business in the province. It also traced progress in connection with

proposed amendments to the Workmen's Compensation Act.

#### Reception and Membership

The report of the Reception and Membership Committee, read by Norman Holland in the absence of F. G. Daniels, chairman of the committee, showed an active year. Membership work had been difficult owing to the depressed state of business. The policy pursued had been to continue in a quiet way to place the services of the Association before those eligible for membership. The results were favorable, 102 new applications being received, as compared with 95 the previous year. (This was for Quebec Division). Resignations totalled 67, against 50 the previous year, so that net gain was 35 against 45.

In May, 1921, 21 applications were received, due probably to the interest taken in Association work as a result of the annual meeting at Quebec. February was the banner month of the year, with 26 applications. This might be ascribed to the activities of the Export Club of Montreal and District in securing a nucleus membership. Of 67 resignations, 26 firms went out of business; 4 were amalgamations; 8 were due to trade conditions; 10 were struck off list owing to failure to pay fees; 8 were additional members who were dropped; 7 firms discontinued manufacturing and 4 gave no reason.

The report concluded with an enumeration of the various entertainments provided during the year, including dinners and luncheons, at which prominent speakers were guests.

#### Municipal Affairs

Municipal affairs took up a considerable amount of attention and the report of the Municipal Affairs Committee, showing the work accomplished, was read by W. R. Granger, vice-chairman, in the absence of the chairman, Michael Hirsch.

The committee was not called upon for any very extensive amount of work during the year but in the matters which arose, it attempted, with the advice of the Executive, to represent to the municipal authorities, the temper of the manufacturing interests of the city.

Referring to the question of bonusing industries, it was stated that the matter had been taken up in the Legislature. Quebec had legislation preventing granting of tax exemptions, bonuses or inducements of any kind to industries. Ontario had failed to enact such legislation and Quebec was at a disadvantage. Steps were taken to correct this condition and just when a move was about to be made, a bill was introduced in the Ontario Legislature with the result that the proposed Quebec legislation was dropped.

Other matters referred to in the report were unemployment, the financial condition of Montreal, the building of another bridge to the south shore, the bankruptcy act and the amendment of civic by-laws.

#### New Officers

The report of the Nominations Committee was next read and adopted. Following are the new officers of the Branch,—

Chairman:—Julian C. Smith, Shawinigan Water & Power Co.

Vice-chairman:—A. O. Dawson, Canadian Cottons Limited.

Executive:—W. S. Atwood, Canadian Car & Foundry Co.; Howard Bird, Canadian Pneumatic Tool Co.; Archibald Baillie, Dom. Oilcloth & Linoleum Co.; Kenneth Dawes, National Breweries; H. T. Diplock, Steel Co. of Canada, Ltd.; W. A. Eden, Canadian Con. Rubber Co.; W. S. Fallis, Sherwin William Company; R. H. Gillean, Watson Faost Co., Ltd.; W. R. Granger, Glassford Bros.; D. E. Hamilton, Simonds Canada Saw Co., Ltd.; John Lowe, Montreal Cottons Ltd.; W. H. Miner, Miner Rubber Co.; N. C. Polson, Jr.,



**Julian C. Smith**  
Shawinigan Water & Power Co., Montreal  
Chairman 1922-23, Montreal Branch

N. C. Polson & Co.; Alph. Racine, A. Racine Limited; Lyon Cohen, Freedman Company.

Representatives on Executive Council:—Jos. Beaubien, Frontenac Breweries Ltd.; Jos. Daoust, Daoust, Lalonde Company; R. M. Davy, Dominion Bridge Co., Ltd.; Art. Harries, Canada Paper Box Co. Ltd.; Geo. Henderson, Brandram Henderson Ltd.; M. Hirsch, J. Hirsch & Sons Co.; F. H. Hopkins, Dominion Wire Rope Co. Ltd.; A. D. Huff, Riordon Pulp & Paper Co., Ltd.; T. P. Howard, Howard Smith Paper Mills; John Irwin, McArthur, Irwin Co., Ltd.; R. H. McMaster, Steel Co. of Canada, Ltd.; A. Neighorn, Nichols Chemical Co.; S. F. Rutherford, Dominion Box & Package Co.; Paul Sise, Northern Electric Co.; N. M. Yuile, Dominion Glass Co. Ltd.; F. R. Whittall, A. R. Whittall Can. Co.

Mr. Coghlin then resigned the Chair and welcomed Julian C. Smith, the incoming chairman, and A. O. Dawson, the incoming Vice-chairman.

A vote of thanks to the members of the Executive Committee for the previous year was moved by W. S. Fallis and unanimously adopted.

#### Annual Banquet

**F**OLLOWING the meetings of Quebec Division and Montreal Branch, a banquet, attended by about 350 members, was held at the Windsor Hotel. F. W. Stewart, the new chairman of Quebec Division, and Julian C. Smith, the new chairman of Montreal Branch, acted as joint chairmen of the function.

After the toast of "The King", Mr. Stewart opened the proceedings with a brief speech of thanks for his election as chairman of the Quebec Division, remarking that the manufacturers here based the prices of their goods on cost of production, not on tariff protection. If this was kept up, he said, it would go a long way to increase the use of Canadian-made goods in Canada.

John R. Shaw, the 1st vice-president, followed, and drew a parallel between the efforts of President Poincare and Premier Lloyd George to straighten out Europe, with the manner in which the French and English are working together in Canada for general advancement. With regard to the tariff, Mr. Shaw said this was absolutely necessary in such a country as Canada, and the manu-



facturers looked forward to the coming Budget with confidence that Hon. Mr. Fielding would recognize that the vast majority of people in Canada believed that the protective principle was vital to the interests of this country.

### Freight Rate Question

Mr. Shaw then discussed the necessity for lower freight rates in the interests of Canadian industry, in a prepared statement, as follows:

"How to lower the costs of railway transportation is the most important question before the people of Canada today.

"Without going into history, the present situation is that freight rates have reached such a height that the farmer, especially in Western Canada, is suffering severely, and the manufacturers and other shippers find that the sale of their goods are restricted because people cannot afford to pay the freight. While the prices of farm products, lumber, minerals, manufactured goods and merchandise have been greatly reduced during the past two years, freight rates were greatly increased in 1920, and since that time have experienced only a slight reduction. I think that freight rates should come down with other prices. The railways should face conditions and reduce their operating costs, which means lower wages, just as manufacturers, farmers and others have reduced their operating costs.

"I do not care to advise on ways and means, but I believe that the condition of the country's trade demands that there be an immediate, general and substantial reduction of freight rates to approximately the rates which were in effect before the 40 per cent. increase in 1920. Moreover, I believe that, as the farmer is the primary producer, he should be given special encouragement, and, therefore, that the freight rates on grain and grain products established by the Crow's Nest Pass Agreement should be restored.

"When the slump came the prices of farm products and manufactured goods were not kept up by any artificial means; they had to be sold for what the market offered. Freight rates, on the other hand, were not only increased after the slump had commenced, but have been maintained at almost the same level all through it. Every other cost of production has been cut to the bone. High freight is the remaining obstacle. If the public want to buy goods at lower prices, freight rates must come down."

### Mr. Balfour Speaks

Brief speeches were made by Julian C. Smith, chairman of the Montreal Branch, and Paul Joubert, vice chairman of the Quebec Division, after which F. W. Stewart called upon Mr. Balfour, of Sheffield, England, Deputy President of the Association of Chambers of Commerce of Great Britain, the principal speaker of the evening.

Britain, said Mr. Balfour, was facing the future cheerfully, confident in what it had accomplished, and confident of what it will yet accomplish. She had paid her way, and met budgets greater than those of any nation in history.

"This has not been done without sacrifice and suffering in peace," said Mr. Balfour, "just as we sacrificed and suffered during the war. But the British people are determined to make their budgets meet expenditures without borrowing, because that would mean national bankruptcy, just as it would with an individual."

Mr. Balfour said there had been too much idea of public service with spoon feeding of the people, and there is a realization that this must be stopped. There is a growing idea that the individual by work and production, must get the country out of the present situation, just as the individual did collective-

ly during the war. The British people, he said, are paying the heaviest taxation of any people in the world today. In 1903 their taxation was £3 per capita; by 1921 it had grown to £25, with local taxes added, but the situation is being courageously met.

Despite Bolshevik efforts from Russia the people are remaining steady, and unemployment is gradually being reduced. Manufacturers and wholesalers have met the situation fairly, but, in other countries, the retailers had refused to meet the necessarily reduced profits and prices.

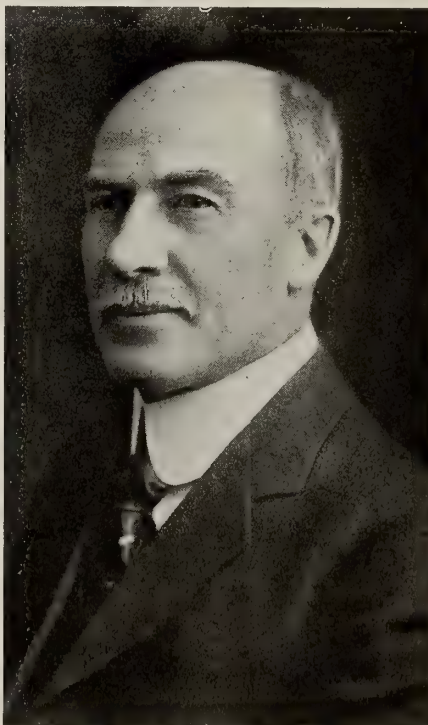
Labor in Britain, said Mr. Balfour, is meeting the situation well, and there has been of late a great change in the workers' view. Where they used to demand the highest wages and restrict output, they have now come to a point where they recognize the necessity for reduced costs and a maximum output if there is to be enough trade to make employment. They have also recognized the curse of government interference in trade, and agreed that the sooner they get the government out of trade the sooner they would have some trade to do.

### More Work Needed

The British workingman, said Mr. Balfour, has realized that the only way out of the present difficulties is by more work and cheaper production, with less government interference. With the continuance of this idea, he said, he was confident that by the end of this year Britain need not fear German competition, because their idiotic policy of debasing currency is raising costs, so that retribution is coming to Germany in no uncertain form.

Mr. Balfour concluded with an appeal that all the parts of the British Empire should work together for the common benefit, since—"More than ever the safety of the world depends on the Anglo-Saxon race, and if we cannot get together and fight these difficulties through, God help the people of this world."

A vote of thanks to Mr. Balfour was tendered by Howard Smith, seconded by T. P. Howard, after which the banquet concluded with the National Anthem.



A. O. Dawson

Canadian Cottons, Limited, Montreal  
Vice-Chairman, 1922-23, Montreal Branch

## Sherbrooke Branch Holds Annual Meeting

Sherbrooke Branch held its annual meeting at the Magog House, Sherbrooke, at 12.30 p. m., May 16, with Bruce H. Fletcher, as chairman. After minutes of last meeting had been read, Mr. Fletcher gave a review of the activities of the Branch during the past year, noting the fact that, whereas members formerly met only once in three months, they were now holding well-attended monthly meetings. A spirit of emulation existed among the members, the number of whom was showing a marked increase.

A report was given by the Secretary of the Quebec Division of the work done by the Legislation Committee and the Export Club, which created considerable interest.

The officers for the ensuing year were then elected as follows,—

Chairman,—Geo. D. MacKinnon, MacKinnon Steel Co.

Vice-chairman,—Claude Spafford, Sherbrooke Machine Co.

Executive,—H. W. S. Downs, Union Screen Plate Co., Lennoxville; H. S. Ball, Dominion Snagthe Co., Cookshire; And. Sangster, Canadian Ingersoll Rand Co., Sherbrooke; A. A. Munster, Julius Kayser & Co., Limited; J. V. Larson, Sleeper & Akhurst Limited, Coaticook; Chet. H. Cleveland, J. L. Goodhue & Co., Danville; W. D. Van Roden, Beckwith Box Toe Limited; Chas. B. Howard, B. C. Howard & Co., Sherbrooke.

R. W. Gould, secretary of Quebec Division, furnished the members with information on many matters of importance.

## Quebec Branch Elects New Officers

Quebec City Branch of the Canadian Manufacturers' Association held its annual meeting on May 8, with P. A. Galarneau in the chair. Reports were read and adopted and the following were elected,—Chairman, A. P. Robitaille; vice-chairman, J. F. Harrington; executive, F. W. Marsh, Thomas J. Leonard, Arthur Drolet and J. O. Chalifoux; representatives on Executive Council, Joseph Picard and J. E. Harrington; secretary, Raoul Renault.

## Graphic Arts Section Makes a Presentation

At the regular monthly meeting for May of the Graphic Arts Section, C. M. A., Montreal, G. E. Corneil, ex-president, was presented by the members of the Section with a cabinet of silver. A bouquet of American beauty roses was also presented to Mr. Corneil for Mrs. Corneil. W. A. Desbarats, one of the ex-presidents of the Section, paid a tribute to the work done on behalf of the printing industry of the city by Mr. Corneil during his two years of office. Among the guests were George N. Voorhees, director of the research department of the U. T. A., Chicago, and William L. McKay, one of the U. T. A. field secretaries.

## South American Bank Buys Canadian Furniture

Banco Dugand, the leading bank in the coast district of Colombia, S. A., has recently completed and occupied a new building in Barranquilla, which for artistic architecture, is quite in line with the new bank buildings of recent erection in Havana, Cuba. All the furniture in the building was made in Canada, being the product of the Office Specialty Company's plant at Newmarket. It was purchased through the company's Barranquilla agent, Sr. Ramon Urueta Mendez, who is a staunch supporter of Made-in-Canada goods in Colombia.



# Year's Work of the Maritime Division

Many Matters Taken Up of Interest to Members  
in Maritime Provinces—New Officers Elected

**T**HE annual general meeting of the Maritime Division was held in the Board of Trade Rooms at Halifax on Thursday afternoon, May 11th. C. S. Sutherland, vice-chairman, presided.

The reports of the various officers and committees reviewed the progress of certain movements with which the Division has been intimately connected during the last few years and pointed out that in a number of cases the Division has been responsible for the initiating of certain progressive and instructive movements, while in others it has been of considerable assistance in their promotion or towards their successful consummation. Some of the most important matters referred to were the development of cheaper power, fire marshall's acts, technical education and vocational training, limitation of preferential tariff to traffic entering through Canadian ports, export trade, workmen's compensation and accident prevention, "Produced in Canada" campaign, visits of foreign trade officials, protecting maritime interests in railway policies.

The Secretary submitted the report for the Legislation Committees and outlined the action taken in connection with legislation affecting the employers of labor which was introduced during the recent sessions of the local legislatures. Gratification was expressed that no unfavorable or contentious legislation was passed during these sessions.

## Election of Officers

The election of the officers and committees for the coming year resulted as follows:

Chairman:—J. E. McLurg, Halifax Shipyards Limited, Halifax.

Vice-chairmen:—J. A. Reid, Hartt Boot & Shoe Co., Fredericton, N. B.; C. S. Sutherland, Amherst Boot & Shoe Co., Amherst, N. S.; J. L. McDonald, Atlantic Underwear, Ltd., Moncton, N. B.

Executive:—A. D. Ganong, Ganong Brothers, Ltd., St. Stephen, N. B.; G. C. McAvity, T. McAvity & Sons, Ltd., St. John, N. B.; C. D. Dennis, Rhodes Curry Ltd., Amherst, N. S.; E. P. Merrill, British Empire Steel Corp., Sydney, N. S.; Geo. Kaye, Hillis & Sons, Halifax, N. S.; A. McCall, Nova Scotia Steel & Coal Co., New Glasgow, N. S.; J. T. Cumming, J. W. Cumming & Sons, Ltd., New Glasgow, N. S.; C. V. Monaghan, Moirs, Limited, Halifax, N. S.; W. D. Piercey, Piercey Supply Co., Ltd., Halifax, N. S.; C. A. Lusby, Amherst Foundry Co., Amherst, N. S.; W. T. Ritchey, Acadia Gas Engine Co., Bridgewater, N. S.; Bruce Stewart, Bruce Stewart, Ltd., Charlottetown, P. E. I.; Fraser Gregory, Murray & Gregory, St. John, N. B.; S. E. Elkin, Maritime Nail Co., Ltd., St. John, N. B.; F. L. Peters, C. H. Peters Sons, Ltd., St. John, N. B.; Geo. A. Schryer, Bathurst Lumber Co., Ltd., Bathurst, N. B.; J. W. Brankley, Miramichi Lumber Co., Chatham, N. B.

Ex-Officio:—L. W. Simms, T. S. Simms & Co., Ltd., St. John, N. B.; F. Magee, F. Magee, Ltd., Port Elgin, N. B.; Alex. Wilson, Wilson Box Co., St. John, N. B.

## On Executive Council

Representatives on Executive Council:—W. S. Fisher, Ex-President of C. M. A., St. John, N. B.; J. E. McLurg, Chairman Maritime Division, Halifax, N. S.; J. D. Palmer, Hartt Boot & Shoe Co., Fredericton, N. B.; H. R. Silver, H. R. Silver, Ltd., Halifax, N. S.; A. D. Ganong, Ganong Brothers, St. Stephen, N. B.; Angus McLean, Bathurst Lumber Co., Ltd., Bathurst, N. B.; C. A. Lusby, Amherst Foundry Co., Ltd., Amherst,

N. S.; L. W. Simms, T. S. Simms & Co., Ltd., St. John, N. B.

## Committees

New Brunswick Legislation:—J. A. Reid, Hartt Boot & Shoe Co., Fredericton, N. B.; J. L. McDonald, Atlantic Underwear, Ltd., Moncton, N. B.; L. W. Simms, T. S. Simms & Co., Ltd., St. John, N. B.;

Nova Scotia Legislation:—A. H. Whitman, Robin, Jones & Whitman, Halifax, N. S.; W. D. Piercey, Piercey Supply Co., Ltd., Halifax, N. S.; H. R. Silver, H. R. Silver, Ltd., Halifax, N. S.

Committee to promote an accident prevention association in New Brunswick:—L. W. Simms, T. S. Simms & Co., Ltd., St. John, N. B.; Geo. A. Schryer, Bathurst



J. E. McLurg

Halifax Shipyards Limited, Halifax  
Chairman, 1922-23, Maritime Division

Lumber Co., Bathurst, N. B.; G. C. McAvity, T. McAvity & Sons, Ltd., St. John, N. B.

Transportation Committee:—Angus McLean, Bathurst Lumber Co., Bathurst, N. B.; H. R. Silver, H. R. Silver, Ltd., Halifax, N. S.; F. H. Gibbs, Atlantic Sugar Refineries, Ltd., Montreal, Que.; Fraser Gregory, Murray & Gregory, St. John, N. B.; J. D. Palmer, Hartt Boot & Shoe Co., Fredericton, N. B.; F. X. Belanger, Frasers, Limited, Plaster Rock, N. B.; Representative, Nova Scotia Steel & Coal Co., New Glasgow, N. S.; Representative, Dominion Iron & Steel Co., Sydney, N. S.

## New Brunswick

The question of entertainment in connection with the Convention at St. Andrews came up for discussion and various recommendations were made for the consideration of the Entertainment Committee.

W. S. Fisher, President of the Association, attended the meeting and was requested to outline some of the experiences of the delegation which recently returned from a trip to the West Indies. This he did in a most interesting and instructive manner. A vote of appreciation was extended to him for his address and for the time, inconvenience and

expense, to say nothing of the responsibility, incurred on behalf of Canadian industry in heading the delegation to the West Indies.

A resolution, introduced by Colonel Thomas Cantley, regarding steamship services to the West Indies was unanimously adopted. It suggested that the Dominion Government dispose of all of its steamers under 5000 tons capacity and procure, in their place, new steamers of larger tonnage, equipped with passenger and cold storage services. The mover of the resolution also suggested that steps be taken to stimulate the tourist traffic between Canada and the West Indies and that the flow of Canadian people to Florida and other United States points for the winter months, be diverted to the more delightful climate and scenery of the West Indies.

The resolution provided for the submission of the suggestions for the consideration of the members attending the National Convention at St. Andrews.

## N. S. Accident Prevention Association's Annual

**T**HE third annual meeting of the Nova Scotia Accident Prevention Association was held in Halifax on Thursday evening, May 11th. The President of the association, J. E. McLurg, Halifax Shipyards Ltd., was in the chair.

In calling the meeting to order, the President stated that it was not his intention, or the intention of other officials to submit lengthy reports but that on the occasion of the annual meeting, it might be well to refresh their minds as to the objects of the Association and the conditions under which it was organized and continues to function. He pointed out that the Workmen's Compensation Act is in reality a compulsory mutual insurance system administered by the Government, through a Board. The interests of the employers in such matters as classification of industries, rates of assessment, distribution of funds, cost of administration, accident prevention, etc., require some regularly constituted agency through which they can get together to obtain information and discuss these questions. A medium of this nature is supplied for the Nova Scotia employers by the Nova Scotia Accident Prevention Association, the organization of which is provided for under Section 80 of the Workmen's Compensation Act.

The Secretary in his report reminded the members that the work of the Association resolves itself into two chief phases:

First—Prevention of Accidents.

Second—Representing the employers in connection with the administration of the Act.

He pointed out that during the present depressed business period, when many plants are closed down and the operations in others are seriously curtailed, it is indeed difficult to devise ways of keeping up and creating further interest in the question of Accident Prevention, but that continuity is perhaps the most important phase of Accident Prevention Work and that if the Association were to suspend operations, or only relax in their efforts to any great extent on account of present conditions, the greater part of the benefit of past work would be lost. He reviewed the various methods taken to interest the employers and employees, as well as to inculcate the spirit of "Safety First" in the future workers of industry, through a campaign conducted in the public schools in the larger centres. He stated that it had been the policy of the Association to work in harmony with the Compensation Board and to discuss with the members, the various phases of the work. The Board has always been willing to co-operate and assist in the promotion of the objects of the Association.

The field officer, M.L. Fraser, gave a brief statement of his work during the year and



made particular reference to his visits to the various industrial centres and to individual employers. Special mention was made of his visits to the schools in the larger towns to further the Association's efforts towards safety education among the children. Essay competitions on the principles and application of Safety First were conducted at Halifax, New Glasgow, Stellarton, Springhill and other towns—prizes being donated by some of the industries in these localities. The results obtained from this work have been very gratifying and if the essays received can be taken as a criterion of the progress made, the small amount of money expended for the purpose of school safety has indeed been well spent.

A motion that a special committee be appointed to promote and supervise a safety campaign in the schools of the province was unanimously adopted. This committee is to comprise J. E. McLurg, W. L. Weston, and R. E. Dickie.

The election of officers resulted as follows: President—C. C. Curtis, Cape Breton Electric Co., Glace Bay, C. B.

1st Vice-Pres.—P. L. Spicer, Newville Lumber Co., Parrsboro, N. S.

2nd Vice-Pres.—C. V. Monaghan, Moirs, Limited, Halifax, N. S.

Secretary—H. R. Thompson, Amherst, N. S.

#### General Executive Committee

Class 1—Mr. A. W. Macdonald, Dominion Coal Co., Ltd., Glace Bay, C. B.

Class 3—Mr. Rufus E. Dickie, R. E. Dickie, Stewiacke, N. S.

Class 5—Mr. J. T. Cumming, J. W. Cumming & Sons, Limited, New Glasgow.

Class 6—Mr. C. S. Sutherland, Amherst Boot & Shoe Co., Limited, Amherst, N. S.

Class 7—Mr. A. S. Curry, Rhodes Curry, Limited, Amherst, N. S.

Class 8—Mr. W. L. Weston, N. S. Tramways and Power Company, Halifax, N. S.

Class 9—Mr. A. E. H. Chesley, Dominion Atlantic Railway, Kentville, N. S.

Class 10—Mr. J. E. McLurg, Halifax Shipways, Limited, Halifax, N. S.

F. W. Armstrong, Vice-Chairman of the Workmen's Compensation Board, addressed the meeting in connection with the operation and administration of the Act. He outlined the receipts and disbursements in connection with the various classes during the past year and the financial standing of these classes since the inception of the Act. During his address he gave the members an opportunity to ask questions regarding the various phases and a number of those in attendance at the meeting took advantage of this opportunity for enlightenment as to the policies of the Board.

At the conclusion of Mr. Armstrong's address, a vote of thanks was tendered him for his attendance at the meeting, for the information given, and for the co-operation extended by the members of the Board to the Association.

### International Nickel Re-opens Refinery

J. L. Agnew, president, the International Nickel Company of Canada, Limited, states that operations at the company's refinery at Port Colborne have been resumed in a small way and he expects that the smelter will start work again this fall, but also in only a small way. Business has improved slightly but has not yet reached what they would consider a satisfactory volume. The business situation is not sufficiently clear to enable them to set any specified production basis at present.

Newspaper reports during the month had stated that 1,000,000 pounds of nickel would be refined monthly at Port Colborne, giving employment to 250 or 300 hands.

## Engineering Standards Association's Work

### Annual Meeting Held in Ottawa and Review of Year's Undertakings Presented

THE seventh meeting of the Main Committee of the Canadian Engineering Standards Association was held at the offices of the Association in Ottawa on April 24, with H. H. Vaughan in the chair.

The following changes in the personnel and renominations of members of the Main Committee were reported:

Sir Alexander Bertram, nominated by the Engineering Institute of Canada, replacing Mr. Tye.

C. W. Lefebvre, nominated by the Ecole Polytechnique, replacing Mr. A. Surveyor.

Dr. L. A. Herdt, renominated by McGill University.

Dr. R. A. Ross, renominated by the Research Council.

Prof. P. Gillespie, renominated by the University of Toronto.

T. F. Sutherland, renominated by the Canadian Institute of Mining and Metallurgy.

A. R. Goldie, renominated by the Canadian Manufacturers' Association.

W. A. Bowden having been nominated as a member of the Main Committee by the Department of Railways & Canals, replacing Colonel Monsarrat, it was decided to co-opt Colonel Monsarrat as a member so as to retain his services on the Committee.

A number of gentlemen serving on various Committees of the Association were elected to membership of the Association.

The Secretary's report on the work and progress of the Association up to March 31st was laid before the Committee and approved for distribution to members of the Association.

Discussion followed on various points of interest among which the following may be mentioned:

As regards the work of the Sub-Committee on the Canadian Electrical Code it was

decided to forward to the Minister of Trade & Commerce a memorandum outlining the present situation in regard to this question, and requesting him to convene a meeting of representatives of the various provincial governments, to discuss the possibility of interprovincial agreement and to acquaint the provincial governments with the difficulties now experienced by the industry. The following resolution was unanimously passed:

"RESOLVED that the memorandum on the proposed Canadian Electrical Code be approved, and that the Secretary be directed to forward it to the Minister of Trade & Commerce, calling his attention to the unsatisfactory situation at present existing in Canada due to the lack of uniformity in the requirements for electrical appliances and construction in the various provinces, and requesting the Minister to consider the advisability of calling a conference of representatives of all the provincial governments with this Association to discuss the matter with the view of obtaining interprovincial agreement and action."

A suggestion from H. G. Bertram of the John Bertram & Sons Co., Limited, Dundas, was laid before the Committee, outlining a scheme for the development of dimensional standards in Canada in connection with machine tool building. The committee expressed the opinion that action along the lines of Mr. Bertram's suggestion was very desirable, and the matter was referred to the Chairman of the Sectional Committee on Machine Parts with a request for action if possible.

A letter from the Dutch Standards Committee was considered inquiring whether there is any objection on the part of the C. E. S. A. to the Dutch Standards Committee collecting and publishing the information regarding progress of work received periodically from the various national standardizing bodies, the collective scheme being then published periodically in the technical press. The Secretary was directed to reply that so far as can at present be seen there is no objection to the Dutch Committee using the reports periodically furnished it by the C. E. S. A. in this way.

As a result of a communication from the Sub-Committee on Concrete and Reinforced concrete the Committee discussed the best means of dealing with the standardization of sieves and screens in Canada. It was pointed out that standards of this kind have been adopted both in England and in the United States, and that the question is of great interest not only to persons interested in cement and concrete but also to the mining and metallurgical industries, to those dealing with road materials, broken stone, etc., to industrial chemists, and others. It was decided that the formation of a committee to deal with this question should be proceeded with, and the matter was referred to the Executive Committee for action.

H. H. Vaughan was elected chairman and T. A. Russell and D. H. McDougall, vice-chairman. These with Dr. J. B. Porter, honorary secretary-treasurer, form the Executive Committee.

The meeting of the Main Committee was followed by the fourth ordinary general meeting of the Association, at which the annual report on the progress of work was presented, together with the auditor's financial statement for the year.



C. C. Curtis

Cape Breton Electric Co., Glace Bay  
President, 1922-23, Nova Scotia Accident  
Prevention Association



# Annual Meeting of the Hamilton Branch

Membership makes gain for year—  
Committees report satisfactory progress

**H**AMILTON Branch, C. M. A., held its annual meeting on May 19 at the Chamber of Commerce rooms, with A. L. Page in the chair. J. R. Shaw, first vice-president; J. T. Stirrett, general secretary and Alex. Marshall, manager of the Commercial Intelligence Department, were guests of the Branch and delivered interesting addresses.

The Executive Committee's report stated that during the year 23 new members had been added; resignations numbered 12, bringing total membership up to 256, a net gain of 11.

Unemployment, it was stated, had received special attention. H. J. Waddie had been appointed a member of Premier Drury's advisory committee, while a special committee had been named to look after the local situation.

The Branch had co-operated with the Chamber of Commerce in connection with a Made-in-Hamilton week, naming a special committee for the purpose. This event had possessed considerable educational value and was a great success.

The report also referred to the visit to Hamilton of the French train; the meeting of the Executive Council in Hamilton on January 19, when 330 members were present, and the meeting in Hamilton of the Export Club of Toronto and District in December.

## Technical Education

The report of the Technical Education Committee stated that the Branch had co-operated with the Hamilton Technical and Art School by making a grant of two scholarships, one of Thirty and one of Twenty Dollars. Attendance at the School, it was reported, was increasing rapidly, the total for 1915-16 being 620 and for 1921-22, 4730. All available space in the present unit of the School, which was occupied in 1919, was now required.

Attention was directed to the instruction of permit workers. In order to provide instruction for the number of hours specified in the Adolescent Act, which becomes effective in September, Principal Sprague had suggested that it would be necessary to operate part time classes from 8.30 a. m. to 12.30 p. m. and from 1.00 p. m. to 5.00 p. m. five days a week and fifty weeks a year. By this plan, permit workers could be allowed by employers to attend classes two different half days each week. This would simplify the problem from the employer's standpoint and at the same time meet the requirements of the Act.

The Hamilton Technical School is being enlarged and extensive additions will be ready for occupancy in September. An important feature will be a practical chemistry laboratory, which will be used for correlating chemistry with the industries of Hamilton by training young men for specialized work. In this laboratory, tests will be made on steel, varnishes, oils, paints, dyes and materials connected with the textile industry.

## Chairman's Address

A. L. Page, retiring chairman, dealt with the economic situation. Members generally had found the past year a most anxious one. Markets had passed through a period of continuous decline, with rather limited demand for finished products. Operating for profit had given way to a desire to get mills and factories to production by reducing and

distributing overhead and operating costs. In many cases employment had been given for the sake of providing work for employees when it would have been more economical and safer to have temporarily discontinued. This applied especially to seasonal lines. Employees had done much more to create and continue employment than was generally known by those outside manufacturing circles.

Economic conditions in other countries had a direct effect on economic conditions in Canada and production in mills and factories would continue to be limited if other countries were not in a position to absorb a greater percentage of our output. The prosperity of the people of Canada depended upon the ability of producers, agricultural and industrial, to sell at fairly remunerative returns, substantially all that was produced, running approximately full time and full handed. In this way only could plant capacity be kept reasonably occupied and labor have steady and profitable employment.

Mr. Page pointed out that the capacity of Canada's mills and factories was in excess of domestic requirements and that therefore export trade was necessary. There must also be import trade so that foreign customers could pay Canadian producers. It was of great importance that care be exercised in what was bought abroad so that domestic industry might not be hurt but the responsibility for preventing the importation of commodities of a kind and quality available in Canada rested with the manufacturers.

Manufacturers, said Mr. Page, had done their part to bring prices back to normal. Products of most industries were being marketed with greater consideration for increasing volume and giving employment than for making immediate profits.

## New Officers

The election of officers resulted as follows: H. P. Hubbard, chairman; W. R. McNeil, vice-chairman; H. E. Waterman, secretary-treasurer.

Executive committee:—Henry Bertram, J. A. McMahon, Cyrus A. Birge, A. F. Hatch, W. E. Skelton, H. W. Hutchinson, R. Hobson, H. S. Ambrose, Geo. C. Copley, W. R. Dunn, W. H. Marsh, H. J. Waddie.

Ex-officio members:—Geo. H. Douglas, H. H. Champ, A. L. Page.

Finance:—H. W. Hutchinson (chairman), N. Slater, Wm. Spencer, W. E. Skelton, H. V. Hamilton, H. S. Ambrose, A. V. Young, W. R. McNeil.

Membership:—J. A. McMahon (chairman), G. W. Robinson, W. E. Sprague, W. E. Blandford, R. McCulloch, H. G. Smith, G. E. Main, A. T. Enlow, J. W. King.

Municipal and legislation:—H. S. Ambrose (chairman), A. V. Young, F. A. Skelton, H. S. Lees, W. R. Drynan, A. C. Garden.

Reception and entertainment:—W. E. Skelton (chairman), A. H. Tallman, H. P. Hubbard, H. G. Wright, James Wagstaffe, George Spence, F. J. Maw, C. A. Hunter, N. Slater.

Technical education:—H. J. Waddie (chairman), F. R. Close, C. R. McCullough, J. A. McMahon, F. M. Hatch, L. M. Appleford, P. Ford-Smith, W. S. Burrill.

Transportation:—W. R. Dunn (chairman), R. B. Hamilton, W. R. Drynan, A. F. Hatch, C. A. Hunter, A. T. Enlow, Henry Bertram, F. W. Dean.

Representatives on the executive council:—

H. H. Champ, A. F. Hatch, H. J. Waddie, Geo. H. Douglas, W. H. Marsh.

## Nominated for Committees

Legislation:—Geo. H. Douglas, A. L. Page, W. R. Drynan.

Insurance:—W. E. Sprague.

Transportation:—W. R. Dunn, F. W. Dean.

Tariff:—H. H. Champ.

Membership and reception:—H. P. Hubbard, James Wagstaffe, J. A. McMahon.

Industrial relations:—F. M. Morton.

Commercial intelligence:—A. L. Page, W. E. Skelton.

Publishing:—C. R. McCullough.

Education:—P. Ford-Smith.

## New Company Arranges Sailings to Southern Ports

A development in the transportation field, which should interest manufacturers who are shipping goods to the West Indies and Central and South America, is the recent formation of Canadian Industries Limited, a company organized for the purpose of distributing Canadian products in the American West Indies, Colombia, Venezuela, Panama, Central America and Mexico. The company will not only act as export agents but will carry on their line of steamships any goods which may be consigned to ports in the territories mentioned. They have appointed agents in all these countries to look after the sale and distribution of Canadian goods.

Weekly sailings from Montreal have been scheduled for June and will probably be continued throughout the season. The first sailing was made on June 4 by S. S. Berlin, which cleared with a full cargo consisting of cement, carbide, wheat, paint, barbed wire, galvanized wire, wire nails, wrapping paper, carbonic gas and fish. The ship also carried a considerable number of samples. It will unload at Porto Rico and Colombian ports, taking on a cargo of coffee and sugar for the return trip. The fact, that the company's ships will carry return cargoes to Canada, will be of distinct advantage, enabling the company to charge minimum rates and providing a good trading basis.

The company are well pleased with the early results of their venture. Their first boat was more than booked up. The opportunity afforded manufacturers of shipping via Montreal, thus avoiding the cost of the rail haul to New York, is important and might well be taken into consideration by producers of heavy goods, on which freight charges by rail are prohibitive.

Major H. C. Brubaker is organizer and president of Canadian Industries Limited.

## Invites Canadian Exhibit For Lucerne

The city of Lucerne has extended, through the Swiss Consul General in Montreal, an invitation to the Canadian Government to arrange an exhibit of Canadian products in Lucerne. For this purpose the town of Lucerne placed, free of charges, at the disposal of the exhibitors, its attractive exhibition building, formerly the International Peace Museum, built in historic style, situated on the shore of the Lake of Lucerne, and adjoining the railway station. Gas, water and electric plants, existing in the building are also placed, free, at the disposal of the exhibitors.

Cinematographic views of industrial and agricultural life of Canada are welcomed, and this exhibition which would be in the nature of a sample exhibition will undoubtedly develop the mutual trade relations between Canada and Switzerland. All the more, as the Canadian export to Switzerland was, in 1921, greater than before, namely: 85 million dollars, i. e., it had about the same amount as the Canadian export to the British West Indies.



# Promoting New Industries on Pacific Coast

## Work of British Columbia Department of Industries explained to C. M. A.

A FEATURE of the annual meeting of the Victoria and Vancouver Island Branch, C. M. A., was an address by Major D. B. Martyn, Deputy Minister of the Department of Industries of British Columbia.

"The British Columbia Department of Industries," said Major Martyn, "was created about three years ago, in response to the agitation of returned soldiers, to take charge as it were and direct the initiative and enthusiasm for industrial enterprise let loose with the demobilization of the fighting forces. To give you an idea of how many people wanted to start new enterprises I may say that we received one thousand applications for industrial loans. But after these applications had been well sifted by my advisory board, only sixty-six applications were granted.

"These industries were started when everything was at its price peak. When you consider this and take into account also the present state of industry generally it is remarkable that these new industries have pulled through so well. Looking at these projects from a sympathetic standpoint, British Columbia, has reason to feel well pleased with the new industries that have been started with the aid of the Department of Industries. The chief justification for the work of the Department is the fact that last year these new industries sold over \$1,500,000 worth of produce. When you consider that one half of this produce otherwise would have been purchased outside the Province, it is seen that these industries retained \$750,000 in British Columbia.

### Avoid Basic Industries

"In extending loans to new industries, the Department of Industries has tried to avoid the basic industries such as lumbering, mining, fishing and agriculture and endeavored to aid industries which would manufacture more completely the products of the basic industries.

"The business situation in British Columbia seems, from investigations I have made, to be a little better than in the other provinces of Canada, certainly better than in the other western provinces. The fact that is most apparent, however, is that quality sells at the present time. The manufacturer who is selling goods of the highest quality is getting by and making little money. It is only reasonable that people whose incomes have been reduced will insist on better articles for their money and it is gratifying to know that this condition is selling British Columbia products in markets which they might not otherwise reach. For instance, the new knitting factory in Vancouver is selling to the T. Eaton Company all the bathing suits it will sell this year.

"Many manufacturers in British Columbia to-day do not realize the industrial development of this Province or what the Province now manufactures. This situation has induced repeated requests from manufacturers that the public should be taught what is made in British Columbia so that the people would get behind the made-in-B. C. idea. Last year the Department published a directory showing the industries operating in the Province and this year we have elaborated it. While it is not by any means complete it is as near as we can get to the full facts from the information at hand and it is something that will surprise even manufacturers when they see the extent of British Columbia industries. It shows 1,760 different industrial enterprises in the Province.

"The British Columbia market is the best market west of the Great Lakes to-day and it is up to us to see that we win it and hold it," Major Martyn affirmed. "This we can do by co-operation and by educating the public to buy British Columbia products. There is nothing that can help new industries as much as the co-operation of old industries. It is far ahead of financial assistance. And it is to the interest of the old industries to see that the new industries prosper and that their produce is properly distributed to proper markets. When you help to sell another man's product you help to keep that money in this Province—you help to bring the money back to your own industry.

### Tire Factory Started

"As example, a tire factory was started in Vancouver last year. The quality of the tire produced is good and it is up to the people of the Province to see that this enterprise prospers.

"We have in British Columbia all the elements necessary for a great industrial development. Our climate is such that our labor conditions are about twenty per cent. better than in other parts of Canada. All we need to make this Province a great manufacturing centre is co-operation which will achieve a whole lot more than financial assistance. Boost new industries. It is to your advantage to do so.

"In the report which the Department of Industries has prepared we have set forth a few of the larger industries which need to be developed in British Columbia. You may know that the Consolidated Mining and Smelting Company at Trail, at a cost of over \$250,000, has installed a rolling mill for the production of copper rods. This is the first attempt to manufacture copper in any completed form in British Columbia. In Vancouver nails and wire are manufactured from steel rods. There is nothing to prevent a little enterprise on the part of these nail and wire works getting copper rods from Trail and making copper wire needed in British Columbia and selling it at a price that would create an export market. If we can produce steel nails and wire from imported steel we certainly should be able to produce wire from our own copper for export. And then it is only another step to the manufacture of insulated wires and general electrical supplies. There is no reason why we should not develop the manufacture of electric supplies just as well and perhaps better than any part of America.

### A Glass Industry

"There is a big field in British Columbia also for the manufacture of glass containers and bottles on which the freight from Montreal is \$500 per car. True, no sand pure enough for the manufacture of glass has been found out here but we have a very pure quartz that could be crushed for a small sum and which would be perfectly satisfactory. In addition, we have large deposits of soda ash on the Pacific Great Eastern Railway and a Vancouver syndicate is about to work them. Such an industry would be of immense value to the pickling industry and the fruit preserving business.

"There is also an opportunity here for the establishment of a paper bag plant, and a plant for the manufacture of copra and coconut oil as in Australia.

"Last year several novel and new industries started in British Columbia, among them the

copper manufacturing plant at Trail, the tire factory, a sand paper plant, a starch plant, and a plant for making clothes pins. These indicate that British Columbia is gradually developing her industrial potentialities and that the future holds still bigger prospects. With the co-operation of the manufacturers already here and the general support of the people of the Province, British Columbia industries should find that they can develop their export trade extensively as well as meeting the needs of the home market."

## Progress of Imperial Bank During Last Year

Viewed in the light of general business conditions, the experience of the Imperial Bank of Canada during the past year, must be regarded as encouraging. The Bank's annual report, recently issued, shows that the institution has maintained a strong liquid position and has been able to keep up its previous good showing.

Readily available assets, consisting of cash, bonds, call and municipal loans amount to the large sum of \$58,261,881, or about 53 per cent. of the total liabilities to the public.

Such a position might be considered as attractive to depositors, and this is evidently the case, for the change in the total deposits entrusted to the bank is surprisingly small. There is a decline from \$99,125,011 to \$98,432,702 in total deposits, or less than \$700,000, and, while the savings have fallen off, the loss is almost made up by current deposits, which reflects the bank's good standing in the business world, and also is a sign of a revival in business.

Profits, of course, must be considered, and here the record for the year is a good one, with a very small reduction for the previous year. The report shows profits after allowing for bad and doubtful debts of \$1,265,839, compared with \$1,287,061 a year ago. This enabled the directors to pay the usual dividends of 12 per cent. per annum, together with a bonus of 1 per cent. making a total distribution to shareholders of \$910,000. There was a reserve of \$200,000 for Bank Premises Account, a payment of \$40,000 for Officers' Pension Fund, and \$110,000 for Government taxes, leaving \$1,175,178 to be carried forward to General Profit and Loss Account, compared with \$1,171,839 a year ago. The fact that the Imperial has a reserve fund of \$7,500,000, or \$500,000 more than the paid up capital, is considered a mark of strength and careful management.

On the whole, the record of the Imperial for the year shows few changes and a good maintenance of its previous good showing. There is a decline of \$2,800,000 in note circulation, which is offset by the reduction in the amount on deposit in the Central Gold Reserves. A somewhat similar reduction is shown in the total assets, both being traceable to the slowing down in business throughout the country.

### Safety Booklets

The addresses and speeches delivered at the Joint Safety Convention held in Toronto on April 4th and 5th have been published in two booklets, one containing the discussion of Traffic Accidents and General Accidents by Chief Constable S. J. Dickson and Dr. M. M. Crawford respectively, the other containing addresses by eleven other speakers. The secretary of the Ontario Division, C. M. A., has a limited number of these booklets available for distribution, and will be pleased to forward copies to interested members of the Association.



# LA SECTION FRANÇAISE

## Perspectives d'affaires Avec l'Amérique du Sud

**T**OUS les jours nous recevons, de personnes autorisées, des perspectives d'affaires avec les pays de l'Amérique du Sud. De nouvelles preuves nous en ont été données à la réunion du Club d'Exportation, tenue vendredi soir, le 5 mai, au Old Colony Club de l'Hôtel Windsor.

M. Frank P. Jones, le président de la Canada Cement Company, récemment de retour de ces pays, qui fut le principal orateur de la soirée, déclara que de superbes occasions se présentent pour nos industriels canadiens de faire directement des affaires avec le Brésil, la république argentine et tous les autres pays sur la côte orientale de l'Amérique du Sud, du moment qu'on pourra s'assurer de la coopération des compagnies de navigation et de chemin de fer, afin que les trains de fret et les navires qui transporteront nos produits vers ces régions ne reviennent pas à vide, ce qui causerait une perte sérieuse pour ceux qui s'occupent de transport. Cela ne pourrait se faire que si le gouvernement accorde à ces pays un tarif de préférence afin qu'ils nous envoient en échange des matières brutes et des céréales dont nous aurions besoin, par des ports canadiens; et cela directement, au lieu d'en donner le bénéfice aux lignes américaines.

M. Jones fait aussi remarquer que notre position géographique place Montréal à une distance égale à celle de New York avec Rio Janeiro, et ayant une ligne directe nous pourrions éviter les ports américains pour recevoir les produits de l'Amérique du Sud, tels que les peaux, les fruits, les cafés etc., car il ne faut pas oublier que sur plus de \$25,000,000 en fruits frais et séchés que nous achetons de ces pays, neuf dixièmes de ces produits arrivent en Canada par voies américaines. Il en est de même pour le coton que nous achetons des Etats-Unis au montant de près de \$12,500,000, le Brésil, qui possède d'aussi bonnes filatures, pourrait nous fournir ce produit à d'aussi bonnes conditions. On pourrait aussi remédier au transport d'hiver en établissant des entrepôts en Argentine et au Brésil avec raccordement de St-Jean.

Bref, cette réunion du Club d'Exportation a été une des plus importantes tenues depuis la fondation de cette organisation.

## Assemblée Annuelle De la Succursale de Québec

Les membres de la succursale de Québec, de l'Association des Manufacturiers Canadiens ont eu leur assemblée annuelle, lundi après-midi, le 8 mai, afin de recevoir le rapport annuel du travail accompli durant l'année 1921-1922 et procéder à l'élection de ses officiers pour l'année. Comme préliminaire d'usage M. P. A. Galarneau, le président sortant de charge donna le compte-rendu du travail accompli durant son terme d'office de la manière suivante:

Messieurs,

Le compte-rendu du travail accompli par votre Exécutif pendant l'exercice qui s'est terminé le 30 avril dernier ne sera pas considérable.

L'organisation des Provinces en Divisions, dont le siège pour la Province de

Québec est à Montréal, a diminué de beaucoup le travail et les attributions des succursales, à qui il ne reste plus qu'à s'occuper que des questions purement locales et à collaborer avec l'Exécutif de la Division, en lui prêtant son concours toutes les fois que l'occasion se présente.

Durant l'année qui vient de s'écouler, la plupart des membres de votre Exécutif et quelques membres de la succursale ont suivi attentivement le travail de l'Exécutif de la Division et ont assisté aux assemblées mensuelles qui ont été tenues simultanément à Montréal, Trois-Rivières, Sherbrooke et Québec.

A toutes ces assemblées des questions importantes ont été soumises et discutées, entre autres, les compensations pour accidents de travail, la nouvelle loi des faillites, l'organisation efficace du bureau de la Division.

Des suggestions ont été faites pour améliorer la loi des accidents de travail afin de la rendre moins onéreuse pour les manufacturiers qui en ont souffert, jusqu'ici, en maintes circonstances de réels abus.

La position créée aux industriels par la nouvelle loi des faillites et ses amendements a été étudiée à plusieurs reprises. A une séance tenue à Trois-Rivières, M. Louis Létourneau, député à la Législature, qui a fait une étude spéciale de cette loi en a exposé les points faibles et les imperfections. Des recommandations ont été faites à qui de droit pour demander certaines modifications qui s'imposent.

Le bureau de la Division a été organisé avec un personnel compétent qui se tient à la disposition de tous les membres pour les aider à solutionner leurs problèmes. Des experts sur les questions de transports, de droits de douane, d'exportations, etc., sont attachés au bureau de la Division, de sorte que maintenant il n'est pas nécessaire de s'adresser au bureau-chef pour obtenir les renseignements voulus.

Pendant l'année qui vient de s'écouler, un grand événement s'est produit. Je veux parler de la Convention annuelle qui a eu lieu à Québec.

Cette Convention a été un succès sur toute la ligne grâce au dévouement et à la générosité de la plupart de nos membres qui n'ont pas épargné leurs démarches pour soutenir la bonne réputation de franche hospitalité de la vieille Cité de Champlain. Cette Convention, et la réception qui a été faite aux membres visiteurs, devra produire de bons résultats et resserrer les liens qui doivent unir les diverses Provinces qui composent le Dominion.

Votre Exécutif, à la demande de la Commission de l'Exposition Provinciale de Québec a cru devoir recommander la construction d'un nouveau Palais de l'Industrie pour remplacer le Palais actuel qui menace de s'écrouler et qui est un danger constant pour la vie des gens et pour la propriété.

Je crois devoir, avant de terminer ce court rapport rappeler à nos membres que les divers services de l'Association, soit ceux du bureau-chef, soit ceux de la Division ou de la succursale, sont gratuitement à leur entière disposition et qu'ils devraient se prévaloir de cet avantage plus souvent qu'ils ne le font.

Après quoi on procéda à l'élection des officiers de la succursale pour l'année cou-

rante, 1922-1923, et qui donna le résultat suivant:

Président, M. A. P. Robitaille, de la Brasserie Champlain; vice-président, M. J. E. Harrington, gérant de la John Ritchie Company; membres du bureau de direction: MM. S. W. March, gérant de la W. S. March Company; Thomas J. Léonard, gérant de la Eastern Canada Steel Company; Arthur Drolet, de la Compagnie F. X. Drolet; J. O. Chalifour, de O. Chalifour, Eng.; représentants du conseil exécutif, MM. Joseph Picard et J. E. Warrington; secrétaire, M. Raoul Renault.

Après un vote de remerciements aux officiers sortant de charge, un bon nombre de membres décidèrent d'assister à l'assemblée annuelle de la division, suivie d'un banquet, qui eut lieu le 11 mai, à l'hôtel Windsor de Montréal.

## RAPPORT Du Comité de réception et de recrutement Division de Québec Mai - 1922

Nous pouvons dire, sans crainte d'être contredit, que, durant la dernière décennie de l'histoire de l'Association des Manufacturiers, il n'y a pas d'année plus difficile que celle qui vient de finir, pour effectuer le recrutement de nouveaux membres, malgré tout on a obtenu des résultats satisfaisants dans la campagne qui a été préparée.

Cependant, les conditions cette année ont subi des changements, et avec la dépression qu'on a subie, accompagnée de nombreuses faillites, des amalgamations et les difficultés sur le marché monétaire, on a senti que nos efforts, durant les dernières trois années, ont été presque impraticables.

Ce n'est pas de bonne politique d'employer de nombreux solliciteurs pour disposer des services de l'organisation, quand les apparences de récolte n'étaient pas bonnes, ce qui nous a forcé de modifier nos plans afin de faire face à la situation.

La division de Québec, durant l'année qui vient de finir, a cru bon de placer tranquillement les services devant ceux qui étaient qualifiés, en leur envoyant des circulaires et en les voyant personnellement, quand l'occasion nous le permettait, et il en est résulté que le plan a été assez satisfaisant, quand on voit que durant l'année dernière 96 demandes d'admission ont été reçues, et que malgré les conditions des affaires, cette année le nombre de demandes est de 102.

Les conditions des affaires nous a valu 67 résignations cette année, contre 50 l'année précédente; ce qui n'empêche pas que malgré tout nous accusons un surplus de 45 et 35 respectivement.

Nous avons été cette année, en contact continu avec le bureau chef pour ce qui concernait les résignations, la perception des contributions surélevées et dans bien des cas nous avons réussi à retenir des membres qui voulaient se retirer.

En mai 1921 nous avons reçu 24 demandes et il n'y a aucun doute que la convention annuelle de Québec a contribué à ce succès. Le mois de février de cette année a établi un record de 25 demandes et en récapitulant on a eu le résultat suivant: 1921-mai, 21 — juin, 13 — septembre, 4 —



octobre, 5 — Novembre, 4 — décembre, 2 — 1922, janvier, 15 — février, 25 — et mars, 6; total 102.

Parmi les 67 résignations signalées, il y a eu 25 firmes qui ont fermé; 4 se sont amalgamées; 10 n'ont pas payé leurs contributions, 8 à cause des conditions du commerce; 8 ont été retranchées; 7 faisaient du commerce de gros et qui n'étaient pas éligibles et les 4 restant n'ont donné aucune raison de retraite.

Sur le chapitre des réceptions, dîners, etc., le comité a été activement mis à contribution. Pour ne citer que la convention annuelle à Québec en juin dernier, durant laquelle il y eut un banquet, trois dîners, un bal, et plusieurs randonnées aux points d'intérêt, la nolisaison d'un bateau pour un voyage spécial au Saguenay, et autres détails trop longs à énumérer. On ne peut trop féliciter les dames de Québec qui ont grandement contribué à la partie sociale de cette convention qui a été un succès des plus brillants.

Si nous comptons les nombreux dîners-causeries qui ont été donnés à Montréal, où des personnalités politiques et autres ont été les hôtes d'honneur, on a raison d'être fier du travail onéreux que le comité a eu à remplir durant l'année qui vient de s'écouler.

### **Discours du Président De la Succursale de Montréal Assemblée Annuelle, le 11 Mai, 1922**

Messieurs:—

Avec cette assemblée mon terme d'office comme président de la succursale de Montréal prend fin.

Au point de vue industriel, l'année 1921-1922 a été mouvementée, et je ne crois pas qu'il y ait eu dans l'histoire industrielle de notre pays, et même dans aucun des pays civilisés, une période plus difficile à traverser, car le commerce a subi des difficultés qui, souvent ont menacé son équilibre, mais aussi causé des désastres presque inévitables. Il n'y a pas une compagnie manufacturière qui n'a pas ressenti les restrictions dues aux conditions anormales de cette époque, mais je puis affirmer que les industriels de Montréal ont su faire face aux difficultés en sauvegardant l'intégrité de la métropole canadienne en maintenant son commerce dans une position dominante.

Il est vrai que l'année dernière a été difficile, mais durant l'année qui vient de finir nous en avons fait trouver le fond, et j'ai confiance que la reprise des affaires s'accroîtra rapidement et que bientôt on constatera que le plus fort de la tempête économique est contrôlée.

Quand il y a un an je suis devenu président de la succursale, nous pensions que la marche du commerce serait ascendante, et je me suis aperçu que mon expérience et mes visées ont été déçues. Toutefois ces circonstances ont contribué à stimuler notre activité et notre ardeur afin de contrebalancer les effets du marasme commercial existant.

Durant l'année dernière on a pris des moyens afin d'assurer une paix durable parmi les différentes nations, et rétablir l'échange international afin d'équilibrer les conditions de l'offre et de la demande. Je regrette de constater que ce résultat n'a pas été atteint, et les nouvelles que nous recevons de la conférence de Gênes ne sont pas rassurantes. Nous espérons que le désarmement s'effectuera, mais on attend encore que quelque chose de tangible, soit réalisé, et que cette conférence ne subisse pas un échec complet.

Durant les derniers douze mois plusieurs firmes manufacturières ou de commerce de gros et de détail ont pu réajuster leurs pertes et se remettre sur des bases solides. Cela aura pour effet d'envisager la situation avec plus de confiance, et quoique le Canada ne peut, peut-être pas pro-

duire une panacée à cet état de chose pour le monde entier, car il ne compte que comme une petite petite branche dans la famille des nations. Néanmoins il fera sa part en l'occurrence.

A part de la question d'affaires, le Canada s'est donné un changement de gouvernement, avec les incertitudes inhérentes à une élection générale, la question ferroviaire sera une des plus importantes à résoudre, car un rajustement du taux de fret s'impose, et ce sera sur son rajustement pratique et équitable que reposera la reconstruction de notre système économique.

Malgré toutes les difficultés que nous avons eu à rencontrer, votre exécutif s'est évertué à faire face à la situation, avec la détermination de contribuer dans toute la mesure de ses forces à ramener la situation à son état normal.

La question de la révision du tarif est attendue avec impatience et il n'y a que le ministre des finances qui pourra nous renseigner quand il prononcera son discours du budget, et nous espérons que les changements apportés ne compromettront pas l'avenir industriel de notre pays.

Durant l'année qui vient de s'écouler nous avons fait une forte propagande en faveur de "Fait au Canada" et nous espérons que cette campagne se continuera pour le plus grand bien général.

En terminant, je crois ne pas faire mieux que d'espérer que les manufacturiers de Montréal et du Canada tout entier continueront à tenir leur situation, dans un esprit d'équité pour tous, et en cédant mon siège à mon confrère M. Julian C. Smith, j'espère que vous lui montrerez la même sympathie que vous m'avez manifestée en toute occasion, ce dont je vous offre mes remerciements et vœux de succès futurs.

### **Assemblée Annuelle De la Division de Québec Et de la Succursale de Montréal**

En publiant le résumé du compte-rendu de l'assemblée annuelle de la division de Québec et de la succursale de Montréal, qui a eu lieu le 11 mai, il faut tenir compte du fait que, malgré les conditions défavorables des affaires, respectivement ses membres ont déployé une activité qui prépare les voies pour développer davantage les différentes industries de la province, quand notre système économique aura repris son cours normal d'avant guerre.

M. R. W. Gould, l'actif secrétaire, dans son rapport, signale des progrès d'organisation, qui ont nécessité l'agrandissement des bureaux à Montréal et l'emploi d'un personnel plus considérable, vu l'institution du Club d'exportation, le bureau local de transportation et autres sections nécessaires à l'administration générale.

### **Elections des Officiers Division Provinciale de Québec**

Président: F. W. Stewart; vice-président, Paul-E. Joubert.

Comité: MM. E. C. Budge, Leslie Drake, A. S. Ginger, Raoul Grothé, Michael Hirsch, Norman Holland, F. W. Knowlton, A. McA. Murphy, Walter Ramsay, A. Edgar Robertson, Robert Ryan, Albert Tétrault.

Québec: E. C. Tanguay, H. C. Price, Allan Boswell, O. A. Gignac.

Sherbrooke: A. Sangster, Geo. D. MacKinnon.

St-Jean: C. A. Reynolds.

St-Hyacinthe: C. H. Laframboise.

Plessisville: J. A. Farand.

St-Jérôme: J. Rolland.

Granby: W. H. Miner.

Trois-Rivières: J. H. Giroux.

Shawinigan-Falls: H. Biermans.

Victoriaville: J. B. Alain.

### **Section de Montréal**

Président: Julian-C. Smith; vice-président, A.-O. Dawson.

Comité: W. S. Atwood, Howard Bird, Archibald Baillie, Kenneth Dawes, H. T. Diplock, W. A. Eden, W. S. Fallis, R. H. Gillean, W. R. Granger, D. E. Hamilton, John Lowe, W. H. Miner, N. C. Polson, Jr., Alph. Racine, Lyon Cohen.

Conseil Exécutif: Jos. Beaubien, Jos. D. Daoust, R. M. Davy, Art. Harris, Geo. Henderson, M. Hirsch, F. H. Hopkins, A. D. Huff, T. P. Howard, John Irwin, R. H. McMaster, A. Neighorn, S. F. Rutherford, Paul Sise, N. M. Yulle, F. R. Whittall.

### **Le Banquet**

Comme complément de l'assemblée annuelle, plus de 350 membres et invités assistaient à ces agapes, dans la salle rose de l'hôtel Windsor de Montréal.

Le banquet était conjointement présidé par MM. Stewart et Smith. On remarquait à la table d'honneur, outre les présidents, MM. Arthur Balfour, hôte d'honneur; J.-E. Walsh, Toronto; W.-M. Birks, président du Board of Trade; Alfred Lambert, président de la Chambre de Commerce; J.-H. Fortier, président sortant de charge de la division provinciale de Québec; B.-W. Coghlin, T.-P. Howard, C.-Howard Smith, John-R. Shaw, premier vice-président de l'Association des Manufacturiers Canadiens; A.-P. Robitaille, Québec; C.-H. Cleveland, Sherbrooke; Paul-E. Joubert et A.-O. Dawson.

Après que chacun eut fait honneur à l'excellent menu servi, agrémenté de vins généreux, M. F. W. Stewart, le nouveau président, témoigna du plaisir de voir un si grand nombre de membres venus de toutes les parties de la province et d'ailleurs, pour rehausser cette fête de leur présence, et remercia ses collègues de l'honneur qu'on lui a confié en le choisissant comme président de la division de Québec. Après avoir signalé les progrès accomplis durant l'année qui vient de finir, il invita M. John R. Shaw, vice-président de l'Association à prendre la parole, ce que celui-ci fit avec une éloquence pondérée, signalant les progrès de la bonne entente entre les deux principales races de notre pays et félicita les membres de la division de Québec sur l'admirable coopération qu'ils ont prise pour augmenter le prestige et l'avancement de nos industries.

Après un bref discours de la part de M. Julian C. Smith, président de la succursale de Montréal, qui fit l'éloge du premier ministre, l'hon. L. A. Taschereau, qui dans son discours devant l'Empire Club, de Toronto a fait une superbe mise au point en ce qui concerne les habitants de sa province.

L'orateur suivant fut M. Arthur Balfour, député, président des Chambres de Commerce d'Angleterre, qui dans un magistral discours, relata les obligations onéreuses que l'Angleterre a à rencontrer et malgré les deux millions de sans-travail du Royaume-Uni, le bolchévisme n'a pas réussi à propager ses doctrines néfastes parmi la classe ouvrière anglaise, qui supporte vaillamment cette période malheureuse de chômage. M. Balfour parlant de la conférence de Gênes déclara que les bolchevistes russes et allemands, ont trompé la bonne foi des représentants alliés en profitant des assises de la conférence pour faire de la propagande en faveur de leurs doctrines insurrectionnelles. Traitant aussi de la dépréciation des systèmes monétaires russes et allemands, il constate que la situation économique de ces pays sera longtemps en désarroi. Bref M. Balfour a fait un discours qui fera époque dans les annales de l'Association des Manufacturiers canadiens.



# Trade, Industries and Chief Features of Fiji\*

By E. Jerome Dyer, C.B.E.

## Part II.

**T**HE total value of Fiji's exports for 1920 exceeded \$14,000,000. The principal exports were raw sugar, copra, bananas, and, in much less degree,—molasses, pineapples, maize, rubber and various shells (trocas, tortoise and turtle). Other exports are cattle, hides, beche-de-mer, mangrove bark, coconut and sisal fibre and cocoanuts. In 1919, Fiji exported 64,348 tons of raw sugar valued at about \$5,071,000 and 27,311 tons of copra valued at over \$3,300,000.

The banana export was 1,650,000 bunches in 1916, entirely to Australia and New Zealand; 1,456,000 in 1917, 1,055,000 in 1918 and only 612,786 in 1919. The decrease in 1919 was due to shipping strikes in Australia and more particularly to the influenza epidemic early in that year, necessitating the imposition of quarantine regulations which interfered with shipments. The banana industry in Fiji is threatened with virtual extinction owing to prohibitive import duties imposed a few months ago by the Commonwealth Government. A strong and promising effort is now being made, however, to place Fiji bananas on the Canadian market. The Fiji banana is somewhat smaller than the Central American banana which is on sale everywhere in Canada, but it is claimed to be much better flavoured and sweeter, and can be sold at about 25% less. Furthermore, Fiji will take goods in exchange and it is doubtful if the U. S. and Central American banana growers or merchants take one cent's worth in return for the millions of dollar's worth of fruit and produce with which they supply Canada.

## Imports

The value of imports into Fiji for 1920 was about \$8,300,000, made up mainly of the following articles:—Bags and sacks, boots and shoes, biscuits, butter and cheese, cement, coal, drapery, drugs, fish (mainly canned salmon) galvanized iron and manufactures, hardware, machinery, manure, canned meats, oils (motor or lubricating), rice, soap, spirits, stationery, timber (almost exclusively soft wood) tobacco and preserved fruits and jams.

When fruit canning and other tropical industries are started in Fiji and strong efforts are now being made in that direction, it is well within the bounds of probability that the country's imports will rapidly expand to at least double and possibly treble 1920's figures.

## Import Duties

Under the new tariff of Fiji, effective January 1st, 1922, imports from Canada and other parts of the British Empire are given a preference of 12½% ad valorem in the case of goods subject to ad valorem duties, and a preferential rate 50% lower than the general tariff in the case of nearly all goods subject to specific duties. As the free list is very limited, this means a preference on nearly all commodities.

## Live Stock

Grazing appears to be a promising industry in Fiji owing to the country's excellent climate and rich pasturage. Live stock of every description thrive exceedingly well. Lieut. Col. W. Rainey, C.B.E., M.R.C.V.S., reports that in 1920 he estimated there were in the Colony 80,000 cattle, 10,000 horses and mules, 1000 sheep, 6,000 goats and 4,000 pigs. Fowls and turkeys are everywhere in large numbers. He also gives the following particulars:—

Birth rate of cattle, per annum	10,000 calves
Killed for meat or export	4,500 cattle
Deaths from old age, etc and	
Fijian Slaughter	3,500 "
Net increase	2,000 "

## Forests

The Government Report on this subject states that—

"the forests of the Colony cover about 2,000,000 acres, chiefly mountainous, and contain valuable timber for house construction, boat building and cabinet making. Yaka furniture is much sought after and is making a name for itself in Canada, Australia and New Zealand." (Yaka is a Fijian wood of high quality).

## Labour

The labourers employed in Fiji are of four races, natives of India, of whom there are upwards of 60,000 in the country, Fijians, Polynesians and,—to a very limited extent,—Chinese. The Government handbook contains the following reference to this subject:

"Indians have been introduced, hitherto, on indentures for 5 years at an annual cost including that of introduction of about £25. Indenture-expired Indians and others in the Colony can be employed under agreement for a period not exceeding one year at a cost varying from £25 to £36 per ann. The indenture system has now ceased and the Government is taking steps to facilitate the introduction of agricultural labourers who will be free to take up employment upon arrival in the Colony".

The number of Fijians employed as labourers is altogether disproportionate to the native population. This is largely due to the communal system under which they live. This has its advantages and has proved beneficial to the people in the past but it has tended to impair their efficiency and energy. They dislike leaving their communities but, to a large extent, they willingly accept employment in or near their own districts in road-making, plantation work, and especially in harbor works, logging and forestry.

Signs are not wanting, however, the Colonial Secretary reports, of a development on the part of the natives in some districts towards individualism and instances of activity and enterprise are more frequently met with than formerly. There is widespread belief among Europeans and in official circles that the communal system as at present practised is rapidly declining and it is believed, and even asserted by leading natives, that any large and popular enterprise in country districts would not experience much difficulty in obtaining all the labor required amongst Fijians.

## Transport and Direct Shipping

In 1920 the following ocean-going vessels under steam visited Fiji,—108 British, tonnage 316, 310, 3 foreign, tonnage 3,982. Four British sailing ships with a tonnage of 567 and 31 foreign, tonnage 16,861, also visited the country.

Steamers run monthly between Fiji and Sydney. There is also monthly communication with Auckland. In addition to these steamship lines the Canadian-Australian Royal Mail run well appointed steamers between Vancouver and Sydney via Auckland. These steamers run monthly and call at Suva the capital of Fiji. This steamship company owns the Grand Pacific Hotel at Suva, certainly the finest hotel in the South Seas.

The steamers of the Canadian Government Merchant Marine, which for some time have been running a monthly service between Vancouver and Australia have begun ex-

perimental calls at Fiji which may develop into a monthly service. This will depend very largely upon the enterprise and activity of Canadian interests.

There has never been regular direct steamship line from England to Fiji but the opening of the Panama Canal has now made it more practicable, and arrangements were entered into late in 1921 with the Australian Commonwealth line of steamers running regularly through the Panama Canal from Australia to England, to call at Suva, the chief seaport of Fiji. The freight rates are not to exceed those from Sydney to England. This year the rate per ship ton was about \$18.00.

Local steamers and motor auxiliary craft ply between the various main islands of the group, but these are somewhat irregular and rather inadequate. However, the Government is giving its close attention to the subject and it is hoped that it will not be long before the service is at least more satisfactory.

## Telegraph and Postal Communication

Before the war, Fiji received letters via Australia every fortnight and sometimes weekly. English letters took about 50 days reaching Fiji. Now, however, letters from England are conveyed via Vancouver and reach Fiji in 31 days. But this route has the great disadvantage of only one English mail per month and correspondents in England must watch the advertised date of steamer departure from Vancouver in order to obtain the best advantage from this unsatisfactory service.

The telegraph and telephone services in the Colony are fairly good. There are four wireless stations in the group, viz:—Suva, on the island of Viti Levu, at Labasa and Savu Savu on the Island of Vannua Levu, and one on the island of Taviuni. There are deep sea cables with Vancouver, Australia and New Zealand, and there are telephone lines across the island of Viti Levu.

## Climate and Rainfall

The average minimum shade temperature at Suva for the year 1920 was 70.7 degrees F. and 81.1 maximum. The highest temperature recorded was 85.4 in March and the lowest was 55 in July. The average rainfall in Suva for 1921 was below the average, being only 1.08 inches. The 40-year average works out at only 1.13 inches. There is an extraordinary difference in the rainfall between the north side of the islands and the southern parts. The south averages nearly double that of the north.

With its cheap labor, unsurpassed fertility of soil, even climate, copious rainfall, water transport to ports of shipment, and recent shipping developments which give Fiji direct accessibility to the world's best markets, there is no reason, now, why this wonderfully promising country should not furnish many, if not all, of the following products in addition to those which are now grown in the islands:—

Vanilla, cinchona, cocoa, coffee, rice, cotton, tea, limes, lemons, shaddocks, oranges, grape-fruit, mangoes and other tropical fruits, tomatoes, peanuts, tobacco, ginger and spices and castor oil. There are also more than ordinary possibilities for the manufacture of canned pineapples and other fruits, jams, preserves, lime-juice, vinegar, canned meats, desiccated coconut, coconut coir mats and matting, baskets, dried or preserved bananas, and lemon peel. There is no exaggeration in saying that practically everything that is successfully produced in other tropical countries is cultivatable in Fiji. Dairying is also a growing industry in the country, and pigs as well as poultry thrive amazingly well.

In its official publications the Fijian Government claims that the climate is much cooler than the geographical position of the islands would lead one to anticipate; and the

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\* From an address delivered by Mr. Dyer, who represents the Fiji Planters' Association, Suva, before the members of the Vancouver Bureau of Foreign Trade.



# The International Recording Door Lock and Autographic Recorder

One of the most wonderful and valuable inventions of the age. For the protection of any door where a lock is necessary—be it a bank, store, warehouse, factory, store-room, laboratory, residence, or any other door.

## WHAT IT IS

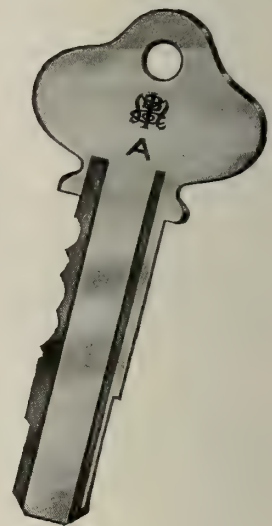
Comprises any number of locks from one to eight, each containing a set of electrical contacts. These locks are numbered 1-2-3 etc., and are connected by means of suitable wire to a Recording Instrument.

## HOW IT IS USED

Each lock is supplied with eight keys, each key being designated by an alphabetical character, A, B, C, etc. When any key is turned in any lock the proper electrical contacts are made which operate the printing mechanism in the recording instrument. This identifies that particular key user at that particular time. After unlocking the door the user of the key steps to the Lock Autographic Recorder where he writes his signature under the printed record made by the key—thus preventing the transfer of a key to improper hands.

## WHERE IT APPLIES

In every business where anything of value is kept behind any door upon which a lock is necessary. The more keys to that door that are carried by different persons, the greater is the need for INTERNATIONAL RECORDING DOOR LOCK PROTECTION. Police records show that thousands of doors to business premises are left unlocked annually, (4197 in one year in Toronto alone.) DOES THIS HAPPEN TO YOUR DOORS? This system definitely places responsibility for unlocked doors.



A positive testimony to its value—Guaranty Trust Co., New York places an order for over \$30,000 worth of these equipments.

Demonstration gladly arranged at any of our offices all over Canada.

## INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory:  
TORONTO, ONT.

Also makers of the International Line—Dayton Scales, Time Recorder Recording-Door Locks and Autographic Recorders, Ticketographs, Electric Tabulating and Sorting Machines.



# Why Not Ask These Questions?

**The answer will mean  
money in your pocket**

1. Why do so many plants and institutions install electrically controlled Master Clocks and Secondary Clocks?
2. Just how do the many thousands of users of International Job Recorders get "productive labor" costs with their use?
3. Just how do users of our Job Time Recorders and our "In-and-Out" Recorders get their "expense labor"—that is, the labor time they pay for which is not actually productive?
4. Just why do so many firms install International Recording Door Locks, and how can they become the finest night watchman system ever produced?

**Ask your brother manufacturer,  
or, if you will be at the  
Convention, ask**

our Vice-President and General Manager, who will attend all through the Convention and who will gladly tender any information desired as to our products. If you wish, write us and we will mail literature on any product that interests you.

**INTERNATIONAL TIME RECORDING  
EQUIPMENT**

**INTERNATIONAL TIME RECORDERS**

**INTERNATIONAL MASTER CLOCKS**  
with program and bell ringing device.

**INTERNATIONAL WALL CLOCKS**

**INTERNATIONAL (HOLLERITH) TAB-  
ULATING AND SORTING MACH-  
INES**

**INTERNATIONAL (DAYTON) SCALES**

**INTERNATIONAL BUSINESS MACHINES CO., LIMITED**

**FRANK E. MUTTON, Vice-President and General Manager**

**Head Office and Factory, 300 CAMPBELL AVENUE, TORONTO, ONT.**



## Trade Industries and Chief Features of Fiji

(Continued from Page 77)

fevers, and kindred ills, so prevalent in other tropical countries, are noticeably absent in Fiji. This remarkable peculiarity is attributed to the fact that these islands lie right in the belt of the cool S.E. trade-winds.

(Another informative article on Trade with the Fiji Islands has been prepared by Mr. C. Noel Wilde, Canadian Trade Commissioner, and can be found in the Weekly Bulletin of the Department of Trade and Commerce, for November 21st, 1921.)

## The Farm Tractor Industry

*The following communication has been received from the Ford Motor Company of Canada, Limited, with the request that the subject dealt with be brought to the attention of members of the Canadian Manufacturers' Association.*

ON April 7th, an advertisement appeared in the Toronto Globe which was a direct attack on the tractor and truck industry of Canada. At first sight it appeared to be some of the propaganda put out by Mr. Wayne Dinsmore, Secretary of the Horse Association of America.

It was in the main a paraphrase of a folder widely distributed by his Association. Astonishingly enough the parties responsible for its insertion were the officials of the Dominion Live Stock Branch of the Department of Agriculture, Ottawa.

From start to finish the advertisement in question was filled with misinformation calculated to injure the truck and tractor manufacturers.

Isolated instances of tractor operations compared with horse operations, the authority

for which was a farming company notably prejudiced in favor of the horse industry, were used. The figures were compiled in 1918 but they were published in 1922 despite the important improvements in gas tractors and their equipment since that date.

Other figures on trucks and tractors were removed from their contexts or given without any data which would show their value.

The cost of stubble plowing with tractors, which according to tractor authorities averages less than \$1.25 per acre for the farms of Canada and is often as low as 75c per acre, were officially announced to be \$2.10.

Important statements unfavorable to horses and highly favorable to tractors were carefully suppressed although the folder from which they were taken was used to the disadvantage of motor power.

Wild statements disproved by facts, figures and the observation of the blindest were made to the effect that "the tide has turned—Horses are coming back into favor with many of those who have been experimenting with other forms of power. Large transportation agencies have found that horses are reducing distributing costs".

An impression was conveyed that prices for heavy drafts of good quality range from \$800 to \$1200 a pair, whereas recent reports from the Repository Toronto show that the prices obtained and to be expected are from \$350-\$400 per pair, for the best with fair agricultural horses at lower figures.

This advertisement of April 7th was only the first of a series published under the same auspices and appearing in a large number of influential farm journals and newspapers from coast to coast.

Not unnaturally the ire of the automotive industry has been aroused by these uncalled for blows at it. Not unnaturally suspicion attaches itself to the Dominion Live Stock Branch of associating with the Horse Assoc-

iation of America. Quite justly, the makers of car truck and tractor resent the use of their money as large taxpayers in propagating ideas detrimental to their business.

Letters condemning the action of the Department of Agriculture in no measured terms have already appeared in most journals, newspapers and magazines of note in the Dominion.

Private appeals, so far unheeded as regards action have been made to the Ministry most concerned by the officials of at least one large company.

The Department of Trade and Commerce has been asked to take action, the Canadian Manufacturers Association has been approached and the Association of Canadian Advertisers informed of the unprecedented action and objectionable form of advertising put out by a Government Department.

That the matter will be allowed to rest is unlikely. Such propaganda by Government officials in favor of one established industry to the hurt of an equally important one creates a precedent which menaces every form of business in which Canadian capital may be engaged.

If departmental appropriations can be used to boost special industries to the hurt of others, then revenue can be employed to the advantage of all kinds of private interests and for party purposes.

The stimulation of better horse breeding would have benefited the farmers without harming the tractor manufacturers, who are only too glad to co-operate with the horsemen in improving agricultural methods, but unfair advertising endangers the rights of all.

The National Institute of Progressive Farming of Chicago, Illinois, has not been slow to recognize this danger. Canadian Government Advertising reaches farther than

(Concluded on Page 83)



CURLED HAIR

GLUE

SANDPAPER

DELANY & PETTIT LIMITED

TORONTO.

OFFICE

133 JEFFERSON AVE.

WORKS

JEFFERSON & ATLANTIC








*To  
Corporation Executives  
re  
New Financing*

ONE of my clients, with ample financial resources, large placing power and an international chain of offices, is in the position of being able to provide immediately, new capital for well established Industrial Corporations.

First Mortgage Bond issues are sought, but junior securities would be considered if the business, upon investigation, should warrant the underwriting.

If you are considering any form of financing to take advantage of future opportunities or to reimburse your Company for monies expended upon Capital Account for plant or equipment additions, you are invited to communicate with the undersigned.

All communications will be regarded as privileged and strictly confidential.

*Hornton Perkins*

Advertising Counsellor

UNION TRUST BUILDING  
TORONTO, ONTARIO

## *Colonial Bond*

### Selecting Paper With an Eye to Its Fitness—

Commercial Stationery—like clothing or furniture—should be chosen with equal consideration as to style, coloring and value.

The appearance of your business letter is just as important as your own personal appearance.

COLONIAL BOND is a superior, tub-sized, rag content stock with that finish—that appearance of quality which proclaims its fitness for many commercial purposes.

It is made in white and colors by The Rolland Paper Company, Limited, Montreal—makers also of “Superfine Linen Record,” “Earnscliffe Linen Bond,” “Empire Linen Bond” and “Mount Royal Bond.”

*Your enquiry brings a sample  
by return mail.*

The “R Shield”



Watermark.



# IMPERIAL BANK

## OF CANADA



### FORTY-SEVENTH ANNUAL MEETING OF SHAREHOLDERS

The Annual General Meeting of the Imperial Bank of Canada was held at the Head Office in Toronto on Thursday, 25th of May, 1922.

The Directors' Report and Statement of Affairs of the Bank for the year ending 29th of April, 1922, were presented as follows:

#### THE REPORT

The Directors have pleasure in presenting to the Shareholders the Forty-seventh Annual Report and Balance Sheet of the affairs of the Bank as on 29th April, 1922, together with Statement of Profit and Loss Account showing the result of the operations for the year.

The balance at credit of Profit and Loss Account brought forward from last year was.....	\$1,171,839.60
The net profits for the year, after deducting charges of management, Auditors' Fees and interest due depositors and after making provision for bad and doubtful debts and for rebate on bills under discount were.....	1,265,838.64

Making a total at credit of Profit and Loss Account of.....	\$2,437,678.24
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This amount has been appropriated as follows:—

Dividends at the rate of 12% per annum.....	\$ 840,000.00
Special Bonus of 1% for the year.....	70,000.00
Annual Contributions to Officers' Pension and Guarantee Funds.....	42,500.00
Reserved for Bank Premises.....	200,000.00
Dominion Government Taxes Paid and Estimated.....	110,000.00
Balance of Account Carried Forward.....	1,175,178.24
	<u>\$2,437,678.24</u>

During the year branches of the Bank have been opened at Jasper, Alberta; Harding, Manitoba; and Tottenham, Ontario.

The following branches have been closed:—

**In Alberta:**—Bittern Lake; Edmonton, 124th Street; Friedenstall; Leslieville.

**In Ontario:**—Ramore; Union; Welland South.

**In Quebec:**—St. Jovite Station.

**In Saskatchewan:**—Cando; Carlton.

It is with great regret that your Directors have to record the death during the year of the General Manager, Mr. William Moffat, also of Mr. Edward Hay, formerly General Manager and latterly a Director. Both these officers devoted practically their entire business careers to the service of the Bank.

Mr. A. E. Phipps, formerly Assistant General Manager, has been appointed General Manager, and Mr. G. D. Boulton, formerly Chief Inspector, and Mr. H. T. Jaffray, formerly Western Superintendent, have been appointed Assistant General Managers. The vacancy in the Board has been filled by the appointment of Mr. John W. Hobbs.

Your Directors feel it would be more convenient to the Shareholders to hold the Annual Meeting in future in November in place of April as heretofore and a Bylaw changing the date of the Annual Meeting will be submitted to you for your approval.

The Head Office and Branches of the Bank now numbering 212 have in accordance with the custom been carefully inspected during the year and the Auditors appointed by you have also made their examinations as required by law. Their Report and Certificate is attached to the Balance Sheet.

The Directors have again pleasure in testifying to the efficient and satisfactory manner in which the officers of the Bank have discharged their respective duties during the year.

All of which is respectfully submitted.

PELEG HOWLAND,  
President



## IMPERIAL BANK OF CANADA

## BALANCE SHEET

## LIABILITIES

Notes of the Bank in circulation.....	\$ 9,851,139.00
Deposits not bearing interest.....	\$20,091,430.00
Deposits bearing interest, including interest accrued to date of Statement.....	78,341,272.73
	98,432,702.73
Balances due to other Banks in Canada.....	543,002.74
Due to Banks and Banking Correspondents in the United Kingdom.....	12,486.97
Deposits by and Balances due to Banks elsewhere than in Canada and the United Kingdom.....	491,554.56
Acceptances under Letters of Credit (as per contra).....	100,700.00
	1,147,744.27
Total Liabilities to the Public.....	\$109,431,586.00
Capital Stock paid in.....	7,000,000.00
Reserve Fund Account.....	7,500,000.00
Dividend No. 127 (payable 1st May, 1922) for three months at the rate of 12% per annum.....	210,000.00
Bonus of 1% for the year, payable May 1st, 1922.....	70,000.00
Balance of Profit and Loss Account carried forward.....	1,175,178.24
	8,955,178.24

\$125,386,764.24

## ASSETS

Current Coin held by the Bank.....	\$ 1,802,073.42
Dominion Government Notes.....	12,804,066.25
	14,606,139.67
Deposit in the Central Gold Reserves.....	4,002,533.32
Deposit with the Minister for the purposes of the Circulation Fund.....	369,040.47
Notes of other Banks.....	998,045.00
Cheques on other Banks.....	5,680,686.61
Balances due by other Banks in Canada.....	397,580.57
Due from Banks and Banking Correspondents in the United Kingdom.....	262,052.40
Due from Banks and Banking Correspondents, elsewhere than in Canada and the United Kingdom.....	2,013,825.77
	\$ 28,329,903.84
Dominion and Provincial Government Securities, not exceeding market value.....	\$14,153,700.38
Canadian Municipal Securities and British, Foreign, and Colonial Public Securities other than Canadian.....	1,479,770.71
Railway and other Bonds, Debentures and Stocks, not exceeding market value.....	857,016.41
	16,490,487.50
Loans to Provincial Governments.....	\$ 1,044,902.40
Loans to Cities, Towns, Municipalities and School Districts.....	7,000,827.59
Call and Short Loans (not exceeding thirty days) in Canada on Bonds, Debentures and Stocks.....	3,964,800.91
Call and Short Loans (not exceeding thirty days) elsewhere than in Canada.....	1,800,000.00
	13,810,530.90
	\$ 58,630,922.24
Other Current Loans and Discounts in Canada (less rebate of interest).....	59,151,220.62
Liabilities of Customers under Letters of Credit (as per contra).....	100,700.00
Overdue Debts (estimated loss provided for).....	352,154.45
Real Estate (other than Bank premises).....	552,616.33
Mortgages on Real Estate sold by the Bank.....	408,026.70
Bank Premises, at not more than cost, less amounts written off.....	5,521,006.30
Other Assets not included in the foregoing.....	670,117.60
	\$125,386,764.24

PELEG HOWLAND,  
PresidentA. E. PHIPPS,  
General Manager

## AUDITORS' REPORT TO SHAREHOLDERS.

We have compared the above Balance Sheet with the books and accounts at the Chief Office of Imperial Bank of Canada and with the certified returns received from its Branches, and after checking the cash and verifying the securities at the Chief Office and certain of the principal Branches on 29th April, 1922, we certify that in our opinion such Balance Sheet exhibits a true and correct view of the Bank's affairs according to the best of our information, the explanations given to us and as shown by the books of the Bank.

In addition to the examinations mentioned, the cash and securities at the Chief Office and certain of the principal Branches were checked and verified by us during the year and found to be in accord with the books of the Bank.

All information and explanations required have been given to us and all transactions of the Bank which have come under our notice have in our opinion been within the powers of the Bank.

Toronto, 17th May, 1922.

The President in his address reviewed general business conditions and the General Manager explained the various items and charges in the Balance Sheet. The Report was adopted unanimously and other customary motions made and carried.

Mr. G. T. Clarkson, F.C.A., Toronto, and Mr. R. J. Dilworth, F.C.A., Toronto, were appointed Auditors until the next Annual General Meeting. The Scrutineers appointed at the Meeting reported the following Shareholders duly elected as Directors:—Peleg Howland, Wm. Hamilton Merritt, M.D., Sir James Aikens, K.C., John Northway, Lieut.-Col. J. F. Michie, Sir James Woods, Frank A. Rolph, R. S. Waldie, George C. Heintzman, J. W. Hobbs.

At a subsequent meeting of the Directors Mr. Peleg Howland was re-elected President and Dr. Wm. Hamilton Merritt Vice-President of the Bank.

PELEG HOWLAND,  
President.A. E. PHIPPS,  
General Manager.

## The Farm Tractor Industry

(Continued from Page 80)

the boundary and can help or harm American industry. The present publicity matter emanating from the Dominion Live Stock Branch menaces the automotive trade of the United States and gives an opening for international ill-will.

The National Institute of Progressive Farming has therefore sent the following circular to leading Canadian manufacturers. "It has come to our attention that the Canadian Government is spending several thousand dollars in horse advertising under the Department of the Dominion Branch, and in this advertising there has appeared detrimental statements to the tractor.

"We refer to copy of a recent advertisement in a Canadian Farm Paper, which has in part the following:

"During the war years there was a material falling off in quality and size of Canadian horses. Proper attention was not given to the breeding of good horses. People were misled into the idea that trucks and tractors were more profitable. Labor was scarce and very costly. Feed was high. Greater production of foodstuffs was imperative. Cost of production was not considered.

"To get prompt action, we would suggest that every manufacturer write his advertising agency, or direct to the Canadian papers, that he is informed that copy has already been sent out which is unfair to the tractor industry that it is unfair to innocent readers; therefore, the Canadian Press should not sanction this sort of publicity or advertising.

"Every manufacturer sending their protest at once will help prove that we as a factory, and that as individuals or as an organization

want fair consideration in advertising or publicity relative to anything that the farmer uses. Truth in advertising is always imperative.

"Not only is the National Institute of Progressive Farming using its offices in getting in direct touch with the Minister of Agriculture, but also developing other factors in seeing that this advertising if run is free of prejudice.

"Please attend to this today! RIGHT NOW!

NATIONAL INSTITUTE OF PROGRESSIVE  
FARMING

GUY H. HALL, Director

"P. S.—Any of you who have membership in the Canadian Manufacturers' Association should get busy through that body, which is a dominant power in Canadian politics."



# Impressions of the Ninth Annual Foreign Trade Convention at Philadelphia

By Alex. Marshall

Manager, Commercial Intelligence Department, C. M. A.

Mr. Marshall attended the Convention at Philadelphia under instructions from the Executive Council. He here gives very briefly some of the more important impressions which he gathered from the discussions at this notable gathering. The drift of thought in the United States on the subject of export trade is explained.

—The Editor.

**T**HE outstanding impression received by a neutral observer at this great convention of business men interested in the principles, theory and practice of United States export trade is one of admiration for the careful and complete organization of all phases of the many subdivisions of the work. The deepest note of admiration must, at the same time, be reserved for the principal speakers, excessively busy men all of them, who not only devoted all their time to the three day deliberations, but must have spent weeks in the preparation of the matter, and in perfecting the delivery of their addresses.

It was recognized that "with extensive unemployment, this country never stood more in need of foreign trade. Unemployment will not be reduced to its minimum until our export trade absorbs the last ten or twenty per cent of normal production. The country has passed from a debtor to a creditor position. The volume of American foreign trade to-day is less, however, than would have resulted from maintenance of the average rate of growth of the decade before the war."

"Attention is called to the fact that the importation of foreign securities in the first four months of this year has greatly exceeded our excess of merchandise exports over imports. At this rate and with normal continuation of alien remittances, tourists, expenditures and payment for shipping, insurance, banking, and other services, coupled with our private investment in foreign enterprise, our favorable trade balance will presently be wiped out unless due provision is made for the use of some portion of the proceeds of foreign loans in the purchase of American products."

## Facilities For Credit

"The experience of the past year has confirmed and emphasized the need for the establishment in this country of adequate facilities for the granting of long term credits, so urgently needed to restore sound conditions in Europe and to re-establish a normal interchange of exports and imports. Authority for the creation of these facilities exists under the Edge Act. Thus far this authority has not been utilized because of the failure to organize a corporation with resources sufficiently large to insure success as a debenture issuing and marketing bank. If necessary, the Federal Reserve Law should be further amended so as to attract the capital required for the organization of one or more Edge Act corporations, with resources commensurate with the services required.

"Potential contact between Edge Act banks of the debenture issuing type and the long term credit needs and financing machinery of European countries already exists in the ter Meulen plan projected at the international financial conference at Brussels in 1920. The urgency of the international trade situation and of effective means for alleviating it, suggests the prompt investigation of the possibilities of active co-operation between the Edge corporations here urged and the ter Meulen plan.

"It is quite within the range of probability that had there been in existence last fall a foreign trade financing corporation operating on the Edge plan, credits adequately secured, of not over one hundred million dollars, would have prevented the collapse of the wheat market and saved farmers of this country many millions of dollars."

As is evident from these brief excerpts from the final declaration of the convention, the most serious thought turned on the possibility of increasing exports by means of more convenient and better arrangements for long term credits.

The Federal Reserve Bank and member banks have all reached extremely strong financial positions. So much so that all but one have accumulated the statutory surplus of 100% of paid-in capital, and further increases to surplus are now limited to 10% per annum. It is now, therefore, proposed that an amendment to the Federal Reserve Law be passed enabling the member banks to withdraw the 3% of their capital invested with Federal Reserve Bank without relinquishing their rights and privileges, and to reinvest that capital in an Edge Act Corporation or corporations to facilitate the financing of foreign trade.

## Taxation

A protest was registered against the excessively high income surtax rates, the view being expressed that these surtaxes drive capital into tax free investments and out of productive enterprise.

## Merchant Marine

"The measures proposed in Congress to enable the merchant marine to operate profitably, though concrete and definite, are so comprehensive as to require careful analysis and full consideration. They originate in recognition of the fact that the existing handicaps are largely government imposed and require some compensatory legislation. In the pending national discussion of the practical solution of our merchant marine problems, due consideration should be given to the relief from inhibitions and restrictions, which are largely responsible for present high costs of operations so that any burden assumed by the government may be minimized, foreign reprisals averted, and cumbersome machinery of profit accounting avoided.

"The principle of private ownership and operation has been recognized by Congress as fundamental. Overseas shipping is an international business, peculiarly sensitive to interference by government, and until the American merchant fleet is relieved from unreasonable regulation, particularly in respect to rates, routes and services, it cannot be expected to compete successfully with foreign fleets free from such restrictions."

## Marine Insurance

The enactment of a model marine insurance law for the District of Columbia designed to put United States underwriters on a plane of equality with foreign competitors was commended, and the various States were urged to adopt measures in conformity with it to ensure uniformity throughout the United States.

Pronouncements were made on many other matters relating to export trade, chief among which were: endorsement of the efforts of the Council to procure the teaching of basic principles of foreign trade in all schools and colleges; approval of courage and tenacity in maintaining efforts to continue effectively in export trade, and, despite the warnings of

their economists and financiers, a reiteration of the 1921 statement suggesting that whatever the underlying principle of the American Tariff, it should provide for additional duties on imports from nations discriminating by tariffs or administrative practices against the trade or shipping of the United States.

Very valuable group sessions dealing with advertising; selling methods; best immediate markets; education; credit granting and many other subjects allied to export trade development completed an excellent programme, and not the least effective of these sessions was the one devoted to trade adviser service, being a practical demonstration of the effectiveness of the Bureau of Foreign Commerce Service.

## Montreal Export Club Concludes Season

Possibilities for export trade to Mexico and the Central American republics were discussed at length at a meeting of the Export Club of Montreal and District held in the Old Colony Club, May 13th., following an address given by Thos. F. Lee, who has spent the past twenty years in Mexico, in various connections and is familiar with the general conditions in Latin America.

The main result of the discussion was a statement by Mr. Lee, that while Mexico was at present suffering from political unrest, he was certain that within a year the present Government would be changed and Mexico abandon its present Bolshevistic ideas for a more sane system, under which the rights of private property would be respected and the possibilities of outside investment made possible.

Mr. Lee's main idea was that Mexico was a country of great possibilities. With 16,000,000 people, with immense potential wealth, it will need all kinds of supplies, and be ready to pay for them, and Canadians should prepare to get into this field of profitable enterprise.

Major H. C. Brubaker of Canada Industries Limited, said that his company expected to put on the SS "Berlin" a 3,100 ton steamer, within sixty days, running between Montreal and Mexican ports and other boats later on to establish a regular communication.

The last general meeting of the Club for the season was held on May 18th., and was addressed by Col. J. A. Cooper of Toronto, who was trade commissioner at New York during the latter part of the war period.

Col. Cooper said that during the past five years Canada had been one of the greatest exporting countries in the world, for its population. In 1896 our foreign trade was \$42.92 per capita. This had risen to \$84 in 1906, \$153 in 1916 and \$180 in 1921, despite falling prices. Last year Canada's foreign trade was 4½ times greater than in 1896, showing that Canada had become a great foreign trader.

"Foreign trade" said Colonel Cooper "is essential to our prosperity, and our future progress can be easily measured in terms of our foreign trade."

He urged the advisability of increasing Canada's trade commissioner representation abroad and to make it self-supporting by a system of visas for invoices, to be charged foreign exporters by way of fees. This system has been adopted by every other country except the British Empire, and, even though Great Britain did not care to adopt it, was no reason why Canada should not, since it would make it possible to increase service without additional cost to the country.

Following Colonel Cooper's address there was a discussion on the advisability of a move toward the securing of additional trade representation abroad and the adoption of the fee system, and it was decided that an executive meeting be called for Thursday May 25th., to discuss ways and means of organizing commercial bodies to urge upon the Government the establishment of this system.



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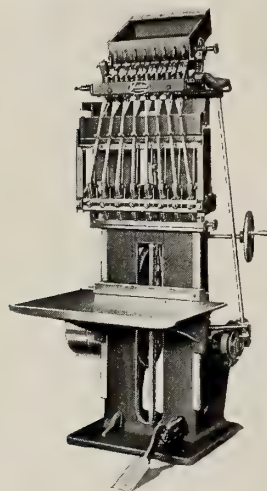
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Hamilton, Canada

## Industrial Relations Bulletin

### Labour Organization in Canada

The report on labour organization in Canada for 1921 which has just been issued by the Department of Labour shows that the membership of all classes of trade unions in Canada decreased during the year from 373,842 to 313,320—a loss of 60,522.

There are 98 international organizations having one or more local branches in Canada, the total number of branches being 2,223 with a membership of 222,896.

The membership of the non-international unions is 24,980, a decrease of 926. The report of membership of the National Catholic Unions is given as 45,000, while that of the One Big Union is approximately 5,300. The membership of all classes of organized labour in Canada for the past 11 years has been as follows.

1911	.....133,132	1917	.....204,630
1912	.....160,120	1918	.....248,887
1913	.....175,799	1919	.....378,047
1914	.....166,163	1920	.....373,842
1915	.....143,343	1921	.....313,320
1916	.....160,407		

Of the 98 international organizations operating in Canada, 75 made payments for benefits, the aggregate disbursements being \$24,089,836, an increase of \$4,626,226, over the amount expended in 1920. The payments for each class of benefit were as follows:

Death benefits	.....\$9,674,060
Unemployed and travelling benefits	.....423,031
Strike benefits	.....10,161,987
Sick and accident benefits	.....3,081,039
Old age pensions and other benefits	.....741,719

Four of the central non-international organizations made payments on account of benefits, the total being reported at \$20,775, of which \$16,440 was for death benefits. This is the highest expenditure ever made by the head offices of these bodies for benefit purposes.

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Hamilton, Ontario, Canada

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**Barnes Canadian Springs**

STEEL

**PRECISION**

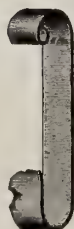


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carefully followed*



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AND  
ALUMINUM CASTINGS**

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OULding **ASTING**  
METHODS **COSTS**

**Our Method—Your Cost**

Quantity production work a specialty.

Jobbing work taken care of promptly.

Send us your patterns for trial order.

All castings **Sand Blast Finish**.

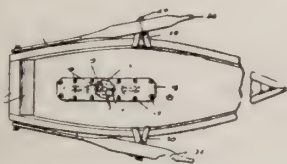
We stock Bronze Bushing Materials, all sizes—Cored and Solid. List sent on request.

**SULLY BRASS FOUNDRY Ltd.**

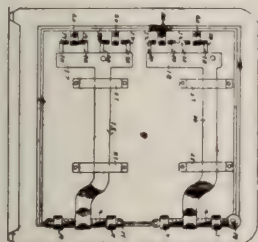
Brock Ave. and Bloor St. W.  
TORONTO



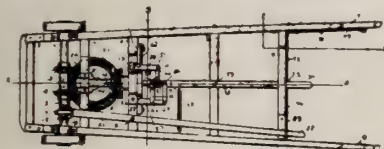
# PATENTS FOR SALE



**SAFETY WATER CRAFT:** This invention relates to improvements in a safety water craft having a bottom provided with an opening therein, a plate covering the opening and providing a recess within the opening, a weight adapted to normally lie within said recess flush with the bottom of the boat, a post mounted to reciprocate substantially vertically through said plate and carrying said weight, links connected between said weight and plate and adapted to act as guards for preventing weeds from getting access to said post, a handle on the upper end of said post, and a detent for engaging beneath said handle to hold the weight within the recess. For full particulars regarding the sale of Canadian and United States patents write to Mr. Servis J. Ring, P.O. Box 506, Wakefield, Nebraska, U.S.A.

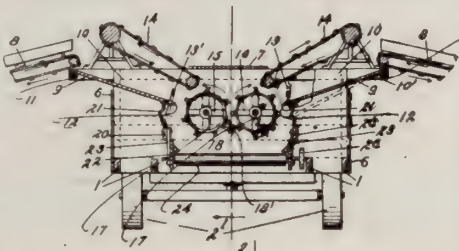


**SAFE LOCK:** This invention relates to safe locks and comprises a locking means for safe doors consisting of a series of locking members threadedly engaged at one end with threaded pins, said pins being threaded in different directions and having a different gauge of thread, a means for turning said threaded pins, the opposite end of said locking members having outwardly extending arms, said arms being in pairs and having inwardly extending lugs, locking pins positioned in the side of the door opening into which said lugs are adapted to be positioned when said locking means are in locked position. Write to Mr. Nestor Nimalovitch, P.O. Box 142, North Battleford, Saskatchewan, who has Canadian Patent for sale.

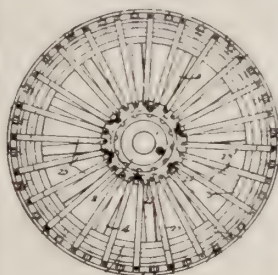


**HAND TRUCKS:** This invention relates to improvements in hand trucks comprising in combination with a two-wheeled hand truck, having a single axle and both wheels rigidly fixed to the axle, of a sleeve reciprocally mounted upon said axle and carrying two opposed bevelled gears, a shaft carried by the truck centrally thereof and at right angles to the axle, bevelled gears adjacent each end of said shaft, one for engagement with either of the bevelled gears on the sleeve and the other for transmitting power from said shaft, a second shaft disposed at right angles to the first-mentioned shaft and intermediate of its outer end and the axle, a bevelled gear on said shaft meshing with

the power transmitting gear of the first-mentioned shaft, a spiral spring on said second mentioned shaft for storing energy imparted thereto, means for shifting the sleeve on the axle for engaging the first-mentioned shaft with either of the gears upon the sleeve or neither of them and means for controlling the action of the spring either in transmitting power or reversing power. Write to the inventor, Mr. John Jewell, 128 East Linden Street, Duluth Heights, Duluth, Minn., U.S.A., who has Canadian and United States patents for sale.

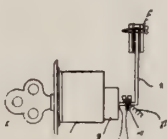


**FEEDER FOR GRAIN SEPARATORS:** This invention relates to improvements in feeders for grain separators and comprises the combination in a feed mechanism with a pair of depressible, resiliently supported chutes, of a pair of distributing cylinders, a fixed board beneath each chute and a flexible wall connecting each wall with a respective chute and a conveyor below the cylinders and supported from said boards. Write to the Leonard Roller Gear Drive Company, Lewiston, Idaho, U.S.A., for full particulars regarding sale of United States patent.

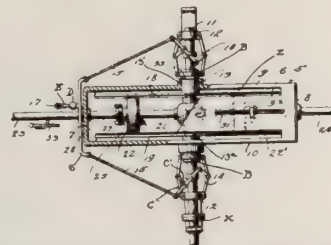


**DETACHABLE TIRE TREAD:** This invention relates to improvements in detachable tire treads, particularly constructed for application on automobile wheels and the principal object of the invention is to

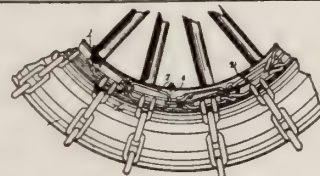
provide a tread which can be readily attached to the automobile wheel once the tire is removed, the tread giving a wide bearing surface much in the nature of a traction wheel thereby allowing the use of the automobile in all seasons and conditions of roads. A further object of the invention is to construct the tread in a sectional manner so that it can be readily assembled and so that it can be readily adjusted to accommodate the varying diameters of existing wheels. For full particulars regarding the sale of his Canadian and United States patents, write to the inventor, Mr. Wm. P. Spooner, "The Manse," Cupar, Saskatchewan, Canada.



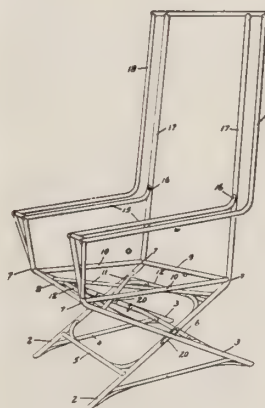
**MOTOR CAR LOCKS:** This invention relates to a combination of a cylinder lock and a circuit breaking means whereby the turning of the cylinder will carry certain parts of the circuit breaking means so that the electric circuit for use in conjunction with the motor will be broken. For particulars regarding sale of Canadian patent write to Mr. B. O. Mayne, Cathay Farm, Maklin, Sask., Canada.



**CLUTCH AND CHANGE-SPEED MECHANISM:** This invention relates to improvements in clutch and change-speed mechanism and includes a casing having guideways therein, a web located in the casing, a shaft journaled in the casing and in the web, friction discs mounted upon the shafts for independent rotation, means for moving the friction discs toward each other, shafts journaled in the casing and in the web in alignment with each other, friction rolls slidably mounted upon the aligned shafts for rotation therewith, a shifting frame connected with both of the rolls for movement of the rolls upon their shafts, guide heads carried by the shifting frame and arranged to work in the guideways, said web having guideways therein, said shifting frame being slidably engaged in the guideways of the web, and means for moving the shifting frame. For full particulars regarding sale of United States patent write to the inventor, Mr. Orin R. Strone, General Delivery, Saskatoon, Sask., Canada.



**TIRE CHAIN FASTENERS:** This invention relates to improvements in tire chain fasteners consisting of a wire member having one end bent under and a loop on this end, the other end being bent downwardly to form a loop and its end bent rearwardly. For full particulars regarding sale of Canadian patent write to Mr. A. J. Dyck, Dunelm, Sask., Canada.



**ROCKING CHAIR:** This invention relates to furniture and more particularly to rocking chair construction and has for its object to provide an improvement in the fabrication of reed or other chairs so as to secure a substantially stationary base portion but permit of rocking movement of the seat construction with relation to the base, and it is a further object to secure a chair construction of this type which is ornate, substantial and inexpensive. For full particulars regarding the sale of the United States Patent, for which a similar patent has already been allowed in Canada, write to Mr. A. H. Prest, 832 North Rowan Ave., Los Angeles, Cal., U.S.A.

**Harold C. Shipman & Co., Patent Attorneys, Ottawa, Canada**



# The Fisheries of the Maritime Provinces

(Continued from Page 47)

catch in 1921 was \$470,755. The several provinces lease and license the non-tidal fishing privileges, and fabulous amounts have been paid, especially by United States salmon anglers, for exclusive rights.

## Steam Trawling

Steam vessels using a huge bag, or trawl net which is dragged at the end of a wire rope and scoops up fish at considerable depths have been tried. Six or eight such steam trawlers have operated; but not with marked success. The catches, largely flat fish, are not kinds in chief demand, and the trawl nets were often destroyed or lost owing to rough rocky ground.

## Administration and Recuperation of Fisheries

Ever since Confederation the limits of Dominion and Provincial rights, administrative and proprietary, have remained in uncertainty. The famous fishery decision in 1898, by the Privy Council in England, determined that, apart from deep sea and international fisheries, the several provinces possessed property in the fisheries far greater than had generally been imagined. As a result the oyster fisheries were in 1911 handed wholly to the provinces for leasing, licensing, and administration. As practically all the chief oyster beds are in areas known as "public harbours", and all "public harbours" and the contained fisheries, were adjudged by the Imperial Decision to be Dominion property, the transfer was an act of generosity. Whether the fisheries will prosper better in provincial control remains to be seen. The decline in recent years of the oyster resources raises grave fears in many minds.

## Scientific Biological Researches

The Dominion Government over 25 years ago founded the Biological Board, composed of scientific experts appointed by the leading Universities. They carry on fishery and marine investigations with a view to aiding the prosperity and expansion of the fisheries. A unique and most interesting Biological Station, affording all the facilities for technical marine researches, has been operated for many years at a picturesque spot called Brandy Cove, two miles north-west of St. Andrews. Like the similar stations at Woods Hole, Mass.; at Naples, Italy; and Plymouth or St. Andrews, in Britain, this institution is of unique interest, and has accomplished very important results. Momentous fishery problems are now occupying the attention and skill of the most eminent Canadian biologists, who resort to this Atlantic fishery laboratory to take advantage of its research facilities, and to study the waters within reach. Such success has attended the work of the biological staff at St. Andrews that the Dominion Government has authorized an extension of the laboratories, and needed additions to the equipment. Professors and advanced students from most of the universities of the interior provinces, and the Maritime Provinces, are applying in increasing numbers, for admission to the station to carry on studies on fish development, the utilization of fish, and life in the sea, in the largest sense.

## Fish Culture

The Dominion Government have operated hatcheries for increasing the supply of salmon, trout, lobster, etc. On all the chief salmon

rivers hatcheries are located, and annual plants of fry are made. It is a matter of controversy how far hatcheries can aid the the sea fisheries, and the federal authorities have not ventured on the culture of cod, mackerel, and other sea fish, indeed, the operation of lobster hatcheries has been stopped for several seasons, as the results appeared to be questionable to the authorities at Ottawa.

## Conclusion

A review of the fisheries of the Maritime Provinces, while it affords satisfaction, owing to the extent and value of the various industries involved, affords also ground for

hope that in the immediate future there must be a great expansion of our Atlantic fisheries. Were the people able to obtain a constant and cheap supply of fish, in the best possible condition, the demand would increase by leaps and bounds. Uncertainty of supply, and especially of quality and freshness, and prevailing high prices have done much to limit the Canadian demand for sea fish. Better railroad facilities and more rapid and cheaper transportation to the great interior centres of population, improved handling of the catches from the time of capture until loaded on the fish car, and, above all, more reasonable retail rates for the best qualities of fish, these are the essential conditions for removing the reproach that our Atlantic fisheries have been unprogressive, and for demonstrating that the seas around our coasts are the source of one of our most popular and permanent food-supplies for our people.

# Iron and Steel in the Maritime Provinces

(Continued from Page 49)

fluid-compression plant for production of compressed ingots up to 30 tons each; electric and steam power plant; workmen's dwellings and general store. Limestone and dolomite quarries at Point Edward and George River in Cape Breton afford an ample supply of fluxing materials.

There is also a manufacturing plant at Trenton, the works of which cover an area of 72 acres, directly adjoining the town of New Glasgow and served by the Canadian National Railway. The buildings thereon, numbering thirty in all, house a complete equipment for cogging ingots to blooms and billets, and carrying them to finished materials in the form of forgings, car and locomotive axles, polished shafting and bars, industrial rails up to 45 pounds a yard, plates, railway fish-plates, structural-steel shapes, angles, etc. These works are equipped with facilities for the production of all necessary steam and electric power and have a warehouse, storage yards and ships. They give employment to about 1,100 men. Their daily capacity is as follows:—Rolled bars, rails, plates, etc., 300 tons; forgings, 50 tons; car and locomotive axles, 70 tons; railway spikes, 50 tons; track bolts and nuts, 30 tons.

## A Big Car Plant

The property of the Eastern Car Company, a subsidiary of the Nova Scotia Steel and Coal Company, adjoins that of the latter firm at Trenton. The plant consists of a main car-shop, 1,100 feet long and a car-wheel foundry, power house, dry kiln, store houses, locomotive houses and general office. The main buildings are of steel and concrete construction, well-lighted and ventilated. There is a complete mechanical equipment for turning out steel, wooden and composite cars. Crane runways which extend over the entire length of the main buildings carry seven overhead electric-cranes. Most of the machines are electrically driven and the boiler house is equipped with automatic stokers. There is a large storage yard for lumber and steel served by overhead cranes.

The present capacity of the plant is 25 steel-frame box-cars a day and this can be doubled with a little expenditure. The wheel foundry has capacity for an output of 200 wheels a day with provision for double that number. From 600 to 1,200 men are employed and the annual payroll varies from \$300,000 to \$500,000.

The iron and steel industry of Nova Scotia as now concentrated under the management of

the British Empire Steel Corporation is unique in Canada as being the only thoroughly self-contained and completely integrated industry of this kind in the country.

The Corporation owns and mines coal and iron-ore from properties sufficiently large to enable production to be carried on for centuries. All necessary raw materials are situated in Nova Scotia or Newfoundland, the activities of the corporation therefore being entirely British both as to origin of raw materials and place of manufacture.

Not only does the Corporation own all the raw materials required, but it possesses freight fleets, railways and terminal facilities at various points in Nova Scotia and Eastern Canada of a very complete character, making transportation rapid and economical.

In the past, rivalry between companies and lack of continuity of management and technical control have hindered the progress of the coal and steel industries in Nova Scotia.

The unity of control and flexibility of operations which has resulted from the consolidation of management should be a great help to the industry, which requires to be most economically administered in order to compete successfully with United States steel products.

The most important advantage of the consolidation is the removal of lease-boundary restrictions in the coal and iron-ore deposits of the associated companies, which were commencing seriously to hamper the mining development of the steel and coal companies before the consolidation was arranged.

## Historical Points

(Continued from Page 51)

terms of capitulation. Moncton drew up the articles of capitulation himself and sent them back by the messenger, with the intimation that unless the Fort was surrendered before 7 o'clock that evening, firing would be recommenced.

At 7 o'clock that night a detachment under Captain Scott entered the Fort, filed along the ramparts and hoisted the British flag. Captain DeVilleray in command at Gaspereaux surrendered the following day. The French troops arrived at Fort Gaspereaux on the 24th in the east side of the Isthmus where they were placed in vessels and sent to Louisburg, at which place they arrived on 6th July.





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A Healthful City with rare Scenic  
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When you have goods to ship Overseas,  
When you are looking for Natural Beauties,  
When you want a good time,  
When you are weary and heavy-laden,

## ST. JOHN IS THE PLACE FOR YOU

*Write to the City Clerk or Secretary Board of Trade when you want information about  
St. John, its industrial possibilities, port connections, natural resources  
or sporting opportunities.*



## Transportation Department Bulletin

BY "Reduced rates 1922," 68 I. C. C. 676-747", the Interstate Commerce Commission have decided that freight rates shall be reduced effective July 1st, 1922. The method they prescribe for making the reductions is similar to that which the Canadian Board of Railway Commissioners have adopted in their last two general reductions. That is, they propose to eliminate a uniform portion of the percentage increases granted effective August 26th, 1920. In this way all rates will benefit without any material disturbance of the general rate situation as it exists. In order to clearly understand what has been ordered the following is submitted.

Territorial Group	Amount of Increase May, 1922 over Aug. 25th, 1920 in per cent.	Amount of Increase July 1st, 1922 over Aug. 25th, 1920 in per cent.
Eastern, including Illinois also between Ill. and Eastern.....	40%	26%
Western, also between Illinois and Western.....	35%	21.5%
Southern and Mountain Pacific.....	25%	12½%
Inter-territorial (between two or more territories).....	33 1-3%	20%

In other words the rates on July 1st, 1922, within the Eastern territory will be 26 per cent higher than those in effect August 25th, 1920, whereas today they are 40 per cent higher. It is worked out in the other territories in the same way. The only exceptions to the general reductions referred to are rates on grain and grain products and hay between points in Western territory and Mountain-Pacific territory which have already been reduced by "Rates on grain, grain products and hay 64 I. C. C. 85"; rates on live stock

generally which have been reduced by "National Live Stock Shippers' League v. A. T. & S. F. Railway Company 63 I. C. C. 107", or the rates on lumber from Southern territory which have been adjusted by "Southern Hardwood Traffic Association v. I. C. R. R. Company 66 I. C. C. 68", or the rates on brick between points in Eastern territory adjusted by "New York Paving Brick Manufacturers' Association v. A. & V. R. Company 68 I. C. C. 213."

The International Commerce Commission's jurisdiction regarding the question of international rates,—that is, rates between Canada and the United States,—extends only to that

portion of the haul within the United States, the haul within Canada being subject to the jurisdiction of our Board of Railway Commissioners. However, in a number of individual cases jurisdiction has been assumed on northbound traffic by the Interstate Commerce Commission and on southbound traffic by the Canadian Board of Railway Commissioners. In a case of this kind however, as in the case of the various general increases in rates, it will be necessary to have an order issued by the Canadian Board of Railway

Commissioners requiring the reduction to be put into effect on the Canadian portion of these rates the carriers allowing the through rates to be reduced in order that the relationship of rates may be maintained. Action is being taken along these lines and it is not expected there will be any difficulty in securing the reduction of the international rates in line with the reduction in the United States as the carriers in Canada and the United States increased the international freight rates by the same amount as rates within the United States under the various percentage increases and effective at the same time as those increases took effect in the United States under orders of the Canadian Board of Ry. Com. and Interstate Commerce Commission.

As our export rates via the Canadian Atlantic as well as United States Atlantic ports are largely based upon rates from United States via these ports, having in mind maintaining of a basis which will place interested parties on both sides of the line in a position to compete for export trade, a reduction should follow in these rates having in mind that the increases therein have followed the various percentage increases in the Chicago-New York rates.

It is true that, in connection with the export rates via Montreal from Toronto and similar points, a reduction has already been made, due to the fact that the domestic rates applicable between Toronto and Montreal and certain other points were considerably lower than the basis named, having relation to the Chicago-New York rate, so that under the reduction just granted in the United States, it is possible that the Toronto to Montreal and possibly rates from certain other points to Montreal will not be to any great extent reduced, they having already secured a reduction. The rates to other North Atlantic ports however should be reduced.

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## News from the Tariff Department

### Board of Customs Decisions

Machinery for the manufacture of paper, twine or cordage, including winding or balling machines for winding the twine on to tubes, or into balls for marketing, declared to be duty free under tariff item No. 467.

Sick-Call Sets, being emergency Communication Sets, declared to be duty free under tariff item No. 691.—superseding Board of Customs decision of 11th August, 1903.

"Tournade's Kitchen Bouquet" per sample submitted, declared to be dutiable under tariff item No. 220 (b) at the rate of 60% under the General Tariff.

Track layouts for use on street railways at street railway intersections, declared not to be entitled to entry under tariff item No. 390, as intersections for railways, Departmental ruling being sustained. (Departmental ruling referred to is to the effect that "intersections" are the individual special pieces to be inserted in the track line where the actual cross, or intersection occurs.)

Twilled Flannels declared to be dutiable under tariff item No. 567 at the rate of 35% under the General Tariff.

Iron Sponge, per sample, manufactured by The Connelly Iron Sponge & Governor Company, New York, U.S.A., declared to be dutiable under tariff item No. 711 at the rate of 17½%.

3 Ply Oak Veneer Panel in the white, per sample submitted, imported by The Kindel Bed Company, Limited, Stratford, Ontario,

and used in the manufacture of furniture, declared to be dutiable under tariff item No. 506, at the rate of 25% under the General Tariff. (The sample submitted was about 21½" x 15¾" x 1¼".)

### Departmental Rulings

"Lefax", published monthly by Lefax, Inc., Philadelphia, Pa., and sold in Canada at a subscription rate of \$3.50 per year or 30c. per copy, may, in future, be submitted under tariff item No. 184 as a monthly magazine free of duty.

"National Condensite Celeron", imported in sheet form, made from layers of cotton fabric coated and pressed tightly together, ruled to be dutiable under tariff item No. 562 at the rate of 30% under the General Tariff.

Finished articles manufactured from this material, such as gears, etc. are dutiable under tariff item No. 537 at the rate of 35% under the General Tariff.

Traction one-shovel excavators, or land dredges NOT entitled to entry under tariff item No. 446 (a).

Artificial silk tops, or filaments, when imported for purposes other than those outlined in tariff item No. 760 say for spinning purposes, etc., are dutiable under tariff item No. 711 at the rate of 17½% under the General Tariff.

### Sales Tax Decisions

The Department of Customs and Excise issued a ruling on May 1st that materials

purchased by the Nova Scotia Power Commission or by the New Brunswick Electric Power Commission, when for the use of such Commissions and not for resale, are exempt from the payment of sales tax.

Any members who have paid over to the Government any amounts of sales tax in connection with goods sold to either of these Commissions (for the use of the Commissions and not for resale) should apply for refund of the same.

NOTE: Although the Resolutions introduced in the House of Commons on May 23rd make no mention of exemption from sales tax in respect of purchases made by Provincial Governments, it is expected that the Bill, founded on the Resolutions, will continue the exemption.

### Invoice Requirements—Jamaica

In order to obtain the benefit of the preferential rates under the new Customs Tariff in Jamaica it is necessary for goods of Canadian origin to be accompanied by an invoice and certificate of value and origin similar to that required in connection with shipments to New Zealand, and specimen copy of which will be found on pages 74 and 75 of the April issue of INDUSTRIAL CANADA.

### Idle Car Situation

The idle car situation for two-week period ending May 15th is as follows:

Total Cars on Canadian Lines.....	199,354
Allowance for Bad Order Cars. (A. R. A. Basis).....	13,955
Actual Bad Order Cars.....	23,045
Excess Bad Order Cars over A.R.A. allowance.....	9,090
Surplus Cars in Good Order.....	30,450
Total Idle Cars.....	40,540

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HALIFAX is the best distributing centre in the Maritime Provinces: has the largest oil refining plant; the largest sugar refinery and the largest steel ship building plant in Canada.

HALIFAX has HYDRO ELECTRIC at attractive price; sites with rail and water privileges and offers many inducements for manufacturing.

HALIFAX has steamship connections with the principal ports of the World.

HALIFAX has many tourist attractions, also points of historic interest—it is the oldest British City in Canada.

HALIFAX is the Capital of the Province of Nova Scotia, having a greater variety of natural resources than any other Province of the Dominion or State of the Union. Its products in 1920 exceeded TWO HUNDRED MILLION DOLLARS in value.

HALIFAX is the seat of Dalhousie University; the (free) Nova Scotia Technical College, and seven other Colleges—its free public school system is one of the best in the World.

HALIFAX has under construction harbour facilities, including wharves, docks, grain elevators, Union passenger station, etc. which, when completed, will be second to none on the Atlantic sea-board.

HALIFAX is the Terminus of four railways—the Atlantic gateway of Canada.

For particulars write the Secretary of the Board of Trade.

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# Mill and Pulpwood Machinery

We manufacture all kinds of Mill and Pulpwood Machinery, and Iron and Brass Castings. Below are some of the machines we manufacture.

<b>THREE SIZES OF EDGERS</b>	Will edge from 20M to 100M per day.
<b>TWIN ROTARY</b>	The log is carried on endless chain between twin saws.
<b>GANG ROTARY</b>	To split up cants from Twin Rotary. These two machines are admirably suited for small lumber.
<b>SMALL RE-SAW</b>	Will increase your cut 15M per day, and only requires a crew of two men.
<b>DOUBLE ENDED RE-SAW</b>	A better machine at a slightly higher price. Capacity, 50M in ten hours.
<b>LATH MACHINE</b>	55M laths in ten hours.
<b>RICKER</b>	Small and compact for splitting up round wood into lath bolts.
<b>GANG LATH BOLTER</b>	Will bolt 100M laths per day.
<b>PORTABLE SLEEPER MACHINE</b>	2500 sleepers in ten hours.
<b>SLEEPER ROSSER</b>	Will ross 2500 sleepers in ten hours.
<b>PULPWOOD ROSSER</b>	Two foot. This little machine has rossed fifteen cords in ten hours, is light and cheap.
<b>ROTARY SAW MILLS</b>	In two sizes.

**McLennan Foundry & Machine Works, Limited**

**Campbellton, New Brunswick**



## The Royal Mail Steam Packet Company

### Canada - Bermuda - West Indies Contract Mail Service

Regular fortnightly sailings by large combined Passenger and Freight Steamers from the Ports of Halifax, N.S., and St. John, N.B.

The close of the year 1921 witnessed the completion of eight years of service between Canada-Bermuda and the British West Indies by the steamers of this old-established Company.

During this period a great expansion of trade has taken place as the result of the mutually beneficial Trade Agreement made between the two Countries whose products are freely exchanged under a preferential system of tariffs.

In addition to carrying the products of Canadian Factories, Farms and Fisheries to the British West Indies and bringing back to Canada the tropical products required by the latter in the shape of Sugar, Molasses, Cocoa, Spices, Lime Juice, etc., etc., the steamers—which are provided with ample and commodious passenger accommodation—have afforded means of travel to thousands of people in both countries, whose free mingling cannot fail to cement those good relations which are essential, not only to the promotion of business, but to goodwill as well.

Halifax, N.S., May 1922.



# Canada's Industrial Expansion

## A RECORD OF PROGRESS

### **Caron Brothers, Incorporated**

#### **Montreal Jewellery Manufacturers to Make Electric Light and Power Apparatus**

Caron Brothers, manufacturers of jewellery in Montreal, intend in the near future to begin the manufacture of light and power sets in their Longue Pointe plant, which has a floor area of 200,000 square feet. They intend to manufacture these in quantities using the most modern economical methods so that they can sell them at a price within the means of the rural users who cannot afford the more expensive lighting sets now on the market.

The unit is a combination machine built around a gasoline engine of an entirely new principle. The plant consists of an electric generator of one kilowatt capacity, a pump of 750 gallons per hour capacity and a cream separator drive, which are all attached to the main base and are operated without belts. The whole apparatus is of the utmost simplicity and can be operated by a child. At present the company are not making any addition to their plant but later on will erect a foundry.

Associated with this industrial development is the formation of Caron Brothers, Incorporated, to take over all the assets and undertakings of the old firm. They are capitalized at \$3,000,000, of which \$2,000,000 is to be issued and there will also be an issue of \$1,250,000 seven per cent. bonds.

The plant of the International Manufacturing Company, Limited, built in 1917, has been acquired by Caron Brothers, Incorporated, to provide for contemplated expansion. The new industry should be in full swing early this month.

### **Empire Cotton Mills**

#### **Large Addition to Weaving Department of Welland Plant under Construction**

The Empire Cotton Mills, Limited, Welland, Ontario, are constructing a new addition to their plant at an approximate cost of \$210,000. The building will be 75 by 264 feet of saw-tooth construction with cement slab roof, cork insulation. It will be devoted entirely to weaving and 150 new looms will be installed. The contracts call for completion of construction not later than August 15th, and as machinery has been purchased for delivery at that time the plant should be in operation by the beginning of October.

In addition to the new weave shed, changes will be made in the boiler house, warehouses, etc., which will go to take care of the raw materials and finished product. The company expect to employ about one hundred additional hands.

### **Highway Crossings, Limited**

#### **First Test of New Steel Crossing for Railway Tracks Made in Toronto**

On May 19th, the first test of a new Canadian product was started when a steel crossing was laid over the C. N. R. tracks at Eastern Avenue, Toronto. The Canadian rights for manufacturing these crossings have been acquired by a recently incorporated company, Highway Crossings, Limited, 19 Manning Arcade Annex, Toronto, who intend to erect a factory in the near future.

The sample crossing was made by McGregor & McIntyre for Highway Crossings, Limited. It consists of heavy steel plates bent at the sides to form a flat surface level with the tracks. The plates are attached to the ties by lag screws. A special feature of the crossing is the concave channel

where the plate joins the track, from which snow and dirt are thrown out by the flange of the wheel, thus eliminating a great deal of pick and shovel work.

The initial cost of the new crossing is about four times that of the plank crossings but the saving in renewals and repairs will, the manufacturers claim, make the steel crossing by far the more economical. The steel from which the crossings are made is at present manufactured in the United States, but as soon as the company can undertake quantity production they will be able to get their steel from Canadian mills.

### **London Bridge Works**

#### **New Company Will Manufacture Fabricated Steel at London, Ontario**

The London Bridge Works, Limited, a subsidiary of the Standard Street Construction Company, Welland, Ontario, were recently incorporated under the Ontario Companies' Act with authorized capital of \$100,000, and are starting operations in London, Ontario, this month. They will have a fair-sized plant, with a steel fireproof building about 100 by 80 feet, having a monthly capacity of about 250 tons of fabricated steel for bridges and buildings. They expect to employ from forty to fifty men at the commencement of operations.

In addition to the fabricated steel business, the company intend to build and equip a large warehouse for the distribution of steel products of all kinds, including structural steel shapes, steel plates, bars, rivets, bolts, nuts, etc.

The officers and directors of the new company are:—T. J. Dillon, president; Geo. M. Reid, vice-president; J. J. Breen, secretary-treasurer; Philip Pocock, E. S. Little, Col. I. Leclard, C. J. Madgett and H. C. Baker, directors.

### **Canadian Vickers, Limited**

#### **Shipbuilding Company Secures Canadian Rights for Manufacture of Sea Sleds**

The manufacturing rights for sea sleds for Canada and the Eastern States have been secured by Canadian Vickers, Limited, from the recently incorporated Sea Sled Company, Limited. The sea sled is a new form of motor-boat designed to give larger carrying capacity and higher speed than the ordinary motor-boat of the same power, while being exceptionally sea-worthy in a choppy sea.

At present, the company are constructing a demonstration sea sled, 38'6" long and fitted with two Sterling engines of 275 h. p. each, which will have a guaranteed speed of 40 miles an hour and a maximum somewhat higher. It will be capable of carrying 8 to 10 people very comfortably. Designs are also in hand for a runabout sled of 24 feet in length with twin screws. Each engine of this boat will be about 100 h. p.

As plans are just being made for the selling and advertising of the sea sled it is impossible at present to estimate the output, but the company expect that, once the product is put upon the market, there will be a good demand not only from those who desire a pleasure boat, but also from ferry companies and other commercial users.

In addition to the sea sleds, Canadian Vickers, Limited, are now manufacturing sea sleds dinghies for use with yachts, etc. These dinghies are exceptionally stable and handy and do not drag when towed, as do the ordinary dinghies.



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NOVA SCOTIA STEEL & COAL CO.  
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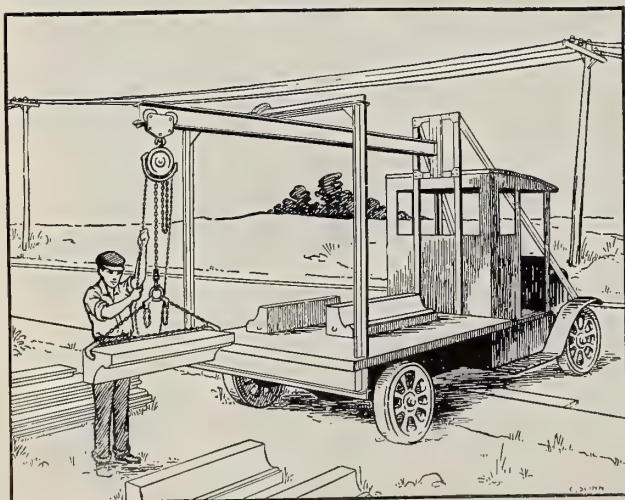
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LOWER QUALITY THAN THOSE BEARING THE NAME "MORRIS"

**Taylor Instrument Companies**

Manufacturers of Rochester, New York, Establish Branch  
Plant in Toronto

The Taylor Instrument Companies of Rochester, New York, manufacturers of the temperature instruments, have purchased the property at the corner of Church and Lombard Streets, Toronto, formerly known as the Stevenson Building, and now to be called the "Tycos" Building. They are establishing a branch plant here and will start in with the repairing of all the instruments manufactured by them. They will also assemble certain instruments and the extent to which they will assemble or manufacture in Canada will depend entirely upon the demand for their products.

Repair work and certain assembling work has already been started in the Toronto plant with about ten Canadian employees. "It is impossible," the companies state, "to say how many hands are likely to be employed, as this will be a development in proportion to the Canadian possibilities in our line."

"We have not decided yet to form a Canadian Company, but are working under a license. Our hope is to grow with Canada, and to do everything that it is practical to do in Canada, and we expect it will be a steady and slow increasing of Canadian activities."

**Lackawanna Tubes, Limited**

New Company Take Over Properties of Welland Machine & Foundries, Limited

Lackawanna Tubes, Limited, have been incorporated, with an authorized capital of \$525,000, to take over the properties of the Welland Machine & Foundries, Limited, Welland, Ontario. The new company have already placed some thirty men on their pay-roll and are adding more as required. When full production is attained, they will have a staff of about two hundred and fifty.

The main product of the plant will be seamless steel tubes, primarily boiler tubes, which have not until now been manufactured in Canada. This will be the only plant in the Dominion producing such tubes and, should the company secure only one-fifth of the orders for similar products imported in 1921 they will be able to institute a twenty-four hour day.

The grading for the new mill building, which will be 80 by 400 feet, is already under way and construction contracts have been let as well as contracts for some of the machinery. The old foundry is being repaired and put in first-class shape.

L. R. Weeks, of New York, is president of Lackawanna Tubes, Limited, and the active management will be in his hands.

**Jewett Radio Phonographs**

New Company Formed to Manufacture Wireless Apparatus  
at Walkerville, Ontario

The recent improvements in wireless communication have opened up a new industrial field, the manufacture of radio apparatus. Among the pioneers in this industry are Jewett Radio-Phonographs, Limited, who have been incorporated with an authorized capital of \$1,000,000, and will soon commence the manufacture of radio receiving sets at Walkerville, Ontario.

The head of the company is E. H. Jewett of Detroit, Michigan, who is largely responsible for the success of the Paige-Detroit Motor Car Company. With him are associated as directors C. F. Underwood, G. M. Seymour, Detroit, H. A. Leach and Frank Orme, Ottawa.

The company have acquired numerous patent claims in connection with wireless receiving apparatus used in combination with phonographic reproduction and amplifying of sound. Their sending product will be a radio-phonograph which is a complete wireless receiving set and an all-record phonograph combined in one compact cabinet. They will also manufacture receiving sets in all standard sizes to retail at prices from \$22.50 to \$500 or over. They expect to be producing some of their lines very soon.



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The Cowan Co., Ltd. . . . . Toronto  
Howell Warehouses, Ltd. . . . . Toronto  
Albert Kerr Co., Ltd. . . . . Toronto  
Can. Pacific Railway Co. . . . . Toronto  
Dominion Bank . . . . . Toronto  
Imperial Bank . . . . . Toronto  
Blatchford Calf Meal Co. . . . . Toronto



Windsor Separate School Board. . . . . Windsor  
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Richmond St.

Telephone 575



### Infant Diet Materials

**Mead, Johnson & Company, Evansville, Indiana, Establish  
Toronto Branch Plant**

Mead, Johnson & Company of Evansville, Indiana, have leased part of the old Toronto Furniture Company's building on Dufferin Street, Toronto, and expect to start manufacturing a line of infant diet materials, such as arrowroot flour, barley flour, etc., about the middle of this month. E. M. Johnson, President of the company, states in a letter to INDUSTRIAL CANADA that the present venture is more or less of an experiment to find out how conditions would justify the erection of a permanent plant in this country.

If the company's hopes are fulfilled the business will be turned over to a Canadian company of the same name as the parent concern who will make for the Canadian trade some of the products manufactured by the latter in the United States.

At the commencement of operations the Canadian company will employ ten to fifteen hands and will manufacture only two or three of the lines made in the United States while studying the possibilities for introducing other products. "It is our hope and expectation," says Mr. Johnson, "that the Canadian company will grow quickly to the point where a much larger plant will be required and that this plant will be managed by Canadians, representing in part Canadian capital."

### Rebuilding Foundry

**Hillis & Sons, Limited Repairing Damage Caused by the  
Halifax Explosion**

Hillis & Sons, Limited, iron foundries and machinists, Halifax, are rebuilding their plant, which was wrecked by explosion in 1917, and expect to have it completed about the middle of August. Since the explosion, in which they lost not only their manufacturing plant and patterns but also about 90 per cent. of their staff, they have been working under great difficulties and during the last two years

have become very cramped for room throughout their entire plant.

As their foundry proper was in a wooden building along with machine shop, stove assembly shop, pattern shop, etc., the company felt that, rather than build any temporary buildings, it would be wiser to erect a modern foundry of larger capacity than at present, which in addition to helping out greatly as regards the congestion in that department, would also liberate a fairly large portion of their older building, and enable them to improve the general layout of their plant to some extent.

The building programme calls for a main building 70 by 100 feet with a wing approximately 30 by 70 feet of one and two storeys. The construction is a concrete foundation steel frame brick, steel sash, with wood and concrete roofs. This building will be used for general foundry purposes, including both stove plating and general jobbing, and the wing portion is designed for washrooms, storage, cupola rooms, charging floor, core room and ovens.

The probable cost of the building when ready for use will be about \$50,000. It will give the company about twice their present capacity of about the same or a little better than the capacity they had at the time of the explosion.

Hillis & Sons report that, while business seems to be spasmodic, they have no reason to complain and feel that on the whole there is an improvement. They manufacture a number of different lines and find that often, when one department is slack, another will be very busy and so they are able to carry on successfully.

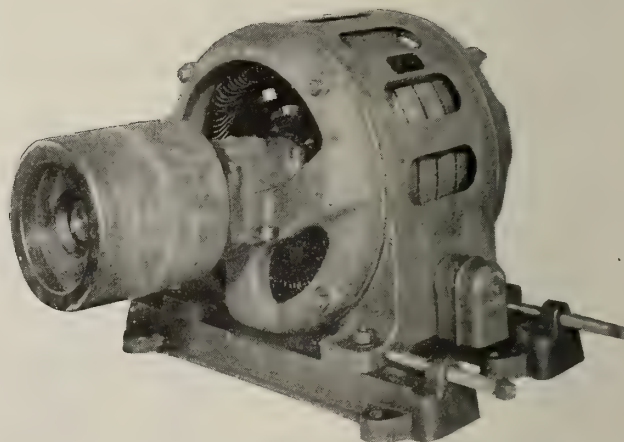
Organization of the B. & P. Laboratories, Limited, is now taking place and they expect to commence operations at Hull, Quebec, about July 1st with from 12 to 15 employees inside and 8 or 10 salesmen. The firm have a two-storey plant, 70 by 40 ft., and will manufacture pure food, toilet and pharmaceutical preparations. The company have a federal charter with an authorized capital of \$50,000.

## More business--better Motors

**To meet the new business arriving—  
how about new and better motors?**

There are special and advance construction features about Canadian Crocker-Wheeler motors, which even the layman will quickly understand and appreciate. As for your electrical expert, once he is told about our motors he becomes our best salesman.

Price no higher—but the quality is.



Canadian Crocker-Wheeler Induction Motor with  
"Cast Welded" Rotor Construction  
30 h.p., 750 r.p.m., 25 cycles

**THE CANADIAN CROCKER-WHEELER COMPANY  
LIMITED**

HEAD OFFICE AND WORKS:  
ST. CATHARINES ONT.

**MANUFACTURERS AND ELECTRICAL ENGINEERS**

DISTRICT OFFICES:  
TORONTO & MONTREAL


ALSO ALL BRANCHES OF

**Northern Electric Company  
LIMITED**

Montreal Halifax Ottawa Toronto  
London Winnipeg Regina  
Calgary Vancouver



## "CANADIAN" HAND POWER PUNCHES AND SHEARS

All Canadian hand power Punches and shears are made with "Armor Plate" frames. 

This frame construction consists of a rolled steel plate having a tensile strength  $7\frac{1}{2}$  times that of cast iron. This strength permits of a machine much lighter and more compact than is possible with either cast iron or cast steel.

Let us know what your punching and shearing requirements are. We have an "Armor Plate" machine for the service. Remember our Armor Plate Line comprises power operated machines as well as hand power.

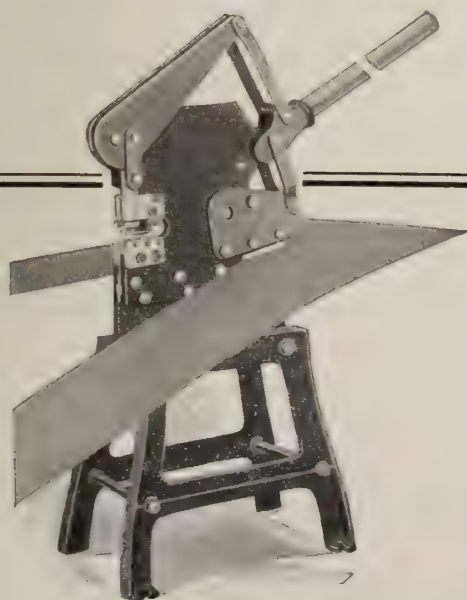
## CANADIAN BLOWER & FORGE CO., LTD.

KITCHENER, ONT.

TORONTO  
VANCOUVER

MONTREAL  
ST. JOHN

CALGARY  
WINNIPEG



## KEEP PRODUCTION AT TOP SPEED

Efficient production demands elimination of lost time. By making your gasoline supply easily accessible, at every needed point, Bowser Piston-Type Measuring Pumps save workmen's steps and time.

The long-distance pump delivers gasoline where it is to be used and measures it in the exact amount required, without spillage or waste.

The patented Bowser centrifugal separator assures clean, powerful gasoline, free from all moisture and sediment. The double cog rack assures easy operation.

Bowser equipment provides large underground facilities, enabling you to buy gasoline at quantity prices, eliminating the fire hazard and assuring minimum insurance rates.

*To save money and speed up production,  
write for Illustrated Booklet C-17*

**BOWSER Equipment is MADE IN CANADA by**

## S. F. Bowser & Co., Ltd.

TORONTO, - - CANADA

**BOWSER**  
ESTABLISHED 1885  
**ACCURATE MEASURING PUMPS**

### Bowser Products

*For Handling Gasoline and Oils Wherever Sold or Used*

Filling Station Pumps and  
Tanks for Gasoline.

Portable Tanks for Oil and  
Gasoline.

Storage and Measuring Out-  
fits for Paint Oils, Kero-  
sene and Lubricating Oils.

Carload Oil Storage Tanks.

Power Pumps.

Dry Cleaners' Underground  
Naptha Clarifying Systems.

Richardson-Phoenix Oil Cir-  
culating and Filtering Sys-  
tems and Force Feed Lubri-  
cators.

*Write for Booklets*



# HORTON



## HORTON DIGESTERS

Horton sulphite pulp digesters are built either to our designs or our customers'. They are built with adequate factors of safety to withstand steam pressure and stresses caused by alternate filling and emptying and differences in temperature. The picture shows a Horton digester assembled in the shop before shipment to insure accurate fitting in the field. Our special leaflet on digester design will be sent on request.



## RIVETED PIPES

These 24-inch steel pipes were made for Scarborough, Ontario. We make all the larger sizes of riveted steel pipes in varying lengths and tested to any pressure.



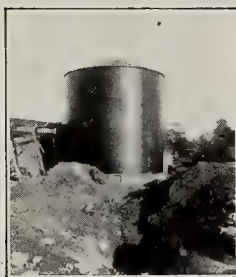
## ACID TANKS

These elevated acid tanks with elliptical bottoms and roofs permit discharge by gravity. 19 standard sizes up to 500,000 U.S. gallons. We also build flat-bottom acid tanks.



## CHIP TANK

This picture illustrates a Horton chip tank, one of our special products for the pulp and paper industry. We design and build many kinds of special containers for almost every kind of liquid.



## PULP TANKS

Pulp or "stock" tanks for the pulp and paper industry are available in all sizes. We design special tanks for various purposes for all industries and conditions, with wooden or steel roofs.

## HORTON STEEL WORKS, LIMITED

BRIDGEBURG, ONT.  
121 Janet Street

MONTREAL, P. Q.  
1007 Bank of Toronto Bldg.

# TANKS

and STEEL PLATE CONSTRUCTION

154

## Peninsular Sugar Company

Construction of \$800,000 Plant to Commence at Petrolia, Ontario, this Month

The Peninsular Sugar Company, Limited, have decided to locate their plant at Petrolia, Ontario, and hope to commence its erection this month. The beet sugar factory which they are going to build will have a slicing capacity of 600 tons of beets per 24 hours. The daily output will be approximately 200,000 lbs. of sugar. The plant will be modern in every respect, electrically driven throughout and in its design special attention has been given to economy and ease of operation. The cost is \$800,000.

Lambton County, where the factory is to be built, is a good beet producing territory so the company will have the advantage of being close to their raw material. The Beet Growers' Association have endorsed the project and their president, H. J. French, and one of their directors, Harry Gilroy, are on the board of the company. The president is A. Schoen of Detroit, Michigan, resident manager of the Honolulu Iron Works Company, a man who has had much experience in the design and construction of beet sugar refineries and modern sugar machinery. F. H. Hubbard, an experienced sugar man from the Ohio Sugar Company, Ottawa, Ohio, is vice-president and general manager. Charles Egan, president of the Petrolia Chamber of Commerce, is treasurer and R. G. R. Mackenzie is secretary. The other directors are K. C. Kerr and Thomas Simpson.

The company report that they have succeeded in getting a considerable amount of stock subscriptions and they expect to have all the money raised by September 1st. The plant is to be completed by September 15th, 1923, and manufacturing operations will start in the latter part of that month.

## Paper Company Expanding

Belgian Industrial Company Erecting New Building and Installing Paper Machines

A machine room large enough to accommodate two paper machines is being erected by the Belgian Industrial Company, Limited, at Shawinigan Falls, Quebec. The machines to be installed will be 228" wide and each one is expected to produce eighty tons of newsprint per twenty-four hours.

At the present time only one of the new machines will be installed, and the company propose to set this in operation in January, 1923. As yet nothing has been decided about the second machine. The estimated cost of the new building with one machine and the necessary auxiliary equipment is around \$700,000.

## Building Additions

Canadian Shredded Wheat Company, Limited, Erecting Storage Bins and Cleaning Rooms

The Canadian Shredded Wheat Company, Limited, are enlarging their plant at Niagara Falls, Ontario, by the erection of wheat storage bins and cleaning room. These are being built of concrete and, when completed, will give storage capacity for 250,000 bushels and a cleaning capacity of 250 bushels an hour. They will be equipped with the most efficient and modern equipment for handling and cleaning wheat as well as with a dust collecting system which will eliminate the danger of dust explosions.

The buildings will all be fireproof, and will be completed about October 1st, at an estimated cost of \$152,000 for buildings and equipment.

## Dominion Dyestuffs, Limited

New Company Purchase Building and Property in Fergus, Ontario

Dominion Dyestuffs, Limited, have purchased a building and property in Fergus, Ontario, and have a staff of men engaged in remodelling and preparing the plant for operation. They expect to reach a daily production of 1,000 pounds of finished dyestuffs on or about the 15th of June.

The company own outright perfected processes for the commercial manufacture of a large number of standard intermediates and dyestuffs. This group covers the require-





Two 72 in. x 24 ft. Pressure Tanks  
**E. LEONARD & SONS, LIMITED**  
Head Office and Works: London, Canada. Branches from Coast to Coast  
*Established 1834*

# LEONARD

## Manufacturing Space To Let

We have about 100,000 feet of manufacturing floor space to dispose of on lease

**Situated Within the Limits of Montreal**  
**AND ALL ON ONE FLOOR**

Building is splendidly lighted; insurance rates are lowest of any in Canada; excellent shipping facilities; railway siding adjoining the building. Can be had for long or short period of years.

APPLY

## CARON BROTHERS

233 BLEURY STREET

-

-

-

MONTREAL, P.Q.



ments of 90 per cent. of the cotton, silk, woollens and paper mills of Canada. The process of installation is being personally supervised by the company's chemical engineers, W. Y. Zearfoss and J. A. Newell, both of whom have had wide experience in chemical industries.

The company's programme of manufacture has not been definitely established at the time of writing but they intend to start a different dyestuff process of manufacture every day or two until their preliminary batches represent their lines.

Dominion Dyestuffs are capitalized at \$150,000. They are receiving \$15,000 from the municipality of Fergus in the form of a ten year loan to cover in part the purchase of property and equipment.

### Policy of Expansion

#### John Morrow Screw & Nut Company Establish Executive Offices in Toronto

An important policy of expansion is announced by the John Morrow Screw and Nut Company, Limited, of Ingersoll, Ontario. They have established in Toronto executive and sales offices in charge of J. F. MacKay, vice-president and general manager of the company. Mr. MacKay will have his headquarters in Toronto, but will continue to have a general oversight of the Company's affairs, spending some time each week at the factory.

Lt.-Col. Edmonds, director and secretary, has been made secretary-treasurer. J. E. Hargan, works manager, will also act as assistant treasurer. J. C. Adams, the Company's Toronto salesman, has been made assistant sales manager.

Almost the entire force of the Morrow Company is now working on a fifty-hour week and additional men are being taken on daily. The Ingersoll File Company, a subsidiary of the Morrow Company, have also been enjoying a period of great activity since the first of the year, and are employing 70 hands full time with occasional overtime.

### New Branch Company

#### Dominion Silk Dyeing & Finishing Company, Limited, Building Plant at Drummondville

The National Silk Dyeing Company of Paterson, New Jersey, are erecting a plant at Drummondville, Quebec, which will be operated by the recently incorporated Dominion Silk Dyeing & Finishing Company, Limited. The initial plant will cover about 80,000 square feet, and building, equipment, and material will be new.

The company expect to commence operations early next year, employing from 100 to 200 hands at the beginning. They will dye silk and artificial silk in the skein and dye and finish silk and silk-mixed goods in the piece.

The directors of the Dominion Silk Dyeing & Finishing Company are:—Charles L. Anger, president; E. F. L. Lotte, vice-president; J. A. Post, secretary and treasurer; F. G. Bush, assistant secretary and assistant treasurer; and Max Lindenmeyer.

### Hurlbut Company, Limited

#### Additions Being Made to Shoe Factories at Preston and St. Marys, Ontario

The Hurlbut Company, Limited, who operate shoe factories at Preston and St. Marys, Ontario, are enlarging both of their plants. In Preston they are making an addition of about 15,000 square feet, reinforced concrete, slab construction. At St. Marys a new company, So-Cosy, Limited, St. Marys, has been organized for the purpose of making their soft sole line of shoes exclusively, including infants' soft soles, bathing slippers, etc. A modern building of about 6,000 or 7,000 square feet floor space is being erected and will be completed about August 15th.

The officers of the new company are:—C. E. Hurlbut, president; F. H. Smith, vice-president; and C. A. Hurlbut, secretary-treasurer.

## LOOK AT YOUR WASTE THROUGH OUR EYES!

**T**RAINED to find practical use for that which the average manufacturer considers entire waste, our engineers are at your service. At a time when competition is keen, when volume and

profits are small, even a fractional saving is most desirable.

Have us investigate any process in your plant that causes waste.

Most likely we can suggest a means to eliminate or reduce the loss.

*Write for further information*

## MILTON HERSEY COMPANY, LIMITED

Industrial Chemists, Engineers and Inspectors  
MONTREAL AND WINNIPEG



# "MEAD-MORRISON"



## GRAB BUCKETS



All Sizes and Kinds  
for all purposes



Over 15 standard types can be supplied in any size. Special grabs built on short notice.



### DEPENDABLE SERVICE

*Agents:*

B. C. EQUIPMENT CO., LIMITED  
Vancouver, B.C.

O'HANLAN FERGUSON SUPPLY CO.  
Edmonton, Alta.

POWELL EQUIPMENT CO., LTD.  
Winnipeg, Man.

HARVARD TURNBULL & CO  
Toronto, Ont.

*Made in Canada by*

**CANADIAN MEAD-MORRISON CO**  
LIMITED  
CANADA CEMENT BUILDING  
WORKS: MONTREAL WELLAND ONT.



### New Paper Mills

#### Westminster Paper Mills, Limited, to Build Plant in New Westminster

Announcement is made by the New Westminster, B. C., *British Columbian*, of a new paper mill which is to be established in that city. Representatives of Eastern capital have selected as a site for their plant a portion of the Indian Reserve on the North Arm, adjoining the plant of the Triangle Chemical Company. Arrangements are now under way for clearing the land and driving piles.

Incorporation as a private company with a capital of \$250,000 has been made under the name of the Westminster Paper Mills, Limited. The incorporators, named in the notice appearing in the *British Columbia Gazette*, are M. F. Herb, Peshtigo, Wisconsin; A. M. Onkels, New Westminster, and H. M. Lord, Peshtigo.

It is understood that the new company will make an initial expenditure of \$100,000 on their plant and will specialize at first in the manufacture of tissue paper. They will employ from twenty-five to thirty hands.

### Manufacturers are Banqueted

#### Oshawa Citizens Thank R. S. and G. W. McLaughlin for Town's Prosperity

A complimentary banquet was given by one hundred and fifty manufacturers and business men of Oshawa, on May 5th, to R. S. and G. W. McLaughlin in recognition of their part in the prosperity which the town is enjoying at the present time. This is largely due to the great volume of business being done by General Motors of Canada, Limited, and as the McLaughlins are responsible for bringing the export business of this firm to Canada, they have a direct connection with the prosperity which has resulted.

The gratitude of the citizens was shown by the enthusiasm of all who attended the banquet, which was one of the largest ever given in Oshawa. The guests of the evening both delivered speeches, R. S. McLaughlin expressing a spirit of optimism towards the motor-car industry and G. W. McLaughlin describing conditions in Europe from where he had recently returned.

### Bank of Montreal

#### Usual Strong Position Shown in Statement for Six Months Ended April 29

The usual strong position of the Bank of Montreal is shown by the half-yearly statement to have been well maintained. The half-yearly statement to April 29th, shows that the Bank has maintained its reassuring position of cash on hand and liquid assets, as compared with liabilities to the public. Total assets now stand at \$653,869,071 and of this amount liquid assets amount to \$335,366,697, while current loans and loans to cities, towns and school districts total \$301,568,129.

Of the liquid assets of \$335,366,697, gold and silver coin amount to \$30,672,853, Dominion notes \$64,191,098, and deposits in Central Gold Reserves \$18,000,000. In the other

principal accounts are included Dominion and Provincial Government Securities \$38,232,860, railway and other bonds, debentures and stocks \$5,300,963, Canadian Municipal Securities and British, Foreign and Colonial Public Securities \$25,277,329, Notes of other Banks, \$3,895,995, and cheques on other Banks, \$27,492,793.

Of total loans of \$301,568,129 current loans and discounts in Canada amount to \$255,425,892, loans to cities, towns and municipalities \$28,032,607, and current loans and discounts elsewhere than in Canada \$15, 819,832.

Total deposits now stand at \$544,428,406, of which \$401,852,088 are interest bearing and \$142,576,318 not bearing interest.

The profits for the half-year to April 29th after making full provisions for all bad and doubtful debts, amount to \$2,221,426, which added to the balance of Profit and Loss Account brought forward from the previous year \$1,501,646, makes the total amount available for distribution \$3,723,072. Of this \$1,477,500 has been paid in dividends, \$115,897 applied in payment of war tax on the Bank's note circulation, and the sum of \$500,000 has been reserved for Bank premises, leaving \$1,629,675. Of this latter there has been transferred to rest account \$1,050,000, which with the sum of \$4,200,000 representing the net value over par of Bank of Montreal new stock issued in exchange for The Merchants Bank of Canada shares, places the Rest Account at \$27,250,000, equal to the capital stock of the Bank. The balance of Profit and Loss carried forward is \$579,675.

### John Lawrence Hibbard

#### Elected President and General Manager of the Maxwell and Chalmers Companies

John Lawrence Hibbard has been elected President and General Manager, of the Maxwell and Chalmers Companies of Canada, and will take complete charge of the management of both Companies, actively directing manufacturing and distribution. Mr. Hibbard's experience in the motor industry as Export Manager of the Studebaker Corporation and, recently, as President and General Manager, of the Cleveland Tractor Company of Canada, Limited, fits him for the responsible position which he has now taken and assures the advancement of the Maxwell and Chalmers interests in Canada.

Newlands & Company, Limited, manufacturers of buffalo robes, gloves, shoe linings, etc., at Galt, Ontario, are contemplating making an addition to their worsted spinning plant of a two storey building approximately 80 x 80 feet. Should they decide to go ahead with this it will be completed by the autumn and will considerably increase the capacity of the department concerned.

The Canada Cement Company, Limited, are proceeding with the reconstruction of their mill at Lakefield, Ontario. The alterations are extensive and when they are completed the Company will have practically a new mill with a capacity of more than double the old plant.



## Beath Steel Barrels

Thoroughness is the guiding principle of every operation

**FOR INSTANCE**—not only is every seam thoroughly welded, but the whole barrel is galvanized—every seam is also permanently sealed by virgin spelter.

**RESULT:** An absolutely unbreakable barrel—permanently tight.

Add prestige to YOUR line with Beath Barrels. Write for catalogue and quotations.

### W. D. Beath & Son, Limited

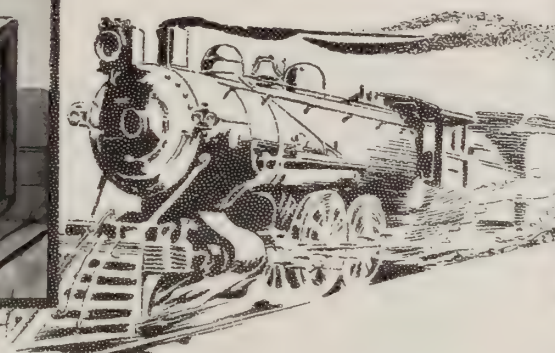
Toronto, Montreal, Winnipeg



## H. & D. Corrugated and Solid Fibre Board



The Old Way



The New Way

CONTAINERS will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

**The Hinde & Dauch Paper Co., of Canada, Limited**  
TORONTO, CANADA

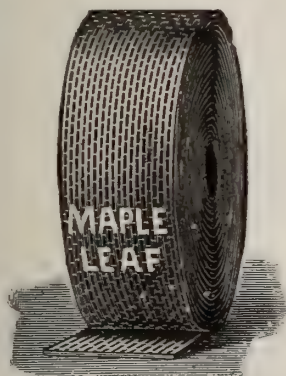
## DOMINION BELTING CO., LIMITED

HAMILTON, :: CANADA

*Sole Manufacturers of the Celebrated*

### “Maple Leaf” Brand

*Stitched Cotton Duck Belting*



STRONG

DURABLE

ECONOMICAL

TRUE RUNNING

Being thoroughly waterproof it is equally good for running in wet or dry places. As a main drive, “MAPLE LEAF” cannot be excelled, and for conveyors it is in great demand. :: :: A trial belt will convince you

Write for Samples and Prices

### “MAPLE LEAF” BELT DRESSING

*The Best for All Kinds of Belts*

Quebec Branch: 51 Duluth Building, Montreal



## Deaths Among Prominent Manufacturers

### Hon. F. P. Thompson

New Brunswick Senator and President of McFarlane Mill Manufacturing Company

Hon. F. P. Thompson, of Fredericton, New Brunswick, died at Ottawa on April 27th after a brief illness. Senator Thompson was a native of New Brunswick and for the last half century had been prominent in the business and political life of his province and the Dominion. He was one of the founders of the firm of Thompson & Anderson, founders and iron-workers, who later became incorporated as the McFarlane-Thompson Manufacturing Company.

Mr. Thompson was elected to the New Brunswick Legisla-

tive in 1878 and remained a member until 1885, when he resigned upon his appointment to the Legislative Council. He resigned from the Council in 1891, to contest York for the House of Commons in Liberal interest. He was re-elected to the New Brunswick Legislative in 1899 and remained a member of that body until his appointment to the Senate in 1902.

### William Yeates

Founder and Former Head of London Machine Tool Company London Ontario

On Monday, May 15th, occurred the death of William Yeates, the founder, and up to a few years ago, the head, of the London Machine Tool Company, London, Ontario. Mr. Yeates was the son of the late William Yeates, a prominent contractor of Western Ontario. He was born in Liverpool but came to London with his parents while still a boy and received his early education there. He entered the employment of the David Darville and was later with the firms of David Bruce and Macpherson, Glasgow & Company. When he had become a first-class machinist he entered into a partnership in the firm of White, Yeates & Jolliffe and later went into business for himself.


The late manufacturer was always an advocate of industrial progress, and the fine technical school which London possesses is largely due to his advocacy of its establishment when he was a member of the school board. He also served on the board of the Western Fair.

### James Robinson

Founder of James Robinson Shoe Company and the Independent Rubber Company

James Robinson, head of the James Robinson Shoe Company, Limited, Montreal died on May 3rd after a lengthy illness. Mr. Robinson was born in Montreal in 1856 and at an early age began his business career with the firm of Ames, Holden and Company. In 1885 he established himself in the boot and shoe manufacturing industry and his business soon rose to a prominent place in that line. He organized the Maple Leaf Rubber Company of Port Dalhousie, Ontario, of which he was president for fourteen years until it was sold to the Canadian Consolidated Rubber Company. He also organized the Independent Rubber Company, Merritton, Ontario, and served as president of that company, as well as of the Mundie Coal Company, Nova Scotia, the Dorchester Electric Light Company, Quebec, the Wholesale Boot and Shoe Association of Canada, the Regal Realty Company, Montreal, and the Securities Realty Company.

The Fraser Companies, Limited, Edmonton, New Brunswick, are working on plans for a new mill to replace the one at Baker Brook, which was recently destroyed by fire. It is hoped to have this new plant completed and in operation within the next few months. It will be of about the same capacity as the old plant.



## MACKINNON STEEL CO., LTD.

**Engineers, Manufacturers  
and Erectors of Structural Steel  
and Steel Plate Work**

Bridges, Buildings, Tanks, Towers, Smoke  
Flues, and Stacks, Chutes, Coal Bins,  
Ore Bins, Hoppers, Air Receivers, Pen-  
stocks, Draft Tubes, Racks, Etc.

*Prompt deliveries assured*

**MacKINNON STEEL CO., Limited**  
**SHERBROOKE, QUEBEC**  
Montreal Office—404 New Birks Building



## COLD DRAWN, TURNED AND POLISHED STEEL SHAFTING

**ROUNDS, SQUARES, HEXAGONS AND FLATS**

$\frac{1}{8}$  in. to 6 in. Dia.   
  $\frac{1}{4}$  in. to 2  $\frac{1}{4}$  in.   
  $\frac{1}{4}$  in. to 2  $\frac{1}{4}$  in.   
 up to 1  $\frac{1}{2}$  in. x 3 in.

**FREE CUTTING SCREW STOCK    PISTON AND PUMP RODS    FINISHED KEYS**

## The CANADIAN DRAWN STEEL CO., Limited

**HAMILTON, ONTARIO**




**SKF**


## Wherever Misalignment is a Factor

THE operation of your machine will not be successful unless its bearings function in complete harmony with other parts. Deflections in the shaft, weaving in the frame and other causes may create severe stresses in all parts of the bearing, unless the latter has some inherent means to compensate for this misalignment.

The **SKF** marked self-aligning bearing operates on the same principal as the ball and socket joint and is therefore capable of taking

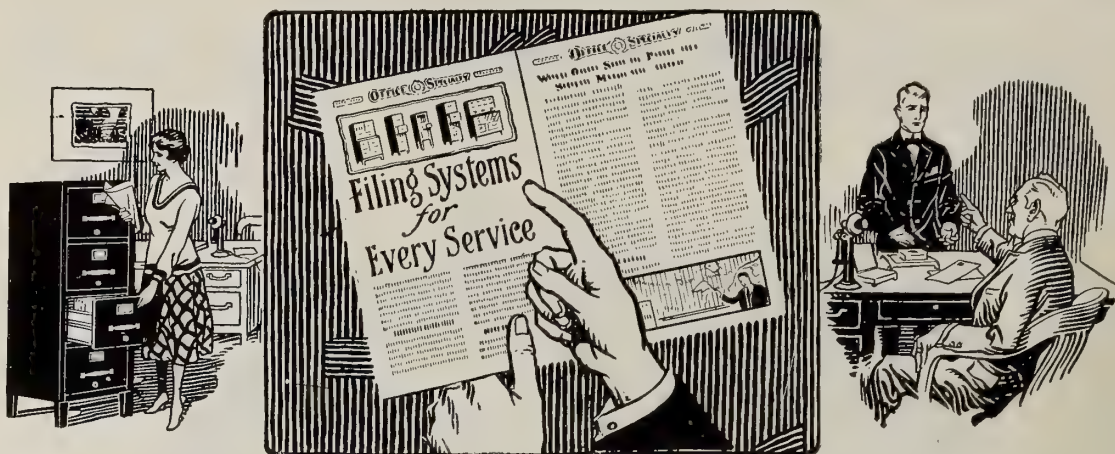
care of the severest misalignment. Moreover the aligning action is positive, immediate and automatic.

The self-aligning bearing is a product of the Canadian **SKF** Co., Limited, and is sponsored by the **SKF** Industries. Its manufacture embodies all the minute care, precision and quality for which the mark **SKF** stands. The world-wide experience of this organization is put at your disposal, free of any obligation on your part.

**CANADIAN SKF COMPANY, LIMITED**  
TORONTO and MONTREAL







# Try Better Systems

*Before you Blame the Staff*

**Y**ou want to have your office operate so smoothly and efficiently that you can recall each day's work with the big smile of complete satisfaction—Your staff never behind in their work: No aggravating mistakes made: No missing papers: Records ship-shape: Everything automatically checked: Overhead on the decrease and profits on the increase!

You can have all this. Call in the "Office Specialty" man—he will show you how to clear the path. And if you carry out "Office Specialty's" suggestions you *will* be satisfied with each day's work in your office.

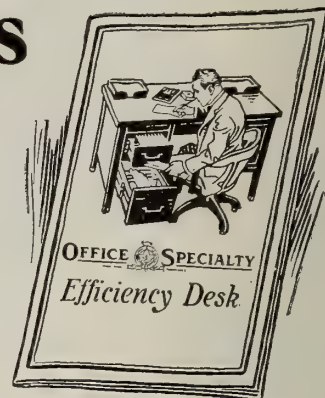
Come in and get acquainted with our line. Write or 'phone if you prefer.

**THE OFFICE SPECIALTY MFG. CO., Limited**  
Filing Systems, Office Equipment and System Service

Home office and Factories: **NEWMARKET** Canada

Filing Equipment Stores at:

Toronto Montreal Ottawa Quebec Halifax Hamilton  
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The handsome, illustrated booklet sketched above explains the surprising amount of time and labor an "Office Specialty" Efficiency Desk can save you. Mail us the coupon with your name and address filled in and a copy will be sent you free. No obligation accrued.

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Please send me the booklet on the "Office Specialty" Efficiency Desk.

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**OFFICE**  **SPECIALTY**  
**FILING SYSTEMS and OFFICE EQUIPMENT**



# OFFICE AND FINANCE

## Six Timely Cost-Cutting Plans

(From *Factory for May*)

**G**ETTING employees to put in a full day's work has always been a serious problem for all employers. There is nothing more disagreeable for the manager to do than to think of his workmen as human machines running like so much clockwork to the tune of definite time schedules. Yet, there are two good reasons why he must do so to a certain extent. First he must have discipline in his organization if his plant is going to operate successfully. Secondly he must economize in minutes, which, in the aggregate of several hundred workmen, means cutting costs and increasing profit.

At the plant of the Richards-Wilcox Manufacturing Company a guard, in the form of a short section of gas-pipe railing, stands directly in front of each time clock, though separated from it sufficiently to allow a person to pass between it and the clock. Until these rails, which are not over two feet long, were placed in their present positions, much trouble and annoyance was experienced owing to the fact that at closing time employees engaged in a scramble in front of the time clocks because of their eagerness to be among the first to stamp their cards. As a result of such disorder many wrong numbers were registered. It was recognized that the presence of a long rail, forming an approach to each time clock, would compel employees to get in line and register their numbers in orderly fashion. There were objections, however, to such rails for the reason that in some cases these would obstruct racks and benches, while in other instances free passage through aisles might be blocked. A simple guard, as indicated, serves as effectively as a longer rail to suggest to employees the idea of forming a line.

In the average plant the curve on the power consumption chart does not reach its peak load anywhere near the time it should after starting in the morning and at noon. Some plants reach it in 15 minutes, some 30, and some not for an hour or more. On the other hand, instead of retaining the load right up until quitting time, it starts to drop anywhere from five minutes to two hours before quitting time.

### A Corrective Policy

Men will quit a few minutes before time to be ready to go to the washroom when the bell or whistle sounds. In one plant this particular condition was particularly aggravated and it became so bad that one day the works manager made a personal investigation and as a result of this the following policy was adopted:

The whistle was sounded five minutes before starting and quitting time. Five minutes before starting time, the man was expected to register on the clock so that he would be at his machine ready to duff right in and begin work when the final whistle blew. He was allowed to quit at the preliminary whistle so as to be ready to register at night on time.

At first there was considerable trouble, but it was gradually eliminated until the power chart showed a full load within 15 minutes after starting, and it held there until four or five minutes before quitting time. These extra minutes multiplied by the total number of workmen mean real dollars saved.

Along with this plan a man was detailed from the janitor's gang to go around, fill all basins with warm water, clear all aisles in the toilet and cloak-rooms, and open all doors to

washers. The men highly appreciated this and in a short time a spirit of rivalry was aroused to see which department reached the peak load in the shortest time.

At the end of each month, the bulletin board gave special mention to this particular department. Once a quarter the departments were compared and the employees in the department with the highest average were invited to a dinner which was paid for by all the other employees in the plant.

In one motor truck plant in Massachusetts, employees formerly registered on the time clock when they entered the building, and then proceeded to the wash and locker room where they changed clothing before going to work.

In the evening, the employees would also wash and change clothing on company time. The works manager believed that because of this practice, a considerable increase in the manufacturing cost per unit resulted.

After studying the situation, he recommended that a small addition to the plant be erected just outside of the employees' entrance, and that the wash and locker rooms be placed in this addition, with the time clock between this addition and the main building. The suggestion was carried out and employees now do their washing up and changing of clothing on their own time, not stamping their cards until they are all ready to go to work.

### Time Saving Pays

The resultant saving, says the works manager, has paid for the cost of the building addition in less than a year and has shown greater production benefits than he had at first anticipated.

Some men, whether they work in the shop or in the main office, are very careful about getting to work on time or a little ahead and it is not always because of fear of fines or some form of punishment. The main factor of the prompt worker is that he feels it his duty to be on time and that it would be like breaking an agreement with the employer if he reported late through fault of his own.

Many plant officials have tried to instill this spirit of pride into their men and in some cases they have been successful, at least in part. Once this spirit grips a man there is little chance of his lapsing into the old habit of starting from home a little late and reaching the plant a few minutes after the opening bell has been sounded.

An eastern machine concern figures that the men who are prompt deserve some recognition and, beside handing out little bonuses, their virtue, if it may be so called, is advertised to the others. Each month a blue banner worded in white, "I am a never late man" is suspended above the machine or work-bench of each man that has reported on time each morning and noon for the previous month. This banner remains there for a month at least and if another month is passed without a single tardy mark the banner is not removed.

The little plan has encouraged the "on time" men to keep up the good work and it has also won some of the careless men over, as they are tempted by the little honor given as a reward.

In large cities, getting factory workers to and from their work does not offer the same disadvantage that is found in smaller towns. This is sometimes a serious problem, one which the manager has to solve to the satisfaction of all.



# Bank of Montreal

Established over 100 Years

Capital paid up	-	-	\$27,250,000
Rest	-	-	\$27,250,000
Undivided Profits	-	-	\$579,675
Total Assets	-	-	\$653,869,071

## BOARD OF DIRECTORS:

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BRANCHES THROUGHOUT CANADA and NEWFOUNDLAND  
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LONDON, England      PARIS, Bank of Montreal (France)  
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# Sterling and Foreign Drafts and Cheques Cashed



WE are prepared to buy cheques and bills of exchange, payable in foreign countries. Through our branches abroad and numerous correspondents, we are able to quote the best current rates.

## THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL	-	\$15,000,000
RESERVE FUND	-	\$15,000,000

One of the most common-sense ways of accomplishing this is that adopted by the Clark Equipment Company, whose plant is situated in a small town.

Many of the men working here come from surrounding villages, some of them as far as 16 miles away. The company has two buses which are run to pick up the men who do not live too far away. As for the rest, some of them own automobiles of their own and the others ride with their friends or walk.

Some time ago a proposition was made to those owning machines. They were asked to take one or two men living near them to work and back in their machines. This suggestion has been carried out successfully, and has practically done away with time lost due to tardiness. A man owning a machine is allowed an average of about 30 cents a day by the company for every other man he agrees to carry back and forth.

In this way, not only is the slight extra trouble of the machine owner repaid, but he is given pleasant company on his way. Here is an easy way to prevent tardiness when the whistle blows for the day's work to commence.

Considerable production was lost through employees quitting work five to ten minutes before the whistle blew in order to wash up, which led one Ohio concern to have the wash and locker rooms (which are separate from the toilets), locked until the whistle blows, at which time they are opened by the caretaker. Employees who have a legitimate reason for entering the rooms during working hours, however, are admitted after they have given the caretaker their reasons.

In one department, employing approximately 300 workmen, the company figures that it has saved an aggregate of 2½ hours a day by the employees working up to quitting time.

There is a psychological effect in the operation of the new plan. Employees began to slacken up on work as much as 20 minutes before quitting time under the old plan in order to watch the clock so they could make a grand rush for the washrooms and the lockers.

Now, with this change, knowing they are unable to gain admittance to the locker rooms, and that they must shirk in the open, if they shirk at all, the men have gotten into the habit of working at full speed right up to the moment that the whistle blows.

## Provincial Paper Mills

### New Bond Issue Made to Finance Extension of Port Arthur Plant

A \$600,000 issue of first mortgage 6% bonds has been placed on the market by Provincial Paper Mills, Limited. The purpose of the issue is to provide funds for the enlargement of the Port Arthur plant of the company by the construction of an additional paper mill and the installation of a new paper machine.

The bonds are issued in \$1,000 denominations and are being offered at a price of 94 and accrued interest to yield nearly 6.60 per cent. They are dated May 1st, 1920, and fall due May 1st, 1940.

## Loss on Operations

### Canadian Fairbanks-Morse Company, Limited, Experience Unsatisfactory Year

The annual statement of the Canadian Fairbanks-Morse Company, Limited, for 1921, shows a loss on the year's operations of \$1,425,055, as contrasted with profits of \$279,562 for 1920 and nearly \$700,000 for 1919. The losses were made as follows:—Operating loss, branches and Toronto factory, \$432,337; inventory adjustment and extraordinary write off on accounts, \$790,958; development accounts written off, \$85,185; absorption of deficit, E. & T. Fairbanks Company, Limited, \$116,573.

The working capital account shows current assets at \$4,233,400 as compared with \$7,219,956 in 1920 and current liabilities at \$1,929,495 as compared with \$3,522,387. The balance of \$2,303,905 compares with \$3,697,569 a year ago.



### Monarch Knitting Company

#### Reduced Profits Shown by Annual Report Due to Poor Business Conditions

The year 1921 was a trying one for the Monarch Knitting Company, Limited, and their annual report consequently shows a great reduction in net profits, which stand at \$28,653 as compared with \$183,405 for the previous year. The balance forward of \$1,005,123, together with \$1,794 restored to profit and loss for over appropriation for income tax made a total of \$1,035,572 available for all purposes. Out of this sum \$52,500 has been appropriated on account of preferred dividends and \$499,999 written off in respect of the capital stock of the Monarch Knitting Company of New York, leaving a balance at credit of profit and loss of \$483,073.

From the earnings of the year the sum of \$70,000 was set aside to be added to plant and machinery depreciation reserve, making the total of this reserve \$387,149, equivalent to thirty per cent. of the total value of the company's plant and machinery. Inventories have been taken on the basis of replacement cost.

The Company's assets have been reduced from \$4,164,238 to \$3,369,267. Quick assets amounting to \$1,442,690, compared with \$1,717,165 for the preceding year. There is cash on hand of \$54,725, against \$82,557; accounts receivable, \$361,377, compared with \$456,174; and inventories at \$997,794, against \$1,154,026. The capital stock of the Monarch Knitting Company of New York, which was formerly carried at \$500,000, is now placed at \$1. Goodwill, contracts, etc., are unchanged at \$995,905. Liabilities to the public have been reduced from \$1,074,364 to \$852,444. Bank loans are down from \$606,000 to \$491,000. Bills payable are higher at \$223,652, compared with \$150,783, while accounts payable have been reduced from \$242,334 to \$136,991.

### Eight Months' Statement

#### British Empire Steel Corporation, Limited, Show Good Earnings on First Operations

The British Empire Steel Corporation, Limited, have issued a financial statement for the period from April 16th, to December 31st, 1921, which shows total earnings of \$4,416,451, which were sufficient to provide for all sinking fund and depreciation requirements, interest on bonds and debenture stocks and first preference dividends of all the companies included in the merger, and left a balance of \$755,926 applicable to the second preference stock.

Working capital at the end of the period stood at \$14,364,860 with current assets totalling \$23,016,760 and current liabilities \$8,651,900. Provision has been made to take care of any extensions carried out, when costs were abnormally high, by the deduction of \$3,339,841 from the cost of properties and by corresponding reduction in the consolidated surplus. As a result, the total surplus now stands at \$21,784,870, as against \$25,124,711 at date of organization.

### Had Adverse Year

#### Canadian Consolidated Rubber Company, Limited, Show Deficit on Year's Business

After all charges and provisions had been met the annual statement of the Canadian Consolidated Rubber Company, Limited, for the year ended December 31st, showed a deficit of \$1,935,495, which contrasts with a surplus of \$1,077,167 in 1920, and reduces profit and loss balance to \$6,383,980. Sales for the year dropped to \$14,593,606 from \$26,675,513 in 1920. After charging off expenses etc., gross income amounted to only \$90,336, as compared with \$2,256,252 a year ago. Payment of bond and other interest brought the loss to \$760,514. Preferred dividends took up \$210,000.

The balance sheet indicates that the working position of the company has been maintained during the year. Current assets at \$10,205,102 compare with \$16,427,206 and current liabilities at \$3,147,021 with \$6,836,498.



## A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

## THE ROYAL BANK OF CANADA

Total Resources \$500,000,000

## Foreign Banking Service in Canada's "Queen City"

The Union Bank of Canada placed a branch of its Foreign Department in Toronto, because of the importance of the "Queen City" in national and international commerce.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg, and connections with Vancouver enables us to keep closely in touch with conditions in Canada and abroad.

Through continual operations in the exchange markets of Canada, the United States, Great Britain and world centres, we are able at all times to handle international exchange at closest possible rates.

## Union Bank of Canada



# Safe Investment

This Bank not only gives you a comprehensive banking service, but, with our own Bond Department constantly dealing in strongly protected securities, we are in a position to advise and assist clients in procuring safe and profitable investment.

## IMPERIAL BANK OF CANADA

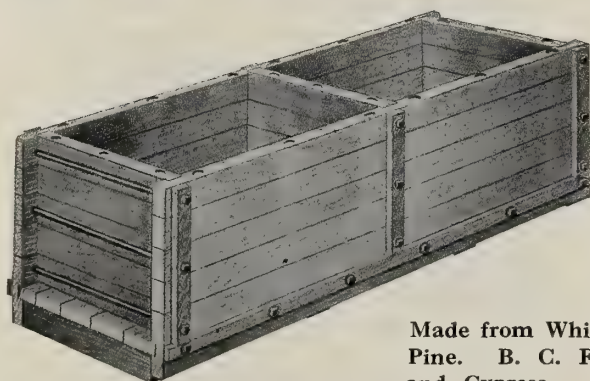
Capital Paid Up \$7,000,000 Reserve Fund \$7,500,000

HEAD OFFICE, TORONTO

### BRANTFORD

## Wood Tanks and Vats

Square, Oblong, Round, Half Round and Special Shapes



Made from White  
Pine. B. C. Fir  
and Cypress.

## WATER TANKS and TOWERS KEROSENE ENGINES

Custom Galvanizing a Specialty

*Get Our Prices on Your Work*

**Goold, Shapley & Muir Co., Brantford**

### Telfer Biscuit Company

**Annual Report Shows Profits of \$94,921 for Year Ended December 31**

The annual report of the Telfer Biscuit Company, Limited, for the year ended December 31st, 1921, shows profits of \$94,421. Previous to the past year the company was a closed corporation, so that no statements are available for comparison. Distribution of profits was made as follows:—Preferred dividends, \$16,000; common dividends, \$3,360; reserve for plant and real estate, \$17,571; reserve for automobiles, \$2,208; reserve for accounts, \$4,500; reserve for profit tax, \$4,405; transferred to rest account, \$46,007.

The balance sheet shows total assets of \$732,495, quick assets of \$310,550, and current liabilities of \$212,094.

### Made Small Profit

**Sale of Canadian Consolidated Felt Company, Limited, Reduced by Half**

The Canadian Consolidated Felt Company, Limited, showed only a small profit in their operations during 1921. Net sales for the year totalled \$852,790, an increase of \$896,794 from the sales of 1920, which was the largest year in the company's history. Net income before interest was \$65,247, and after interest charges of \$50,069, net profit remained at \$15,178.

The balance sheet shows total assets of \$3,352,441, total current assets of \$353,074, and total current liabilities of \$271,311. Inventories were reduced \$565,408 to \$263,356, a reduction of \$302,052, or 53.42 per cent. After taking in raw materials and finished products either below market value or manufacturing cost, corporate surplus was charged with \$53,422 on this account. Plants were fully maintained during the year.

### Sales Were Lower

**Profits of Canadian Cottons, Limited, Good Considering Trying Business Conditions**

Due to general business depression during the year ended March 31st, 1922, the sales of Canadian Cottons Limited, declined considerably, being \$8,255,625, as compared with \$11,231,102 for the previous year. As a result of careful management, however, considerable reduction was made in manufacturing costs, so that net profits of \$575,266 are only about \$100,000 behind those of the previous year which were \$679,468.

Total profits of \$668,571 compare with \$867,804. After payment of bond interest at \$176,934 and provision for preferred and common dividends, there is left a balance of \$54,708, as compared with \$242,267. A reserve of \$30,490 for bad debts, a provision over five times that of the previous year, leaves a balance of \$24,218 as last year's surplus.

### New Catalogue Issued

The Diamond State Fibre Company of Canada Limited, have just issued a new catalogue (No. 20) on Condensite Celoron which fully describes its properties, gives technical data, etc., and is illustrated. This catalogue should prove of great interest to manufacturers who are looking for an absolutely waterproof material that will also carry out all the other functions of a vulcanized fibre material.

Alfred Clement has been appointed superintendent of the Kingston plant of the Dominion Textile Company, Limited, succeeding the late William Cook. Mr. Clement comes to Kingston from Magog, Quebec, and has had twenty years' experience in the textile mills of the company.

### RIDOUT & MAYBEE

**Solicitors of Patents**

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**PATENT SUITS**

Agencies in the leading countries of the World.

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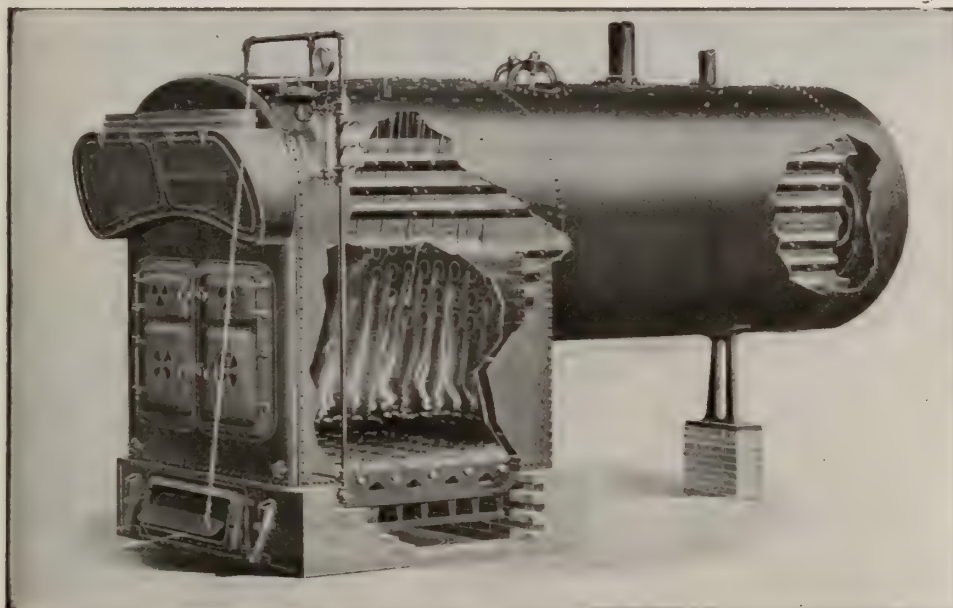
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## OF ALL KINDS



**"Inglis" Portable Firebox Heating Boiler**

We also make Tanks, Stacks, Water Towers, Steel Plate Work, Engines and Pumping Machinery. For over sixty (60) years we have been leaders in our lines.

We can guarantee prompt delivery.

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*Eastern Representatives—JAS. W. PYKE & CO., LIMITED, 232 St. James St., Montreal*

*Ottawa Representative—J. W. ANDERSON, 7 Bank Street Chambers*



## The Pulse of Business in Canada

**T**HE tables below give the principal statistics of conditions affecting Canadian business. In some respects an improvement is seen. Building permits show an increase and there is a great deal of new work under contemplation. Wholesale prices show a slight increase. Savings deposits decreased during April and demand deposits increased. Exports and imports during April were lower than a year ago. The production of iron and steel during April showed a general decline.

### BUILDING CONTEMPLATED DURING APRIL.

(MacLean Building Reports, Limited.)

	No. of Projects.	Value.
Ontario . . . . .	1841	\$ 17,910,700
Quebec . . . . .	483	4,668,100
British Columbia . . . . .	211	3,238,700
Manitoba . . . . .	122	1,184,800
Saskatchewan . . . . .	65	942,400
Alberta . . . . .	92	757,300
Nova Scotia . . . . .	64	462,700
New Brunswick . . . . .	52	239,700
Prince Edward Island . . . . .	5	24,000
Total for Dominion . . . . .	2935	\$ 29,428,400

### MARCH BUILDING PERMITS

	1922	1921
Prince Edward Island . . . . .	\$ 6,000	\$ Nil
Nova Scotia . . . . .	83,140	176,850
New Brunswick . . . . .	73,465	60,710
Quebec . . . . .	1,277,065	1,114,600
Ontario . . . . .	5,974,676	3,258,881
Manitoba . . . . .	221,700	225,985
Saskatchewan . . . . .	86,582	130,895
Alberta . . . . .	231,385	211,495
British Columbia . . . . .	1,206,606	730,366
Total, 56 cities . . . . .	\$ 9,160,889	\$ 6,609,782

### APRIL BANK CLEARINGS.

	April, 1921.	April, 1922.
Montreal, Que. . . . .	\$491,649,265	\$398,976,904
Halifax, N.S. . . . .	17,331,632	.....
St. John, N.B. . . . .	12,298,510	10,723,281
Moncton, N.B. . . . .	4,945,821	4,912,223
Quebec, Que. . . . .	27,193,361	.....
Sherbrooke, Que. . . . .	5,158,670	3,280,562
Ottawa, Ont. . . . .	34,279,406	29,416,586
Kingston, Ont. . . . .	.....	2,629,187
Peterboro, Ont. . . . .	4,201,823	3,033,207
Toronto, Ont. . . . .	433,936,360	380,338,225
Hamilton, Ont. . . . .	26,909,887	21,928,803
Brantford, Ont. . . . .	5,428,446	.....
Kitchener, Ont. . . . .	4,359,426	4,209,807
London, Ont. . . . .	15,492,670	11,504,160
Windsor, Ont. . . . .	14,407,894	13,677,515
Ft. William, Ont. . . . .	3,434,932	2,515,393
Winnipeg, Man. . . . .	206,396,710	159,054,750
Brandon, Man. . . . .	2,929,937	2,250,965
Regina, Sask. . . . .	15,777,702	12,613,358
Moose Jaw, Sask. . . . .	5,677,817	4,394,233
Saskatoon, Sask. . . . .	7,895,360	6,361,234
Prince Albert, Sask. . . . .	1,525,718	1,349,026
Lethbridge, Alta. . . . .	2,728,601	2,176,129
Medicine Hat, Alta. . . . .	1,765,326	1,161,572
Calgary, Alta. . . . .	28,807,613	20,127,932
Edmonton, Alta. . . . .	20,862,183	17,541,617
New Westminster, B.C. . . . .	2,578,160	2,011,310
Vancouver, B.C. . . . .	63,126,307	51,795,883
Victoria, B.C. . . . .	10,580,984	7,795,609

### PULP AND PAPER EXPORT

	March, 1921	March, 1922
Paper		
Newsprint . . . . .	\$ 9,162,330	\$ 6,793,128
Book paper . . . . .	56,187	1,114
Other paper . . . . .	667,096	663,656
Total . . . . .	\$ 9,885,613	\$ 7,457,898
Pulp		
Sulphate (kraft) . . . . .	\$ 596,756	\$ 902,254
Sulphite, bl. . . . .	1,005,260	920,790
Sulphite, unbl. . . . .	635,755	828,453
Mechanical . . . . .	284,092	562,937
Total . . . . .	\$ 2,521,863	\$ 3,214,434
Grand Total . . . . .	\$12,407,476	\$10,672,332

## Essential Tools in Every Shop--Eveready Flashlights

No matter how efficient or well placed your fixed illumination may be, there are hundreds of places in every shop that demand the handy portability of Eveready Flashlights.

Fire-risk precludes the use of any sort of open flame. Ordinary trouble-lamps with their glare and their awkward cable are inadequate. Eveready Flashlights with their safe, bright, penetrating beam meet every need for emergency light.

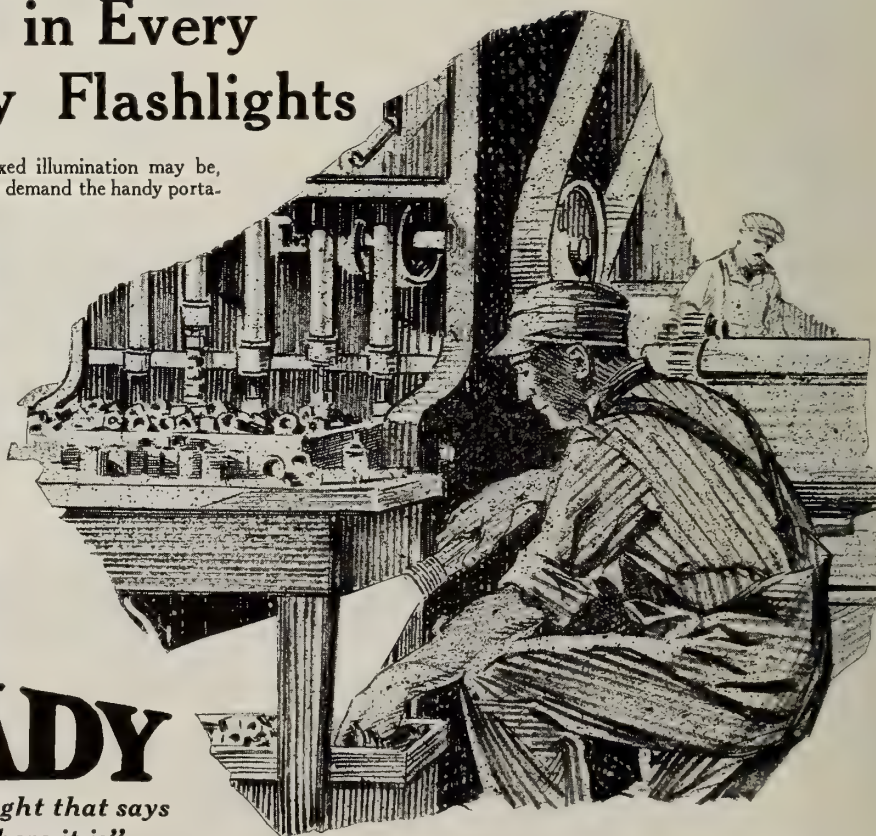
Store-rooms should be supplied with Eveready Flashlights in ample number and variety. Workmen should be urged to "own their own" flashlight, as part of their tool-kit.

Drop us a post-card to-day for specific information concerning Eveready Flashlights for industrial use.

**Canadian National Carbon Company**  
LIMITED.

MONTREAL, TORONTO, WINNIPEG, VANCOUVER.

**EVEREADY**  
Flashlights *The Light that says  
"There it is"*





THESE SAVINGS COME WITH



No idle machines or interruptions. Full time of every man on production. Maximum production, free from delays.

More profits from the sale of the extra units produced because of the efficient transmission by

## “P. M. S.” Belting

*Manufactured exclusively by*

**Gutta Percha & Rubber, Ltd.**

Head Office and Factory, Toronto

*Branches in all Leading Cities of Canada*



## Imports Entered for Home Consumption

	April, 1921		April, 1922	
	Free	Dutiable	Free	Dutiable
Agricultural and vegetable products, mainly foods ..	\$1,871,318	\$8,205,062	\$2,121,578	\$5,109,362
Agricultural and vegetable products, other than foods .....	1,661,631	8,510,178	1,283,784	1,781,616
Animals and animal products .....	1,253,164	2,239,125	1,123,091	1,634,432
Fibres, textiles, and textile products .....	1,919,033	7,277,268	3,224,980	7,179,556
Chemicals and chemical products .....	660,327	1,197,365	831,046	1,033,317
Iron and steel, and manufactures thereof .....	1,390,677	10,099,356	872,827	8,249,104
Ores, metals and metal manufactures, other than iron and steel .....	704,614	1,960,297	629,702	1,535,823
Non-metallic minerals, and products .....	4,846,393	4,842,336	2,848,954	3,294,557
Wood, wood products, paper, and manufactures .....	1,099,769	1,721,895	952,616	1,450,340
Miscellaneous .....	1,950,729	1,900,310	1,139,264	1,565,505
Total .....	17,357,655	47,953,192	15,027,842	32,833,612
Duty collected ..	10,301,528		9,124,225	

	Exports April, 1921		April, 1922	
	Domestic	Foreign	Domestic	Foreign
Agricultural and vegetable products, mainly foods ..	\$16,551,425	\$85,569	\$7,917,298	\$50,130
Agricultural and vegetable products, other than foods .....	641,467	30,200	695,321	120,852
Animals and animal products .....	7,265,753	62,712	5,026,413	59,732
Fibres, textiles, and textile products .....	732,170	109,699	279,369	42,687
Chemicals and chemical products .....	1,066,438	61,570	782,651	10,083
Iron and steel, and manufactures thereof .....	2,537,552	195,522	2,743,016	211,874
Ores, metals and metal manufactures, other than iron and steel .....	1,356,982	68,713	1,803,108	55,411
Non-metallic minerals, and products .....	1,365,848	21,512	933,903	28,935
Wood, wood products, paper, and manufactures .....	10,845,255	26,247	10,977,724	38,662
Miscellaneous .....	917,845	131,231	758,697	116,175
Total .....	43,280,735	794,975	31,917,500	764,541

## Iron and Steel

## March Output of Iron Shows Decided Increase but Steel Production was Lower

The output of pig iron in Canada during March showed a decided increase over the production during the preceding month and established a record for the present year with a total of 41,733 tons comprising 25,974 tons of basic pig iron, 10,123 tons foundry iron and 5,636 tons of malleable iron. With the exception of 71 tons the output of basic iron was all used by the producing firms. Foundry iron on the other hand was largely produced for sale, the total under this heading being 10,080 tons with only 43 tons made for the use of the firms reporting. Compared with the preceding month the production of basic iron was only slightly higher, but the output of foundry iron was almost 2,000 tons greater than in February. Malleable iron to the extent of 5,636 tons made during March was the first produced this year.

Ferro-alloys shaded slightly from 1,232 tons in February to 1,068 tons during March, the whole production consisting of ferro-silicon in the several grades.

In spite of the advance in the production of pig iron during March the output of steel ingots and castings was much lower than in February, the total output being only 29,941 tons as against 42,388 tons in the preceding month. The decline was most marked in the production of basic open hearth steel ingots which in February amounted to 40,935 tons, but in the month under review totalled only 28,222 tons all made for the use of the producing firms.

Basic open hearth castings made during the month amounted to 678 tons, practically all of which was used by the reporting firms. In February a very small quantity of basic open hearth steel castings was used by the makers but a larger portion amounting in all to 472 tons was produced for direct sale. Bessemer castings and electric steel made in March amounted to slightly more than 1,000 tons which was a little higher than the corresponding figure for February.

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## Iron and Steel

### Monthly Report Shows General Decline in Production during April

The monthly report on iron and steel, issued by the Dominion Bureau of Statistics, states that pig iron production in Canada during April declined 9000 tons from the output reported in the preceding month, but an analysis of the output shows that 5,000 tons more iron was produced for direct sale than in March of this year. The total pig iron production amounted to 32,572 long tons comprising 12,142 tons of basic iron, 14,952 tons foundry and 5,478 tons of malleable. Of the basic iron all but 104 tons was produced for the use of the makers. Practically the whole of the foundry iron on the other hand was produced for sale. The production of malleable iron was slightly lower than in March and amounted to 5,478 tons all of which was produced for direct sale. Ferro-alloys, principally 75% ferro-silicon, declined from 1,068 tons in March to 693 tons in the month under review.

The number of furnaces in blast remained unchanged. Two furnaces were operated throughout the month by the Algoma Steel Company at Sault Ste. Marie, and one furnace owned by the Steel Company of Canada at Hamilton was kept in blast.

The decline in the production of steel ingots and castings in Canada noted in the March report was further accentuated during the month of April, the total output declining to 21,935 tons as compared with 29,941 tons in March. Included in the April production was 20,513 tons of steel ingots and 1,422 tons of direct steel castings.

Almost the entire quantity of steel ingots was made by the basic open hearth process and was used by the producing firms in further processes of manufacture. Of the direct steel castings made, 1,338 tons was produced for direct sale and consisted of 630 tons electric steel, 537 tons basic open hearth and 171 tons of bessemer castings. The production of steel ingots and castings during April was the lowest

recorded since monthly records of production have been obtained, and amounted to only 24% of the average production in April during the ten years 1911-1920. The output of steel ingots and castings in April, 1921 also established a low record for that year and totalled only 27,000 tons.

## Wholesale Prices

### Index Number for Exports Rises but Import Number Continues to Decline

The index number of wholesale prices constructed by Professor H. Michell of McMaster University, Toronto, stood at 158.2 for the month of April, a slight increase from the figure of 156.8 for the month of March. This compares with 186.4 for April, 1921, 295.2 for April, 1920, and 119.3 for April, 1914. Among the 20 manufactured goods considered galvanized sheets declined, and rubber, wool, cotton, silver and oak advanced.

The index number of wholesale prices for exports constructed by the Canadian Bank of Commerce had risen on April 15th to 151.74 from 148.27 in the middle of March. The import number had fallen from 144.93 to 142.50 during the same period while the combined number was 147.12 as against 146.60.

### APRIL BANK STATEMENT

	April, 1922.	Changes from March, 1922.	Changes from April, 1921.
Reserve fund .....	\$ 130,175,000	Unchanged.	—\$ 4,678,053
Note circulation .....	164,724,676	+ \$2,073,309	—38,548,872
Demand deposits .....	502,370,799	+18,137,725	—49,750,495
Notice deposits .....	1,218,195,262	—12,433,578	—95,637,252
Total deposits in Canada	1,720,566,061	+5,704,147	—145,387,747
Deposits outside Canada	279,525,143	+13,777,229	+11,925,050
Current coin .....	80,507,530	—610,083	—7,823,087
Dominion notes .....	153,328,046	—8,056,280	—5,529,396
Deposits cent'l gold reserve	60,052,533	—300,000	—28,650,000
Call loans in Canada ..	102,005,932	—1,632,869	—8,283,654
Call loans outside .....	176,169,482	+12,389,600	+21,996,427
Current loans in Canada	1,162,975,332	+13,787,463	—118,169,715
Current loans outside ..	150,715,088	—1,254,416	—8,992,263
Total liabilities .....	2,391,556,095	+42,885,511	—182,590,138
Total assets .....	2,663,824,458	+41,067,958	—194,700,720

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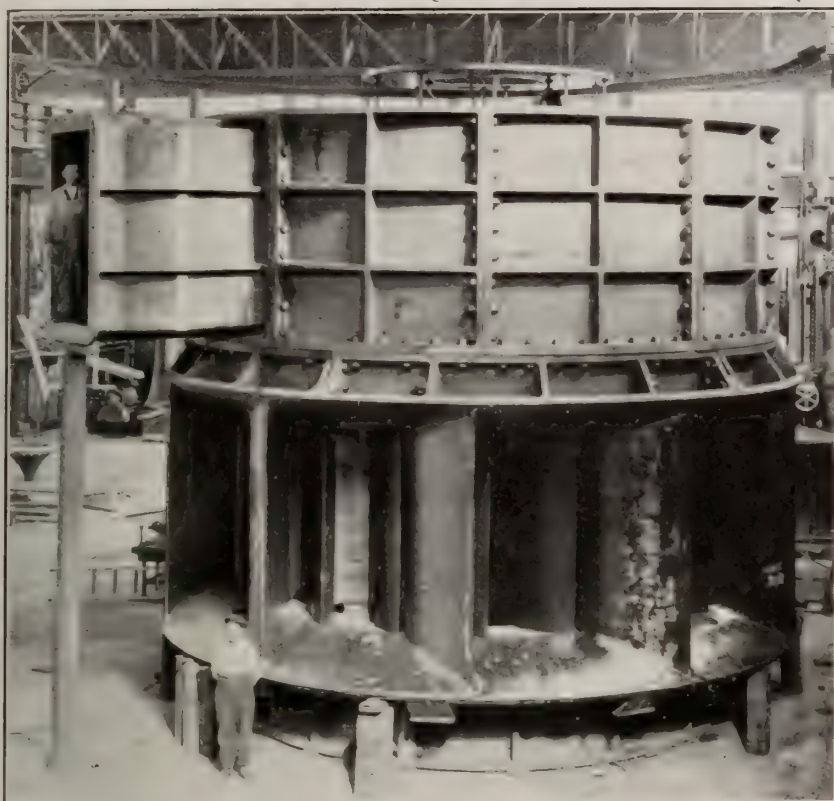
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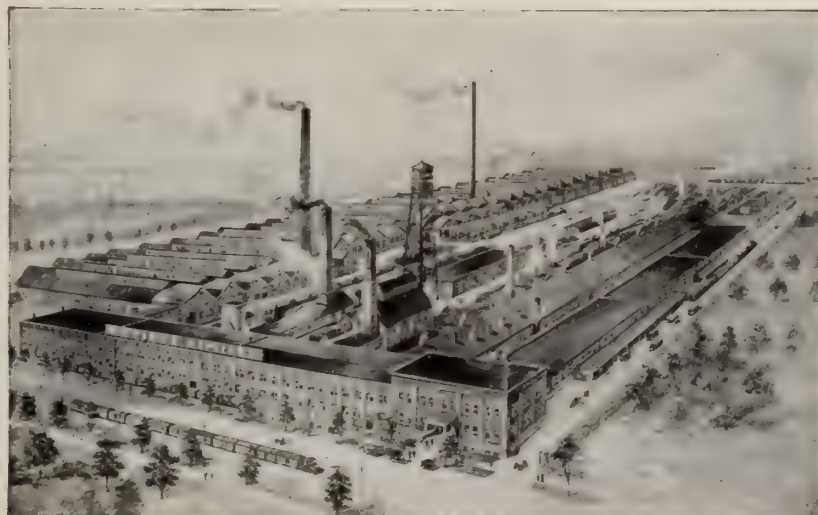
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## Book Reviews

### Useful Statistics

*The Royal Bank of Canada Annual Report, 1921.* Montreal: The Royal Bank of Canada.

The chief interest of this publication lies in the useful collection of statistics, which is appended to the bank report proper. These are furnished by the Dominion Bureau of Statistics and cover a wide range of topics. Comparative figures running over several years are given in each case. The book also gives an abridgement of the Canadian Customs Tariff, 1907, and a statement of the Canada-West Indies Trade Agreement, 1920. Graphs showing the fluctuations in sterling and franc exchanges during 1919, 1920 and 1921, and the movement of American funds from July 1, 1914 to December 31, 1921, are inserted at the back.

### Management

*The Organization of Modern Business.* By William R. Basset. New York: Dodd, Mead & Company.

A great deal of sound doctrine is put forward in a readable way by the author of this treatise on modern business. He gets right down to fundamentals and discusses practically, and with timely illustrations, many of the questions which are exercising business men and particularly manufacturers, at the present time. It is safe to say that no manufacturer who reads the book will fail to derive fresh ideas from it.

The theme of the book is the development of business along the line of service, and real service is defined as "giving the best possible article to the community at the fairest possible price, at the same time providing adequate and adequately paid labor and a proper portion of profit for the capital invested." Mr. Basset claims that there is

nothing contradictory between a low price to the public, a fair wage to the workers, and a fair profit to the owners. If the balance wheel of business is properly adjusted, these several wholly desirable results will be achieved.

From this basis, Mr. Basset proceeds to argue in favor of a policy which places the making of goods ahead of the selling. The old way of doing business was first to secure the orders and then to manufacture them. He would reverse the process. "The modern plant should manufacture what it is best fitted to manufacture; and then sell that product. If the product is not saleable, the plant should be carefully revamped. No plant will long survive if it sells regardless; and its factory, like the tail of a kite, twists and squirms to the rear, its product the design of a momentary whim."

In a chapter on "Financing a Business from the Inside", the author points out that each idle square foot, each idle machine in a plant, is a capital waste and that the procuring of new capital should be the last step in an extension of facilities. The ideal of manufacturing should be, first to decide what product is to be made and then to determine how it is to be made most scientifically and economically.

Some sensible views are expressed in a chapter headed,—"What is a Fair Profit?" Here the author takes the ground that any attempt to fix either profits or wages on the basis that human beings shall not be selfish, is bound to fail. Better, he declares, to recognize right off that good business is founded on enlightened selfishness. The only possible method by which lower prices can be achieved is a method which stimulates production. The more there is to distribute, the lower will be the price.

There is undoubtedly a good deal of truth in the contention made by Mr. Basset that what is known as a labor problem is often only a management problem and that the selection of capable managers will go a long way toward ensuring a large measure of co-operation with the wage workers. There is, he claims, a great dearth of men who



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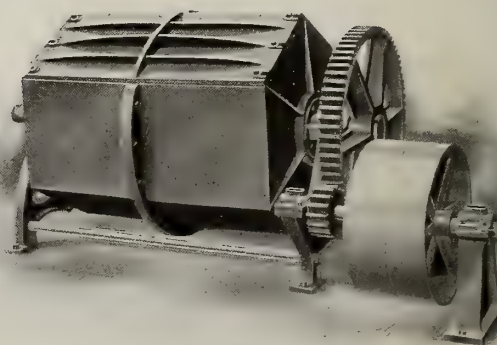
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can handle men and one of the most pressing tasks facing industrial leaders to-day is to supply this lack.

These are but a few of the points brought out in this thought-compelling book, each page of which is replete with stimulating ideas. In these days, when scientific management is becoming of increasing importance and the most successful business men are those who read and study most, this volume will be found decidedly helpful.

### Australian Information

*Official Year Book of the Commonwealth of Australia. No. 14—1921.* Albert J. Mullett, Government Printer, Melbourne, Australia.

This informative volume of over 1200 pages has been prepared for the Commonwealth of Australia by G. H. Knibbs, C.M.G., former Commonwealth Statistician. It contains authoritative statistics for the period 1901-1920 and corrected statistics for the period 1788 to 1900. Every department of the national life is thoroughly covered. Some of the chapter heads are pastoral production, agricultural production, manufacturing industries, mining and government. The work is profusely illustrated by maps, graphs and diagrams, and should prove an extremely useful book of reference for anyone interested in Australia.

### British Columbia Mines

*Annual Report of the Minister of Mines of British Columbia.* Victoria, 1922, the King's Printer.

This volume, which covers the mining operations that have been in progress in British Columbia during 1921, is filled with valuable information and is evidence of much careful work on the part of its compiler. The mineral industry is a most important part of British Columbia's economic resources and as such deserves the attention which it has received. During the year the gross value of mineral production was \$28,066,641, a decrease of \$7,476,443 from the previous year's figure. The leading mineral was coal with

a production of 2,483,995 tons, valued at \$12,419,975. Copper to the value of \$4,879,624 was produced, placer gold valued at \$233,200 and lode gold valued at \$2,804,154. The total production of British Columbia mines from 1852 to 1921 inclusive is valued at \$734,259,619.

The report deals exhaustively with all minerals found in the province, each district being thoroughly considered. A great number of maps and photographs add to the appearance and utility of the book.

### International Finance

*A Revision of the Treaty.* By John Maynard Keynes, C.B. F. D. Goodchild Company, Toronto, \$2.50.

This book is a sequel to "The Economic Consequence of the Peace," first published in 1919, and, like it, contains as fine political and economic writing as can be found. One cannot but admire the writer's grasp of the economics of Europe and the skilful handling of material to prove his case. Mr. Keynes chronicles the events of the last two years, the conferences at San Remo, Hythe, Boulogne, Brussels, Spa and London; states the present situation and sets forth proposals of what ought to be done. He believes that Lloyd George took the responsibility for a Treaty of Peace, which was not wise, which was partly impossible and which endangered the life of Europe. Such a treaty may have been demanded by public passion and ignorance at that time but during the last two years there has been an immense change in public sentiment and everyone now wishes to conform himself with the facts.

In Mr. Keynes' opinion a revision of the Treaty and the cancellation of inter-allied debts will bring about a situation in Europe in which a solution will be possible. If Germany is compelled to pay a large indemnity, her exports must be greatly stimulated and as her exports are largely competitive with those of Great Britain, must sell against her in the British Isles and neutral markets. For this reason he believes it would be in the self-interest of the Allies to de-



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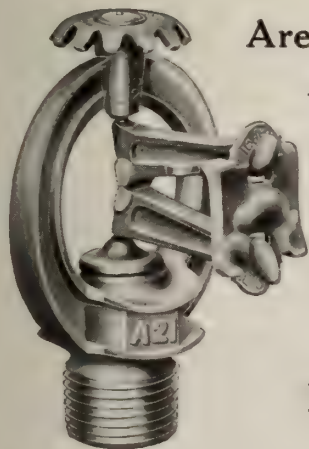
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crease their demands and secure from Germany moderate payments, "on the sort of scale on which she might have been building up new foreign investments, without stimulating her exports as a whole to a greater activity than they would otherwise enjoy."

"The same principles," he says, "apply with one modification to the United States and to the exaction by her of the debts which the allied governments owe. The industries of the United States would suffer not so much by this competition of cheap goods from the Allies in their endeavors to pay their debts as in the inability of the Allies to purchase from America their usual proportion of her exports. The Allies would have to find the money to pay America not so much by selling more as by buying less."

Mr. Keynes proposes that the sum to be exacted from Germany shall be reduced from one hundred and thirty-eight billion gold marks to thirty-six billion gold marks, the latter estimate to be divided as follows: to France, eighteen, to Great Britain, eleven, to Belgium, three, to Italy, one, to the United States, two, and to all the others, one. He suggests further that Great Britain and all other beneficiaries except France and Belgium waive claims to the sums due to them on condition that Great Britain cancel her loans to European countries. Germany would then owe France eighteen billion and Belgium three billion gold marks and a further special billion to be used for Austria and Poland. These sums Germany would discharge over a period of thirty years by payments annually to France of one thousand and eighty million gold marks. Three hundred million should be placed at the disposal of Austria in terms of credit for over a period of five years and seven hundred billion should be assigned to Poland for the re-organization of her currency.

The proposal for the cancellation of inter-allied indebtedness is in brief that the United States and Great Britain should cancel all loans made to continental European coun-

tries. He does not at present suggest the cancellation of the debt of Great Britain to the United States. If the debt is paid, however, it can only be done in two ways—in goods and in gold—and the United States has little demand for either at the present time.

—T. M. K.

*Standard Specification for Steel Railway Bridges.* Ottawa, April, 1922, the Canadian Engineering Standards Association. Price 25 cents.

This is a new and considerably altered edition of the specification issued by the C.E.S.A., in 1920. The sections dealing with movable bridges have been withdrawn as a separate specification for movable bridges is in preparation; a number of clauses have been rearranged, revised or expanded; and a section has been added regarding erection. The requirements and recommendations as to paint and painting have been stated more fully and a diagram has been added showing the various standard types of spans.

*The Lightning Rod Act.* Toronto, 1922, Clarkson W. James, King's Printer.

This is a booklet containing the rules and regulations for the sale and installation of lightning rods in the Province of Ontario, as laid down by the act which came into force on January 2nd, 1922. The standards adopted for equipment and methods of installation are given together with a number of diagrams, showing typical installations on various forms of buildings.

*Proceedings, Ninth Annual Meeting, Canadian Pulp and Paper Association, Montreal, January 25 to 27, 1922.*

The usual report issued following the annual meeting of the Association and containing verbatim reports of the discussions, addresses and luncheon and dinner speeches, together with list of officers and committees, reports of sections and by-laws, etc.



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# Industrial Canada

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## Editorial Comment

### **The 1922 Annual Meeting.**

**W**E give in this number of INDUSTRIAL CANADA a fairly complete report of the proceedings at the 51st annual general meeting of the Association, which took place last month at St. Andrews-by-the-Sea. The arrangement of the report differs somewhat from the style followed in previous years. Instead of running each item of the programme consecutively, and placing the reports of the standing committees in their order in the proceedings, the latter have been collected and published together at the end of the general report. This plan was adopted to facilitate the production of the Convention Number, in that it permitted a more expeditious handling of the material. As it stands, readers can readily look up the various reports by consulting the page references in the main report.

The convention, judged by past standards, was a success. There was a good attendance, considering the distance of St. Andrews from the big centres of industry. The meetings were interesting, and the discussions varied. Programmes were carried out on time and without much variation from the original plan. Entertainment features were exceptionally pleasant, covering a wide range of activity and interest. Best of all, the Association was found to be in sound, prosperous and progressive shape, with membership steadily expanding, revenues in excess of expenditure, and all departments functioning satisfactorily. Frequent commendation of the work that was being done by the staff was voiced by members participating in the debates.

If the 51st annual meeting was characterized by any special feature, it might be claimed that export trade, and particularly trade with the British West Indies, was the outstanding subject of discussion. The best part of a session was devoted to this theme,

and it bulked largely in the proceedings of another session. There seemed to be a real determination on the part of many members to give careful study to export trade and to see what they could do to extend Canada's trade across the seas.

Reports of standing committees went through without much debate. They were attentively followed, as read, and each committee in turn was complimented on the extent of its activities and the valuable nature of its work. A pleasing feature, following the presentation of the report of the Industrial Relations Committee, was the passing of a vote of thanks to S. R. Parsons, Chairman of the Committee, including an expression of confidence in the stand he had taken at Washington, Geneva and elsewhere on behalf of Canadian employers.

There was the usual sheaf of resolutions from the Resolutions Committee, these forming the basis for the Association's policy during the coming year, on the questions of the day affecting the business interests of the country. Members should make it a point to study these resolutions carefully, as they embody the best thought of the Association on these matters.

### **The Late Edward Parnell.**

**I**N the death of Edward Parnell, of Winnipeg, the Canadian Manufacturers' Association has lost one of its most valued supporters. As a member of the Executive Committee of the Winnipeg Branch, as Chairman in 1918-19 of the Prairie Division, and as a member of the Executive Council of the whole Association, his tenure of office was not a mere matter of form. He had a strong sense of the responsibility attaching to all such positions, and gave loyal and devoted service to the organization throughout his entire connection with it.

Mr. Parnell was a fine example of the manufacturer in public life. He was prevailed upon in the fall of 1920, when Winnipeg needed a wise and able chief



executive, to offer himself as candidate for mayor in the civic elections. He won the contest by a large majority, and during the following year devoted himself heart and soul to the work of the office. Last November he was re-elected by acclamation for a second term. So zealously did he discharge the multifarious duties of his position, that his health broke down and his recent death is directly attributed to the sacrifices he made in this connection. The widespread regret expressed at his loss, among all classes of the community, demonstrates the high esteem in which he was held as a man, and offers proof, if such be needed, that genuine, disinterested public service has its reward.

### Our Industry Expanding.

**I**N its monthly letter for July, the Canadian Bank of Commerce makes some interesting deductions from a study of Canada's trade figures for the past few years. Comparing import and export figures for 1920, 1921 and 1922 with those for 1914, it comes to the conclusion that Canada is now manufacturing for herself a much larger proportion of the finished articles consumed in the country than she did before the war. This is particularly true of textiles. In cotton fabrics it is found that the imported yardage of 1922 represented only 53 per cent. of that of 1914, whereas the weight of raw cotton imported represented 124 per cent. of that of 1914. That is to say, we are buying considerably more raw material than before the war, and are making it up into the finished article in Canadian plants; this in contrast with the heavier purchases of the finished product in 1914.

The same is true of woollen textiles. It is found that the volume of woollen yarns imported in 1922 was only 46 per cent. of that of 1914, and of woollen fabrics, 90 per cent., while the weight of raw material was 75 per cent. greater.

On the side of exports, the same results in reverse occur. Exports of raw materials are less, and of finished products greater. Thus we are shipping smaller quantities of raw wool and iron ore, but larger quantities of refined sugar, cotton fabrics and motor cars.

There is matter for genuine satisfaction in this showing, as it indicates a real development in the manufacturing ability and facilities of the Dominion, and the Canadian Bank of Commerce has done good service in investigating the trade returns and ascertaining these results.

### Produced in Canada.

**O**NCE again the exhibition and fall fair season approaches and the Association has decided on another effort to popularize the Produced-in-Canada idea in the public mind. Last year, it will be re-

called, cards were prepared and distributed among exhibitors, directing the attention of visitors to the exhibitions to the desirability of buying goods produced in Canada, in order to provide employment for their fellow-Canadians. We are confident that this appeal met with a solid response and that the comparatively favorable condition of employment in this country during the past winter was due in no small degree to the campaign in favor of Canadian goods, which kept more money at home and thus increased employment.

Another effort will now be made to keep the campaign prominently before the people at this year's shows, and new cards for the purpose are being prepared. Perhaps there no longer exists the same necessity for urging the buying of goods to provide for unemployment. Fortunately the unemployment situation has been to a considerable extent relieved. At the same time, we must guard against a return to that indiscriminate and often thoughtless buying of imported goods, which, if increased, may throw many Canadian artisans out of work.

Our manufacturers will be asked to display the Produced-in-Canada cards on their exhibits and to co-operate in having the cards widely displayed at all the exhibitions and fairs in which they are participating. Their assistance in this direction will be appreciated.

### Government Contracts in Norway.

**A** SUGGESTION for Canadian governmental authorities may be found in the revised regulations affecting tenders for the delivery of goods to the state recommended to the Norwegian Ministry of Public Works by a committee appointed for the purpose. The object in view was to secure greater consideration for the products of Norwegian industry. The recommendations were to the following effect,—

"Invitations to tender should under present conditions usually be confined to Norwegian factories, even if it is evident that the goods can be procured more cheaply from abroad.

"Administrative authorities should be instructed to see to it that invitations to tender are issued so far as possible with sufficient notice to enable home industry to accept the period granted for delivery.

"The fact that the articles are produced by several home manufacturers should not in itself be sufficient reason for failing to invite general competition.

"The above rules are only to be applied when, in the judgment of the competent administrative authority, the protection so afforded is not disproportionate to the value of the work which is executed in Norway, in the production of the goods, as compared with such portion of the work as is executed abroad. It must, therefore, be required that tenders shall indicate to what extent foreign raw materials and semi-manufactures are employed in the production of the goods in Norway.



"If foreign offers have been procured no foreign tender must be accepted before the matter has been submitted to the decision of the competent Department, which must then be given such further information as is necessary to judge of the character of the foreign offers as compared with Norwegian offers.

"Invitations to tender must contain the reservation that in placing the order consideration will be given to the extent to which it is to be assumed that Norwegian raw materials and semi-manufactures will be employed."

We believe that Canadian authorities,—federal, provincial and municipal,—are pretty well seized with the importance of giving a preference to Made-in-Canada products, but it might not be amiss to adopt some such definite regulations as those recommended in Norway.

### The Movement of Grain.

A COMPLAINT frequently voiced by maritime members during the course of the Convention, related to the shipping of goods through maritime ports. It was contended that these ports were not being used to the extent they should be in the handling of Canadian products, and that the latter were constantly being diverted to American ports.

A committee of the Dominion Senate, appointed last year to examine into this complaint, particularly as it related to the shipment of wheat from the Prairie Provinces, made a report last month, which indicated that the movement through American ports was a reality and made several recommendations as to how it might be changed to the advantage of Canadian ports.

It was shown, for example, that, during the six years from 1912 to 1918, 1,096,651,330 bushels of grain had been shipped from Fort William by water; that of this total, 518,762,749 bushels had gone to Buffalo, and that of the balance, consigned to Canadian lake ports, probably two-thirds were for the use of Canadian flour mills and for seed grain in Eastern Canada. The shipments to Buffalo, on the other hand, were almost entirely for export, demonstrating that far more grain was exported through American ports than through Canadian ports.

Reasons given for this movement through American ports were (a) the attraction of better distribution centres, such as New York, which always had abundant ocean tonnage for all parts of the world; (b) the abundance of elevator storage at Fort William and Buffalo; (c) the cheapness of lake and rail transportation via Buffalo to New York; (d) the cheaper marine insurance from New York and other American ports.

Recommendations made by the Senate Committee were that the Government be advised to cause rates to be granted upon export grain over the Canadian

National Railways to Canadian ports, such as would develop trade through these ports and as a corollary to provide necessary elevator accommodation; further, to arrange with the marine underwriters or others in such a way that marine insurance rates from Canadian seaports be as cheap as from United States seaports.

### The Up-turn in the United States.

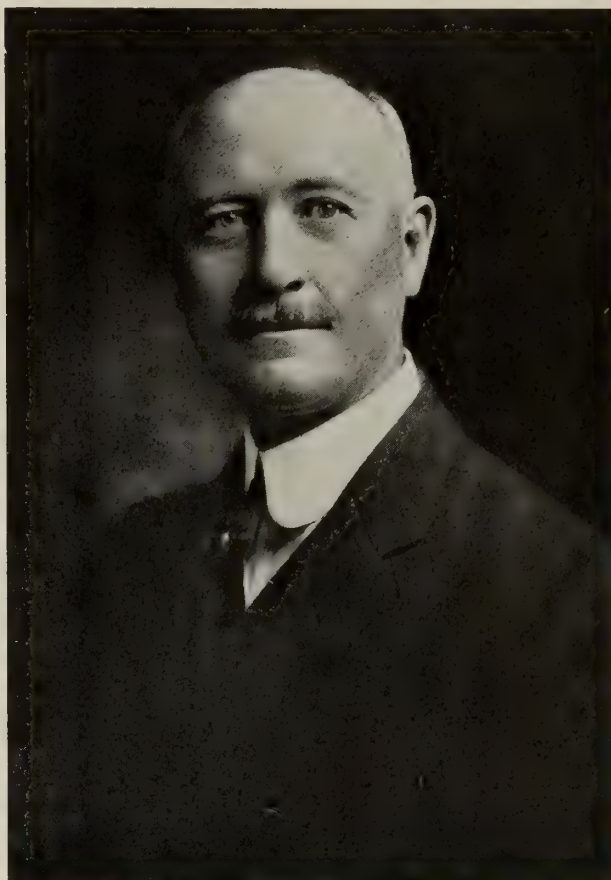
ACCORDING to the National Bank of Commerce in New York, which makes a special monthly study of business conditions in the United States, industrial stability across the line was more nearly attained during June than at any time since the beginning of the war.

Reviewing the various trades, the Bank states that iron and steel output for May showed gains and the unfilled orders of the United States Steel Corporation—an excellent barometer—had increased. Automobile production was establishing new high records and the rubber manufacturing industry was sharing in the activity of the automobile industry. In the shoe industry there was evidence of a slowly improving demand which was being felt not only in the middle west but in New England, where before the industry had been specially depressed. Woollen industry was operating nearly at capacity. Cotton textile industry was active in the South, but strike conditions were hampering it in New England. The cement, lumber and brick industries had been meeting with some difficulty in satisfying demand because of the large volume of building and construction under way throughout the country. The distribution of agricultural implements continued to be fairly active.

The money situation in the United States is reported to be increasingly favorable, money rates being now fairly comparable with the periods prior to 1914, when business was proceeding in orderly fashion. The lack of an elastic currency, which formerly caused a sharp seasonal movement in rates, has been eliminated by the Federal Reserve system. Bank deposits are increasing, commercial loans are at a low figure, and the reserve facilities of the Federal Reserve system are so ample as to be practically unlimited in relation to any business situation that can arise from ordinary causes.

These developments in the United States should prove encouraging news to Canadians. It may be recalled that the business depression began in the United States sooner than it did in Canada. It is reasonable to assume that the smaller country will also follow the larger country in the matter of trade revival. As was predicted by writers in the January issue of *INDUSTRIAL CANADA*, the fall should witness a decided improvement in business conditions throughout the Dominion.





**John R. Shaw**

**The New President of the Canadian Manufacturers Association**

**M**R. SHAW is Vice-President and General Manager of Canada Furniture Manufacturers, Limited, with factories at Woodstock, Waterloo, Walkerton, Wingham, Seaforth and Kitchener. He is also president and general manager of the Canadian Linderman Company, Limited, and the Canadian Austin Machinery Company, Limited, Woodstock; a director of the following companies: Hastings Furniture Company, Vancouver, B.C.; Macey-Abell Company, Victoria, B.C.; Overland House Furnishing Company, Winnipeg, Man.; Canada Spool and Bobbin Company, Limited, Walkerton, Ont.; Oxford Cobalt Silver Mining Company, Cobalt, Ont.; Toledo Bridge and Crane Company, Toledo, Ohio; British National Assurance Company, Toronto, Ont.; and vice-president of the Austin Machinery Corporation, Chicago, New York and Muskegon, Mich., and the Linderman Steel and Machine Company, Muskegon, Mich.

Mr. Shaw was born in Bruce County, Ontario, and was educated at Walkerton High School, University of Toronto and Osgoode Hall. He practised law in Walkerton in partnership with his father, the late Alexander Shaw, K.C., for some years, and then continued the practice of his profession in Toronto as a member of the firm of Smellie and Shaw.

Becoming interested in manufacturing through his connection as solicitor for the Furniture Manufacturers' Association, he organized Canada Furniture Manufacturers, Limited, the head office of which was in Toronto until 1910, when it was transferred to Woodstock, Ontario, where he has since resided.

Mr. Shaw is the president of the Children's Aid Societies of Oxford County and Woodstock City, and vice-president of the Associated Children's Aid Societies of Ontario, and is on the Board of Trustees of the Woodstock General Hospital. He is a member of the following Clubs: National, Albany, Toronto; Toledo, Toledo; Canadian, New York; Oxford Golf and County, Woodstock. He was honorary secretary of the Oxford County Patriotic Association during the War.

He has been prominent for many years in Association affairs, serving for some time as chairman of the Legislation and Tariff Committees. Later, he became chairman of the Ontario Division. For many years he has been a member of the Executive Council. He is a man of high attainments, is a bright and witty speaker, a good mixer and an enthusiast in any work to which he puts his hand.

When asked recently what were the principal events in his life, Mr. Shaw replied, "Being born and getting married."





The Algonquin Hotel, Headquarters of the 1922 Convention

# Proceedings of the Fifty-First Annual General Meeting of the Canadian Manufacturers Association

Held at St. Andrews, N.B., June 20, 21, 22 and 23, 1922

**I**N several respects the 1922 Annual General Meeting of the Canadian Manufacturers Association, which opened at St. Andrews, N.B., on June 20th, possessed features unique in the annals of the organization. It was the first convention to be held in the surroundings of a holiday resort, away from the noise and congestion of a large city. It was also the first convention to extend its proceedings over four days, an arrangement devised in order to give visiting members an opportunity to indulge in the amusements for which St. Andrews is noted. Finally, it was the first convention to devote practically an entire session to a consideration of export trade and its peculiar problems. Trade with the British West Indies was a theme particularly prominent at the meeting, due to the recent visit of the C.M.A. party to the Islands, and the presentation of an exhaustive report on the results of the trip.

Business sessions were held in the Casino, a building admirably adapted for the purpose and situated at a short distance from the hotel. Here the acoustics and ventilation were excellent and quietness prevailed. Whatever influences were at work, the convention was more prolific in discussions than usual, and several interesting debates took place on matters suggested by or arising from the reports.

The attendance, while it lacked representation from the two western divisions, was quite satisfactory. The Ontario contingent, headed by Col. A. F. Hatch, chairman of Ontario Division, and the Quebec delegation, led by the Quebec Division chairman, F. W. Stewart, were of good proportions. The Maritime Division membership were present in force, with the new chairman of the Division, J. E. McLurg, in

charge. A complete list of those who registered will be found on page 175.

## Addresses of Welcome

The proceedings opened with the usual formalities at 10 a.m. on Tuesday, June 20th, with the president, W. S. Fisher, St. John, N.B., in the chair. Seated with him at the head table were John R. Shaw, Woodstock, Ont., first vice-president; C. Howard Smith, Montreal, second vice-president; J. E. Walsh, general manager, and J. T. registered will be found on page 175.

## Hon. Dr. Roberts

**H**ON. DR. W. F. ROBERTS, Minister of Health in the New Brunswick Government, expressed regret that the Premier of the Province was unable in person to be present to welcome members of the Association to the Province. He congratulated Mr. Fisher, a citizen of New Brunswick, on having been elected President of the organization and proceeded to direct the attention of his hearers to some facts about the Province in which they were meeting, declaring that for natural beauty and variety of resources it was unsurpassed by any in Canada.

Lumbering, agriculture and fishing were the chief industries, but they had also some very valuable deposits of lime, coal, gypsum, shale, oil, granite and clay, and from reports of recent researches they were satisfied that the surface had only yet been explored. Recently a progressive hydro-electric policy had been adopted, destined to give every section of the province power at or near cost, and already two centres in the southern and eastern sections had been developed.

Dr. Roberts then referred to the geographical position of New Brunswick, with its harbors open the year round,

and pointed out that goods manufactured within the province were nearer by from 500 to 2,500 miles to the seaboard, than those manufactured in other provinces, thus saving freight charges in shipment to export markets. He made a strong appeal for the use of Canadian ports in shipping Canadian goods and thought that the C.M.A., if it became interested in such a campaign, would be able to secure results that would win the everlasting gratitude of the people of New Brunswick and the Maritime Provinces.

"If Canada is eventually to occupy a foremost position among the nations of the world," he declared, "then she must have uniform development, both east and west; one section must be loyal to the other. Until we have done this, because of the peculiar geographical outline of the Dominion, narrow north and south but extremely wide east and west, we can never hope for the best along these lines."

Dr. Roberts urged the extension and development of terminal facilities, breakwaters, etc., at St. John and believed that the time had come for the central government to lend a helping hand. The people of New Brunswick had contributed since 1867 to the building of great national railways and canals and now for the sake of Canada as a whole, as well as for their own sakes, they would appreciate the individual support of every true Canadian.

## The Maritime Chairman

**J.** E. McLURG, Halifax Shipyards, Limited, Chairman of the Maritime Division, extended a welcome on behalf of the manufacturers of the Maritime Provinces. After mentioning that he had been born, brought up and educated in Ontario, and had worked there, he felt that he could say something about the



handicaps under which manufacturers and shippers in the Maritime Provinces were laboring. Previous to Confederation, trade of the provinces had been largely with New England. To provide markets in Upper Canada after Confederation, arbitrary freight rates were established over the Intercolonial Railway and these continued until 1918. When abolished, trade was good and no serious protest was made, but when business fell off, the loss of the arbitraries was severely felt. To-day shippers were very much discriminated against and relief was needed.

Mr. McLurg spoke eulogistically of the natural charms of the Maritime Provinces and hoped that the people from other parts of Canada would visit the East more than they had done in the past. He outlined the programme of entertainment that had been prepared.

#### Mayor of St. Andrews

A civic welcome from Dr. Worrell, mayor of St. Andrews, followed. He explained that while the town had one or two flourishing industries, it could not be called a manufacturing town, though there were three lines of manufacture that might advantageously be undertaken there. He referred to the manufacture of fishermen's nets, none of which were made in Canada at present, but were imported from the United States and Scotland; tile and other articles of pottery, for which the clay of the district was well adapted; and natural fertilizer from the rock weed and mussels which abounded in the neighborhood. There were other lines which might also be manufactured, such as various canned goods, fish and articles of wood, such as barrels and boxes.

#### The President's Address

The President, W. S. Fisher, having thanked the previous speakers for their words of welcome, proceeded to read the annual presidential address. (See page 143, for address in full.)

F. W. Stewart, Montreal, expressed the opinion that the address, which he regarded as the most informative that had ever been presented to the Association, should be printed in French and distributed among the members in the province of Quebec. Mr. Fisher replied that this would be done.

#### Treasurer's Report

Thomas Roden, Toronto, next presented the report of the Treasurer and briefly reviewed the various figures contained in the annual statement. (See page 146 for report.) He made special reference to the way in which the division and branch offices were being developed, as reflected by the amount of money spent on each. The Association was now making generous provision for upkeep of these offices so that members in all parts of the country could get quick service. Mr. Roden also pointed out that for the first year a surplus in revenue from membership fees was recorded, so that they were now in the happy position of living within their income.

On motion of Mr. Roden, seconded by T. P. Howard, Montreal, the report of the Treasurer was adopted.

The President then paid a tribute to the staff of the Association, stating that they were a most efficient body,

had done and were doing good service and deserved the hearty approval and support of the membership. As President, he appreciated very highly the work that these men had done.

#### Executive Committee

The report of the Executive Committee was read by John R. Shaw, Woodstock, First Vice-President. (For report in full, see page 147.) Mr. Shaw explained that usually this report was read by the General Manager, but they had departed from this custom this year, so that he might say how fully the members of the Association appreciated the work being done by Mr. Walsh and his staff. The motion to adopt the report was seconded by T. P. Howard, Montreal.

#### Telegram Received

At this juncture, the President read the following telegram from F. E. Burke, Chairman of British Columbia Division,—"British Columbia Division extends its best wishes for very successful and pleasant convention. Sincerely regret that distance has debarred large attendance from here."

The following message from J. P. Murray, Toronto, was also read,— "Best wishes for success of convention. Hope it beats the record. Have draft regulations on Industrial Research. Will be glad to aid on committee. Leaving to-night for Winnipeg."

#### Legislation Committee

In the absence of the chairman, J. C. MacFarlane, Toronto, the report of the Legislation Committee was presented by Hugh Macdonald, Legal Secretary, who gave an outline of its contents. (For full report see page 149.)

The motion to adopt the report was moved by W. H. Shapley, Toronto, who referred to the important work being done by the Committee and to the assistance rendered by the very competent young lawyers who were lending their services so liberally to its counsels. The motion was seconded by J. O. Thorn, Winnipeg. F. W. Stewart, Montreal, thought that a special vote of thanks should be extended to the legal members of the Committee, who were giving their services gratuitously to the Association.

H. J. Waddie, Hamilton, brought up the question of the taxation of stock dividends and expressed the opinion that the legislation put through on July 20, 1921, was about the most iniquitous thing ever perpetrated by the Government, making the taxation retroactive. In the United States it had been settled by the Supreme Court that stock dividends were not income; in England, the Privy Council had decided that they were not. It did not seem right that Canada should try to enforce such a law and he thought some action should be taken.

J. R. Shaw, Woodstock, stated that he knew of concerns that had started with very small capital and a good deal of borrowed money; the founders had drawn less money out of them for years than they had paid superintendents and head workmen, living close to the cushion and leaving every cent in the business. Finding eventually that the amount to credit of profit and loss was larger than the original capital, they had re-financed themselves by means of a stock dividend and now, after years of

slaving and saving, they were taxed on it. He considered it nothing less than an outrage. Canada was a young country and capital was needed in the business. Money might be made on paper, but it had to be put back into the business. He believed that the question of taxation was what the Association should pay most attention to during the next year.

L. W. Simms, St. John, spoke appreciatively of the work of the Legal Department and of the Association as a whole, voicing the opinion that neither in the United States nor in Great Britain did such a well-organized and efficient association of manufacturers exist. Commendatory remarks were also made by A. Monro Grier, K.C., Thomas Roden and W. C. Coulter.

#### Industrial Relations Committee

In the absence of S. R. Parsons, Chairman, the report of the Industrial Relations Committee was read by H. W. Macdonnell, secretary of the Industrial Relations Department. (For report in full see page 155.)

F. W. Stewart, Montreal, in discussing the report, thought that emphasis should be laid on co-operation. He urged every member of the Association to do all he possibly could to show employees that the manufacturers had their interests at heart. If this was done, he felt that it would go a long way towards eliminating the disturbances which occur from time to time in industry.

G. W. Coppley, Hamilton, referred to the services rendered by S. R. Parsons, particularly at Washington and Geneva, and said that he had made great sacrifices in the interests of the Association, which must be appreciated by the members. Mr. Coppley concluded by moving the following resolution,—

#### Appreciation of S. R. Parsons

"Whereas Mr. S. R. Parsons, ex-President of this Association, represented the employers of Canada by appointment of the Dominion Government at the International Labor Conference, Geneva, Switzerland, 1921, and

"Whereas the opinions expressed and votes registered by him on that occasion, and also at the first International Labor Conference, Washington, U.S. 1919, were in complete harmony with the defined policies of the Association, and,

"Whereas, while acting as President, Chairman of the Transportation and Industrial Relations Committees, member of the Executive Council, and on a special mission to London last year, he gave to the Association most valuable service, at considerable personal sacrifice,

"Therefore be it resolved that the Canadian Manufacturers Association in annual meeting assembled at St. Andrews, N.B., June 20th, 1922, records its full approval of the manner in which the employers of Canada were represented by Mr. Parsons, expresses its complete confidence in the manner in which he has discharged his duties as the representative of this Association on all occasions and gratefully tenders its thanks and appreciation to him, not only as manufacturers, for his unselfish and able efforts on our behalf, but also as citizens, for his



national services in the public interest."

The resolution was seconded by F. W. Stewart, Montreal, who declared that not only those present but every member of the Association throughout the country would approve of it in the heartiest manner.

T. P. Howard, Montreal, as the only past president, said that he would not like to let the resolution go past without a word of appreciation of Mr. Parsons. He believed that he had as keen a knowledge as anybody of the work Mr. Parsons had done. He was with him at Ottawa at the labor conference there and no one had worked harder. He thought every move made by Mr. Parsons had been fully justified.

Howard Smith, Montreal, suggested that the resolution be engraved and presented to Mr. Parsons.

After further words of appreciation from W. H. Shapley, Toronto, the resolution was put and carried by a standing vote, coupled with applause.

#### Mr. Williams' Services

L. W. Simms, St. John, referring to the mention of "co-operation in industry" and "works councils" in the Industrial Relations report, thought that the great difficulty in the way of progress was inertia on the part of both employers and employees. He thought the manufacturers had an opportunity in securing the advice and assistance of S. J. Williams, who had made such a success of co-operation in his own industry and said he would like to see some steps taken to have Mr. Williams visit various centres and try to arouse interest among manufacturers.

J. E. Walsh, Toronto, explained that Mr. Williams had been made a member of the Industrial Relations Committee and that there was a special committee appointed to co-operate with him in the carrying on of the service which he had offered. Several meetings had been held in Toronto and it was hoped that Mr. Williams would be able to visit the various divisions during the year.

#### Insurance Committee Report

Resuming business on Wednesday morning, June 21, the President called on J. T. Stirrett, General Secretary, to read the report of the Insurance Committee. (See page 157 for report in full). There being no discussion, the report was immediately adopted.

#### Membership Committee

The report of the membership Committee was next read by the chairman of the Committee, P. E. Joubert, Montreal. (For report see page 159). Commenting on the report, Mr. Joubert said that owing to dullness of trade and increase in fees, the work of the Committee had been somewhat harder. He felt that it was most important that an effort should be made to hold the present membership and bring in all outside manufacturers.

At the conclusion of the morning session on Tuesday, June 20, a panoramic photograph of the convention party, including the ladies, was taken in front of the hotel by D. S. Reid, Reid Studio, St. John.

## Export Trade at Second Session

### Report of Commercial Intelligence Committee, Basis for Interesting Discussion

THE greater part of the second business session of the convention was taken up by a discussion of various matters relating to export trade. This resulted from the reading of the report of the Commercial Intelligence Committee by Alex. Marshall, manager of the department. (For full report see page 160).

H. J. Waddie, Hamilton, who seconded the adoption of the report, said that one of the great difficulties in developing export trade was the question of transportation rates. Freight rates by rail to the seaboard were almost prohibitive. What made them so high was the fact that the railways insisted on having carload minimum rates. In developing export trade in his line, comparatively small orders were usual at first and these had to pay practically a double rate. He instanced shipments to Japan. On an 80,000 pound carload minimum, a rate of 60 cents could be obtained, so that 80,000 pounds could be moved for \$480. On 40,000 pounds, however, the rate was \$1.50, which gave the railways \$600. The additional rate of 90 cents absolutely killed the Japanese business. He urged that action should be taken to secure from the railways a lighter rate on less than carload shipments for export so that Canadian goods might be introduced into the foreign markets.

#### Marking of Goods

Thomas Roden, Toronto, introduced the subject of marking goods as being "Made in Canada." He felt that not very many members realized the value and importance of supplementing the work of the "Made in Canada" campaign by marking their goods in such a way as to indicate that they were made in Canada. He thought that they should consider having some distinctive mark that would go on every article and that could not be disregarded by merchants who were trying to sell goods not made in Canada. The value of names was apparent by reference to England where industries had been developed to a very high order and he instanced the case of a child showing a penknife and stating with pride that it was made in Sheffield. He also thought that the name of the place of production should appear on Canadian goods as well as the "Made in Canada" mark.

T. L. Moffat, Weston, said that he had been trying to find out why it was that our railways were not being used to capacity, why we were not using the harbors and why men were not employed. In the stove industry, they could supply 50 per cent. more stoves than at present and yet they were sitting down and not doing very much. He thought the trouble was they were getting into a rut. Transportation had a good deal to do with hamper-

ing export trade and also labor costs but that was not all. Manufacturers had to make the right article and make it at the right price, if they wanted to compete. He instanced his own experience in making cooking stoves for South Africa and Japan, explaining that the Hottentots required a stove where they could see the fire burning and the Japs one that would stand the shock of earthquakes. It required specialization along these lines to get the business and he added that, if manufacturers made the right article at the right price, the market would come to them and they did not need to go for it.

#### Feature "Canada"

Norman Holland, Montreal, said that he was going to take up with his sales manager the question of a new label and he was going to see that in future all advertising matter carried either a little beaver or the word "Canada." He felt that the Association, as an Association, might get all manufacturers to do the same thing.

Howard Smith, Montreal, referred to the adoption two years ago by the Canadian Pulp and Paper Association of a universal trade mark for all pulp and paper products made in Canada. A competition was held and a prize given for the best design. He did not see why the C. M. A. should not do something of the same kind.

A. D. Ganong, St. Stephen, pointed out that there was a serious objection to the beaver. As manufacturers of food products they had once or twice attempted to use it, but it had been mistaken at times, by people who did not know, for a rat.

#### Must Organize Specially

H. D. Diplock, Montreal, said it had been matter of surprise that Canada had been able to retain as much export trade as she had done during the past few years. As manufacturers of steel products (Steel Co. of Canada) they had found that, in order to do export business with any degree of comfort or intelligence, it had to be organized very thoroughly because it was an entirely different business from domestic business. His company had made a practice of listing its various export customers and card indexing the quantities and values of products bought. This gave a graphic exhibition of repeat orders received. One of the most discouraging features of export business was the failure to secure repeats. A method of remedying this was the appointment of export representatives in different markets. As against dealing through export houses, either at home or in New York or London, they had found that they



had been able not only to dispose of goods more promptly through representatives but to get a fairer representation of actual market values of the goods. In their experience they had also found it profitable to make sales C.I.F. rather than F.A.S. steamer. By selling C.I.F., they not only controlled the delivery price of the goods but also got any advantage that was to be obtained by negotiating with steamship companies.

R. P. Sparks, Ottawa, said the experience of British traders was that something easily understood by those who could not read or write was more valuable than even the words "Made in Britain." For instance, in selling stoves to the Hottentots, the word "Canada" might not leave much of an impression but a picture of a tree or a lion would be much more impressive. He felt that there should be a special study of the question.

### Salesmanship Needed

H. V. Andrews, Toronto, speaking on behalf of the woollen manufacturers of Canada, said that during the war period the Canadian Woollen Manufacturers' Association had done really wonderful work and that since the war period, they had for at least 15 months kept the woollen industry of Canada operating on full time. A very large order had been secured from one of the European governments and all arrangements for financing it had been made in England but the arrangement had fallen through because British Treasury had objected. The Woollen Manufacturers' Association had secured their export business through direct salesmanship. His own experience was that Canadian manufacturers and exporters believed the difficulties in connection with export trade were more serious than was actually the case and he was convinced that the export of manufactured goods from Canada could be increased tremendously and quickly through applied salesmanship. Mr. Andrews then instanced a trip he had made to Peru and the success he had had in selling goods about which he knew very little. He commended doing business in smaller countries such as Peru and emphasized the necessity of quick action in getting into the markets of South America. Questions of shipping and of currency and exchange quickly solved themselves. Language was more or less important and should be studied. He suggested that the work of developing export trade might be entrusted to the sons of manufacturers. In conclusion, he recommended small groups of manufacturers getting together and securing the services of first-class salesmen as being the best method to solve the problem.

H. D. Diplock, Montreal, added to his previous remarks the information that his company, in order to keep up the interest of representatives in export markets, made a practice of sending weekly or fortnightly cables either emending current quotations or asking for reports and

they had found that this stirring-up process paid for the cables.

F. W. Stewart, Montreal, pointed out that the words "Produced in Canada" were much broader and applied better than the words "Made in Canada." He approved of the idea of using some symbol in connection with them and referred to the fact that the Pulp and Paper Association in its design utilized the picture of a spruce tree.

F. A. Fisher, Sackville, stated that he had spent a large part of the winter of 1921 in different parts of South America and had found that a wonderful opportunity existed there at the present time for Canadian manufacturers. One difficulty that would have to be overcome was the ignorance that existed about Canada. The people were of Latin origin and were Latin in their instincts. They did not like the Americans and some thought Canada was part of the United States. Further, they did not know Canada was a manufacturing country. Canadian banks were highly regarded and respected and the Canadian commercial intelligence service was well run, so that both would be of great assistance to manufacturers.

### Workmen's Compensation

Angus McLean, Bathurst Lumber Co. Bathurst, N.B., introduced a resolution at the Wednesday morning session on the question of Workmen's Compensation. He said that as manufacturers, they had all been suffering more or less under the operation of the workmen's compensation boards. Quite recently legislation had been attempted in New Brunswick, which would practically have removed all right of an employer to have any standing whatever. During the three years in which the act had been in force, it had cost \$23.60 for operating expenses for every \$100 of compensation paid out.

The President ruled that the resolution would have to be referred to the Committee on Resolutions.

J. E. McLurg, Halifax, while approving the contention that beneficiaries should be contributors to the fund, did not agree with the general criticism of workmen's compensation acts. He contended that the Nova Scotia act was the best on the continent and referred particularly to the provision for an accident prevention association. In Nova Scotia, experience had proved that the insurance cost less than if placed through private companies and employers appreciated the act.

A. D. Ganong, St. Stephen, said that their experience with companies had not been good and in two cases they had had to threaten to sue in order to get compensation. He was opposed to having employees contribute. If wages were taken into consideration, payment to the Board might as well be made direct.

A. McCall, New Glasgow, thought the matter was a provincial one and was something for members in the individual

provinces to consider and not for the general Association.

J. R. Shaw, Woodstock, quoted Lord Askwith as authority for the principle that there should be no beneficiaries who were not contributors in any social legislation. He thought that the abandonment of this principle in Ontario lay at the root of all their troubles. If workmen contributed, there would not be the succession of applications for amendments, session after session, making the act more burdensome on industry. He did not agree that the question was entirely a provincial matter. Members in one province should not be handicapped by legislation which another province was exempt from. Further, the Association had been endeavoring to secure unification of laws. Mr. Shaw then told of the effect in Ontario of increased compensation and the longer waiting period, and asked why, if the act was so beneficent, the farmers did not apply it to their own industry.

### The Merchant Marine

At the Wednesday session, Col. Thomas Cantley, New Glasgow, a past president of the Association, brought forward two resolutions which were referred to the Resolution Committee. These had been introduced at the annual meeting of the Maritime Division on May 11 and read as follows:—

"Resolved, that in the opinion of the Maritime Division of the Canadian Manufacturers Association, it is at present fitting to advise the Minister of Railways that it will be to the general advantage of Canada to dispose of, at the best prices at present available, the freight vessels of the Canadian Government Merchant Marine between 3,300 and 5,500 tons capacity (29 in number).

"This by reason of the fact that steamers of these classes and sizes cannot successfully compete in the North Atlantic nor in any of the trade routes and must continue to be unprofitable property even should shipping conditions improve so that earning capacity would equal the pre-war days.

"Further resolved that the honorable the Minister of Railways be advised that it is in the interest of Canada and particularly the eastern provinces thereof that the government should acquire, as early as possible, three or preferably four modern steamers of approximately 5,000 tons deadweight fitted with accommodation for 300 to 350 passengers and also with refrigerator chilled space of 2,000 tons measurements and that these boats be employed to give a weekly West Indian service continually throughout the year with alternate departure and arrival at the ports of St. John and Halifax."

Since these resolutions had been adopted by the Division, explained Col. Cantley, the situation had changed slightly,





### Sectional Views of the Big Panoramic Photograph

Taken at St. Andrews, N.B., June 20, 1922

As this picture was secured at noon on the first day of the Convention, it does not contain a considerable number of the delegates who arrived later in the day. It is, however, fairly representative of those attending. Seated, from left to right—S. J. Williams, **Hon. Dr. Roberts**, Col. T. Cantley, T. P. Howard, J. R. Shaw, W. S. Fisher, C. Howard Smith, Thomas Roden, F. W. Stewart, Norman Holland and F. R. Whittall.

—Photo by D. S. Reid, The Reid Studio, St. John, N.B.



the Minister of Railways having announced in Parliament that the Board of Directors had recommended the sale of 27 vessels. For the first year, after charging interest at the rate of five per cent. on the value of the ships and charging four per cent depreciation, they made a slight profit. During the last two years, they made no profit and last year they made a loss in round figures of \$2,200,000, quite apart from the matter of interest or the cost of depreciation.

Col. Cantley held that, when a property was unprofitable, and could by no species of working be made profitable, the quicker it was got rid of the better. He was satisfied that the larger ships of 8,000 to 10,000 tons were good property for Canada even if they did not earn a dollar over and above interest of five per cent. on construction and a moderate amount for depreciation. They would contribute very greatly to the export trade of Canada, which was a vital consideration and he believed they could be operated to the general advantage of Canada.

The sale of 27 ships, not required, would finance the purchase of 4 ships

that were required. These might not pay at first, but he was confident that within ten years they would pay. They were needed in the cultivation of trade with the British West Indies and if Canada did not cultivate connection with the Islands, he predicted that the United States would eventually absorb them. He was not prepared to advocate the immediate incorporation of the West India Islands in the Dominion of Canada, but he hoped to live to see the day when this would be an accomplished fact. Meanwhile we should begin in a business-like way. Canadians should spend the winter in the Islands and not in California and Florida and in developing such tourist business, the proposed vessels would play a useful part. Then there was the fruit business to be developed by Canadian ports. In conclusion he urged that the whole West Indian question be given the most serious consideration.

Col. Cantley's resolutions were thereupon referred to the Resolutions Committee.

## Divisions Report at Third Session

### Work being Done in Five Divisions of Association Outlined by Chairmen

**A**T the morning session on Thursday, June 22, a series of reports were presented from the five Divisions of the Association, outlining the work that had been done during the previous year. The first report was that of Major E. G. Rogers, chairman of the Prairie Division, which was read by Major J. O. Thorn.

#### Prairie Division

The report stated that at the beginning of the year steps were taken to counteract the effect of the business depression by undertaking an extensive membership campaign. As a result applications were received from 110 new members, producing a net gain for the year of 62, which was regarded as a splendid record.

The report then proceeded to deal with legislative matters, explaining some of the difficulties that were being encountered through having to deal with three legislatures and, in the case of Manitoba, with a legislature in which no group had a majority. Reference was made in particular to income tax and insurance legislation.

On the subject of immigration, the report urged the Association to do all in its power to induce the Government to embark on a vigorous immigration policy. The chairman's personal opinion was that Canada should not look so closely at the country of origin of the settler, or gauge his fitness to enter the country by the amount of money in his possession

at the time of landing, but all settlers honestly willing to produce on the land should be welcomed.

A reference was also made to the progress of the Made-in-Canada campaign in Western Canada, which was stimulated by exhibitions in Winnipeg and other cities.

The visit of the preceding chairman, Gordon Fraser, to the seven branches of the Division west of Winnipeg had been of distinct value and had resulted in a greater use of the services of the Association by western members.

The report of the Prairie Division was accepted on motion of Major Thorn, seconded by Howard Smith.

#### British Columbia Division

The report of the British Columbia Division, which had been prepared by J. B. Thomson, retiring chairman of the Division, was read by the General Secretary, J. T. Stirrett. It covered a wide range of subjects.

Emphasis was laid on the urgent necessity for the construction of a dry dock at Vancouver. It was pointed out that Vancouver was the second port in Canada and the only one without a drydock. In 1921 foreign cargo received amounted to 1,554,562 tons, while outward cargo amounted to 585,326 tons. Customs receipts for 1921 were \$12,137,032. The nearest competing port, Seattle, had six drydocks. Total exports and imports through Seattle were \$80,000,000, while through Vancouver they were \$282,000,-

000. Were dry dock facilities located at Vancouver, Canadian labor and Canadian material would be employed in repairing ships which now drydocked in the Orient. Vancouver also needed improved grain handling and other port equipment, as 7,000,000 bushels of the 1921 crop had been shipped through this port.

The grain movement was divided about equally between shipments destined to the United Kingdom and to the Orient. Ocean freight rates were a large factor in case of the former movement, but they were not in the case of the Oriental market, and there was every reason to believe that the demand for Canadian grain and grain products in Oriental countries would show a decided increase in future years. This made it all the more necessary to develop the port of Vancouver.

Mr. Thomson urged that there should be more frequent visits to the Division on the part of members of the Head Office staff, going on to point out that the Vancouver office was doing and could do work for the benefit of eastern manufacturers. Prospective customers from the Orient were continually arriving and it was of advantage that they should be able to obtain reliable information on arrival. Figures were then quoted showing the origin of goods shipped through Vancouver and illustrating the possibilities for further shipments from Eastern Canada.

Some reference was then made to the question of unemployment, which Mr. Thomson stated was by no means as serious as it was made out to be and concluded with appreciations of members of the staff and best wishes for the success of the 51st annual convention.

#### Freight Rates Discussed

The reading of the B. C. Division report brought up a discussion of freight rates in relation to the shipment of goods between Eastern and Western Canada. Howard Smith stated that his company had found it necessary, owing to competition in freight rates, to treat British Columbia as an export country. From Great Britain, via Panama, the rate was something like 45 shillings a ton, while from Eastern Canada by rail it was \$37. A fault existed somewhere, which permitted goods to be shipped from Great Britain to Vancouver, cheaper than from Eastern Canada to Vancouver.

Mr. Shapley, Toronto, raised the question of shipping from Eastern Canada via Panama and asked what difficulties, if any, were in the way.

Howard Smith said that his Company had taken up this matter. There was, however, no line operating from Montreal to British Columbia, but there were boats sailing from New York. They had tried to get bonding privileges, but without success and he did not think such



privileges would be granted. Goods shipped by New York had to pay duty.

Mr. Walsh then gave an explanation of the situation, stating that the question had been a live one for some time. The Canadian Government Merchant Marine were prepared to put on a direct service as soon as there was anything like sufficient traffic in sight. Several vessels had loaded out of Vancouver with lumber for Eastern ports, but there had not been any substantial movement of traffic west-bound. So far as moving traffic through New York was concerned, this question came up actively in 1915. The U. S. Steel Co. ran a line of boats, known as the Maple Leaf Line, from New York to Vancouver and they took some outside freight. As they were British bottoms of British register, they came to Canada and brought pressure to bear to have a customs officer placed at New York. Representations were made to Ottawa which resulted in a substantial reduction in the all-rail rates and the necessity for an officer at New York disappeared. Mr. Walsh did not think the people of British Columbia were as anxious now as they had been for the establishment of a route through an American port. They wanted a direct Canadian service between Canadian ports and a reduction in freight rates.

#### Ontario Division

The report of the Ontario Division was then read by W. C. Coulter, Toronto, retiring chairman of the Division. It referred to the situation in Ontario with respect to legislation, the tendency in political thought towards class consciousness being particularly pronounced in this province. Ontario experiments in class government would be useful to the other industrial provinces as a clear indication of some things that should be avoided.

Membership work during the year had been gratifying; 207 new members were added, making a net gain of 32 and bringing the total up to 2,282. Branches now numbered seven, a new one having been formed in Galt. It had been found that these branches served a useful purpose.

The report dealt with the encouraging results which had attended the campaign to promote "Produced-in-Canada" at fairs and exhibitions; the progress of the safety movement in industry, following the reorganization of the Industrial Accident Prevention Association; the work of the Advisory Committee on Unemployment, etc. On motion of Mr. Coulter, seconded by T. P. Howard, the report was adopted, without discussion.

#### Maritime Division

L. W. Simms, St. John, retiring chairman of the Maritime Division, gave a verbal report on behalf of that Division. It was a matter of regret that the Division had experienced a net loss in members of 19. In this connection it was only fair to realize that Mr. Thompson,

secretary of the Division, had been seriously ill for two months and that for much of the rest of the time he had been engaged on business trips, which prevented the usual amount of membership work. They had in the Division over 100 good prospects who would be approached this year.

Mr. Simms felt that the Association could take credit to itself for starting those movements which had resulted in the appointment of fire marshals, in the development of hydro electric power, in the promotion of technical training and in the passing of workmen's compensation acts. The Division appreciated the assistance that had been rendered by the Association in connection with freight rates, particularly the appeal of the Maritime Provinces for the restoration of the differentials, which were cancelled in 1918.

The motion to adopt the report was seconded by J. E. McLurg, Halifax, who referred to the question of arbitrariness, instancing shipments of flour from Chatham, Ont., to the West Indies, via St. John and Halifax. The railway freight rate from Chatham to St. John and Halifax was 26½ cents, carload lots. On molasses, however, which made part of the return cargo from the West Indies, the rate from St. John or Halifax to Chatham was 44 cents. Export freight rate on flour from Chatham to Montreal was 24½ cents, so that rail-

ways only got 2 cents for carrying flour from Montreal to St. John or Halifax.

#### Quebec Division

A short report from the Quebec Division was presented by F. W. Stewart, Montreal, the new chairman of the Division. This traced the movement for a change in the workmen's compensation act, to which reference was made in the report of the Legislation Committee and paid a tribute to the fair-minded way in which the Government of the province of Quebec dealt with representations made by the Association.

Mr. Stewart then went on to say that, while merchants generally were fairly well convinced that prices as applied to merchandise were now on a normal basis, the consumer still had the idea that manufacturers and retailers were taking advantage of the situation to get as long prices as they possibly could. He thought that some steps should be taken to disprove this belief. Erroneous statements were constantly being made, even in Parliament, and they were often not contradicted and gave a very wrong impression. He suggested the appointment of a special committee to consider the matter. Mr. Stewart concluded with some words of appreciation of the staff, both at Montreal and at head office.

The motion to adopt the report was seconded by P. E. Joubert, vice-chairman of the Division.

## Trade with British West Indies

### Question Occupies Considerable Time at Third Session of the Convention

**F**OLLOWING the reading and adoption of reports from the divisional chairmen, the president called on W. H. Shapley, Toronto, to present the special report of the delegation, which visited the British West Indies, British Guiana and Bermuda, Feb. 16, to April 12, 1922. After a few preliminary remarks, Mr. Shapley read the report in full. (See page 162.)

T. Geddes Grant, Port-of-Spain, Trinidad, then addressed the meeting on the development of export trade with the West Indies.

#### Mr. Shapley's Plea

Resuming, Mr. Shapley, after referring in glowing terms to the kind reception which the British West Indian party had received at the hands of Mr. Grant, and his family, and on every hand, and after calling attention to what Col. Cantley had stated was the situation as he saw it in connection with the British West Indies, said:—"It seems to me that the position that exists at the present time is this, that on the one hand we have an opportunity and that opportunity is that we as Canadians and

manufacturers and business men have an opening for doing a large business in the West Indies. In order to do that business, we must exert ourselves in every possible way. We must not forget that the United States are looking after it for all they are worth. At the present time I think they are getting fully one-half of the whole of the business with the British West Indies. That is certainly a bad condition of affairs and I think as British citizens it is one we are not very proud of. On the other hand I think we have a very serious responsibility. The British West Indies are closer to Canada than to any other part of the British Empire, and I am sure, as British citizens, we should not like it very much if, through our neglect and not taking advantage of the opportunity we have there, these Islands should drift away from us. As British subjects, I think we should do everything we can to increase the trade, and instead of allowing it to go through the United States, do everything in our power to have the trade come direct to Canada.

"While we did enjoy ourselves there very much in all of the different places we stopped at, and while we can never



forget their most generous hospitality, we must not overlook the fact that they are looking to us to do something that will be of benefit to them.

"The Jamaican people certainly outdid themselves in entertaining us. They were very ready to meet with us in the Board of Trade building, where we met a large number of their business men quite capable of looking after their side of the question. I can assure you they put it up to us that morning we were there in the very strongest way, and Col. Hatch, I think, had his hands full in replying to the speeches that were made covering certain conditions they thought ought to be improved. In nearly all of the Islands, they were ready to tell us of conditions that they did not think satisfactory, and one of the principal things in their mind is, that while we are expecting them to take a very large quantity of goods from us, apparently we do not seem to be ready to take as much from them as we should be taking. It was quite difficult for us in a number of cases to present any argument to them that would be satisfactory. I remember in Trinidad we had a meeting with the Governor. He wanted to talk over the situation. He brought out his figures and showed us we were taking a very, very small portion of goods from Trinidad, and yet we were exporting to Trinidad a large quantity. He didn't like it at all; he didn't think it was a fair proposition. Fortunately we were able to show him that the quantity of goods we were taking from them had very much increased during the last year. That satisfied him to some extent.

#### Must Buy More Goods

"The situation is this. If we expect to increase our trade and to continue the pleasant relationships that exist at the present time we must endeavor to make some arrangement whereby we can take more goods from them.

"Now, Mr. Walsh has been collecting some information regarding one item that perhaps will give us a pretty good idea of the situation and will illustrate to a large extent the point we have in mind. That is the matter of bananas. Bananas, at the present time, are a large item in our food supplies. The figures that Mr. Walsh has been able to get, show that our consumption within the last year was 2,159,860 bunches. Pretty nearly all of these have been imported through the United States. A large portion of them are the product of the British West Indies. Now what is the reason we should continue to buy bananas that are produced in a British country, through the United States. This 2,159,000 bunches of bananas would give us some 7,000 carloads of business, which would be given to our railroads, (which I think would be very acceptable at the present time), besides giving business

to our merchant marine. That is only one item. My idea is something should be done by this Association in order to overcome this situation. Some machinery should be started and set in motion to remedy it. There are a number of other articles in addition to bananas, such as oranges, limes, grapefruit, cocoa, etc., that could be added, but this item of bananas alone would give us 7,000 carloads. What would that mean to our Canadian railways? Now, at the same time I understand that we are importing \$9,000,000 worth of oranges every year. What is to prevent us, and why shouldn't we give some consideration to this matter in order that something might be started, so that we might overcome this condition of affairs?

"I feel confident that if we put forth a sufficient effort we can render a valuable service to the Dominion of Canada, by getting business (so badly needed) for our railways and merchant marine; supplying our people with their tropical fruits at a less cost, by getting them direct from the British West Indies, where they are produced; increasing our exports to those islands; keeping the trade within the Empire and thus strengthening the ties that bind the different parts of the Empire together.

"I don't think it is advisable for us to jump at conclusions at all; I think it is advisable for us to make a careful survey of the whole situation and find out what is best to do. Col. Cantley made the suggestion that the government should sell certain of the merchant marine and use the money in buying some new vessels to put on that route down there. I don't know whether that is just the right thing to do or not; probably it is. After we get the necessary information, it will be in order for us to make whatever suggestions we think should be made to the government in order to improve the situation."

Mr. Shapley then presented a resolution with reference to appointing a sub-committee of the Commercial Intelligence Department to give special attention to the subject of trade relations between Canada and the British West Indies, and moved its adoption, which was seconded by Mr. H. J. Waddie. (The motion was referred to the Resolutions Committee).

#### General Bertram

General Sir Alexander Bertram, Montreal, who was a member of the party visiting the West Indies, was called upon to contribute some comments on the trip. He gave an outline of the journey and told how he, together with Colonel Leonard and Colonel Hatch, had stayed over in Jamaica. This had enabled them to obtain a very thorough knowledge of the Island. He referred particularly to a visit to the Technical School, where he addressed some 400 young men on

"Canada." He said he would like to see the Association do something towards helping the Technical School. They were doing splendid work with but poor equipment and he felt that the Association could do something to advertise Canada, by helping the Jamaicans out.

#### An Intensive Study

Colonel Arthur F. Hatch, Hamilton, also dealt with the visit to Jamaica. Their feeling was that it would be desirable to make an intensive study of the most important island. Meetings were held every morning at the Jamaican Institute with men who came from every part of the Island. Some men came as far as 150 miles, to see what they could do to build up trade with Canada. As one result of their efforts the Parliament of Jamaica gave Canada a preference of 33½ per cent., instead of the 25 per cent. that had been proposed previously.

Col. Hatch then went on to tell something about the powerful organization of the United Fruit Co., which owns all the docks, all the warehouses and all the plantations of any importance in Jamaica.

He also pointed out that too much must not be expected in the way of trade with Jamaica, as the wants of the people there were few and easily satisfied. So far as the sale of West Indian products in Canada was concerned, he thought they should send representatives direct to Canada. It was up to them to create a market here as it was for Canadians to create a market there.

A. R. Ganong, St. Stephen, who made a trip to the West Indies in advance of the C. M. A. party, went down as a buyer, rather than a seller. He found that the greatest problem in the sugar industry was with reference to the use of the Dutch standard in Canada and he thought that action should be taken to have it removed, Canada being the only country in the world which stuck to it still.

Mr. Ganong then referred to the buying of cocoa and of cocoa-nuts and thought that Canada could take a great deal more of both products. It would be necessary to make a study of these products, as misunderstandings existed. As for sugar, he believed that Canada could use practically the whole output of the Islands. He also spoke of the quality and cheapness of the fruit produced on the Islands and said it was a shame that, when the people had no market for their fruit, we in Canada were paying high prices for American fruit.

The President stated that the difficulty with regard to the Dutch standard had been remedied, as was to be learned from the report, and that grievance had been removed.

Mr. Shapley read a second resolution in which the Association voiced its thanks to the people of the British West Indies and expressed its appreciation of the many kindnesses extended during the visit of the delegation to the Islands.





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### Some 1922 Convention Snapshots

(1). Members who attended the convention will retain pleasant memories of this building—the Casino. Here the business sessions were held in the mornings and the evening entertainments took place under ideal conditions.

(2). This is Major J. O. Thorn, of Winnipeg and Toronto, who was spokesman for the Prairie Division throughout the proceedings.

(3). Past, Present and Future—Howard Smith, the new First Vice-President; J. R. Shaw, the new President, and W. S. Fisher, who completed his tenure of office as President on June 23.

(4). Among the notables present at the Convention was Sir Thomas Tait, president of the Canadian Salt Co. Limited, who is here seen in golfing costume on the hotel steps.



# Bank Act, Trade Fairs, and Immigration

## Questions Under Discussion at Extra Session Held on Afternoon of June 22

**O**WING to the wet weather prevailing on Thursday, June 22, an extra business session was held in the afternoon. At this session, which was for members only, the report of the General Manager was presented. There was no discussion on the report, which was unanimously adopted.

Following its presentation H. V. Andrews, Toronto, opened a discussion on section 88 of the Bank Act and suggested a resolution somewhat along these lines,—"Be it resolved that the Canadian Manufacturers' Association thinks it desirable that Section 88 of the Bank Act be revised so that the maximum hypothecation of buildings, plant and goods shall be publicly registered, thereby making the information available to parties interested in the finances of the mortgagee."

Mr. Andrews stated that the working of Section 88 was so subtle that one could never be sure that even firms which appeared to be in the best possible position were not going to fail tomorrow. He referred to the action of the Bradford Chamber of Commerce in passing a resolution requesting its members to transact no business with any firm in Canada unless that firm gave a written undertaking that it would not operate under Section 88. And added that this sort of thing had produced a state of affairs so detrimental to the creditor's point of view that the commercial credit of Canada in England was at the present time very seriously questioned.

Thomas Roden, Toronto, expressed willingness to second such a resolution as Mr. Andrews had suggested. He considered it desirable, in the best interests of the country, that there should be a remedy for the situation.

### Not Many Banks Now

Howard Smith, Montreal, pointed out that Section 88 applied only to merchandise, raw merchandise and in process and the finished product. He felt that the matter required very careful consideration. There were not very many banks in Canada and he did not know just what effect a change in Section 88 would have on the finances of a great many industries.

A. McColl, New Glasgow, referred to the lumber industry of Nova Scotia and said that he did not think creditors in that industry had suffered to any great extent through the financing of the business under Section 88. It must be remembered that a great many manufacturers were doing business on what

might be called banking capital and that was what the banks were for. Banks, to finance any considerable transaction, had to have reasonable security and this they obtained under Section 88. The question was a most important one and should be carefully considered before any action was taken.

Mr. Andrews explained that his motion did not propose to prohibit banks from doing what they had done—merely to require them to publish the maximum amount of the mortgage.

F. W. Stewart, Montreal, believed that the act had been abused. While Section 88 was intended to enable the large interests to finance large undertakings, small interests, who should never have any credit with the bank, were obtaining it. When the latter went to the wall, there was nothing there for anybody but the bank. Canada could not afford to have its manufacturers receive the name in England that they were receiving today.

### More Care in Granting Credits

R. P. Sparks, Ottawa, thought that the difficulty complained of would have been largely overcome if the manufacturers in Bradford and Huddersfield had been a little more careful in shipping goods to the people to whom they did ship. There had been a good many failures among firms with whom the Bradford trade was connected and these would have occurred anyway, whether Section 88 had been in force or not. He felt that the Bradford people had been a little too easy in granting credit. So far as the clothing trade was concerned, he did not see how they were going to operate without the help of Section 88 and believed that the trouble over this Section would largely disappear with the return of better times.

J. R. Shaw, Woodstock, traced the evolution of Section 88 from the old warehouse receipts. He pointed out that while originally the loan was closed out at the completion of the transaction, in modern manufacturing it was never cleaned off, because new raw materials were constantly coming in. In a young country like Canada, it was impossible to do without borrowing large sums from the bank and it was not to be expected that the savings of the people could be borrowed for this purpose without sound security.

W. C. Coulter, Toronto, felt that the difficulty was that the bank secured hypothecation of goods upon which they had not loaned any money. It was the goods of the last shipper sending in a shipment that were hypothecated to the

bank for something they might have dated long back of the time of the hypothecation.

W. F. Morgan Dean, Windsor, thought that the real difficulty lay in the substitution clause, under which a manufacturer might substitute goods for those already pledged.

With the consent of the mover, the resolution was referred to the Legislation Committee.

### Trade Fairs

The suggestion was made by Mr. Sparks, of Ottawa, that some study should be devoted to the subject of trade fairs, and the trade fair method of merchandising. He had come to the conclusion that it was worth more to convert the retail merchant to the Made-in-Canada idea than to convert a thousand of the public. The direct and effective method was to get the retailer interested. The trade fair was an old idea in Europe and it was growing in the United States. It was well adapted to Canada, because the cost of selling here was very high. It was a central market, to which to bring the merchant, rather than to carry the market to the merchant. Not only did the trade fair method reduce the cost of selling, but it brought manufacturers and retailers together and prevented any clash of interests. Mr. Sparks felt that it was essential that the trade fair idea be started by the manufacturers.

### Immigration

W. F. Morgan Dean, Windsor, introduced the question of immigration. While the manufacturers were discussing export trade, he thought they were overlooking their best market, the home market. The manufacturers had a greater interest in immigration than was generally supposed inasmuch as the sooner a sound and vigorous immigration policy was secured, the sooner the home market would be built up. He felt that the C. M. A. should take some action. Canada would never become a strong factor in the export field until she was able to produce on a much larger scale than at present.

G. W. Coppley, Hamilton, supported Mr. Morgan Dean. He considered the question one of the most important in Canada's national life. If Canadians were ever to get away from the burden of the national debt, it would only be through the encouragement of immigration. He felt that a resolution should be adopted and presented to the Dominion Government.

Two past presidents of the Association attended the St. Andrews meeting, these being Col. Thomas Cantley, of New Glasgow, and T. P. Howard, Montreal. Both took a leading part in the proceedings and their views on the problems under discussion were received with the respect due to long experience and sound judgment.



# Final Session of the Convention

## Featured by Adoption of Resolutions and by the Election of New Officers

**T**HE reading of the report of the Tariff Committee, by Joseph Picard, chairman of the Committee, was the first item on the programme at the final session on Friday, June 23. The motion to adopt the report was moved by Mr. Picard, seconded by Mr. Roden. (See page 166 for report in full).

Mr. Roden in speaking to the motion read a written statement with regard to the tariff as follows:—

"One of the most common charges against the fiscal system of Protection, and against manufacturers, is that the Customs tariff is used improperly to enhance prices; in other words, that manufacturers do not determine their selling prices in Canada on the basis of cost of production plus a reasonable profit, but that they arrive at these selling prices by adding to the price of the competing imported articles all, or at least a proportion, of the duty, exchange and freight. Although this charge is a general one, and those who make it seldom even try to furnish specific proof, it tends to create a false impression in the minds of the buying public. (If there are any Canadian manufacturers who follow this method of determining their prices, the practice should be discontinued because it brings discredit upon all). This, of course, does not apply to those manufacturers who must take advantage of at least part of the protection afforded by the Customs tariff owing to their higher cost of production. I think, however, that I can say with accuracy that the great majority of Canadian manufacturers do not consider the tariff at all in fixing their prices, but instead determine them on the basis of cost of production plus a reasonable surplus for reserve, depreciation and profits, which are absolutely necessary to carry manufacturing enterprises over periods of trade depression. The Customs tariff of Canada is maintained in order to provide a home market in Canada, which will enable manufacturers to produce goods in quantities sufficient to keep down cost of production to a competitive basis."

### Tariff Protection Needed

J. E. McLurg, Halifax, said that unfortunately there were some few manufacturers in Canada who did take advantage of the tariff, but so far as the iron and steel industry was concerned, there was no question that it needed

tariff protection against American competition.

H. J. Waddie, Hamilton, brought up the question of the increased drawback granted on raw materials entering into the production of agricultural implements for home consumption and asked whether it would not be possible for the Association to notify manufacturers interested, when such a change was asked for.

J. R. K. Bristol, Manager of the Tariff Department, said that this action was always taken when the Department knew of any application, but in this case there had been no application and no one, outside the office of the Finance Minister and the Cabinet, knew anything about it.

F. W. Stewart, Montreal, instanced the statement credited to the Minister of Labor two years ago that the price of collars in Canada was the same as in the United States plus duty and transportation charges. The facts were that prices were identical and this had been made possible because collars were being made in Canada. Such a statement coming from a government official was what hurt manufacturers more than anything else and everything possible should be done to disabuse the public of the idea that the Canadian manufacturer was taking advantage of the tariff to put his price as high as he could.

### Depreciated Currency

Mr. Bristol gave an explanation of depreciated currency legislation. The Act of 1921 provided that importation from countries whose currencies were depreciated more than 50 per cent. should be appraised at not less than 50 per cent. of the value of the currency. In the case of Germany, goods were appraised on the basis of the mark being worth 11.9 cents. This provision prevented the direct importation of goods from Germany, but it was evaded by shipments through other countries. However, in the latter case, there were other charges which caused an enhancement in value and provided a safeguard.

In the Budget Speech of May 23 this provision was cancelled and nothing was substituted. On June 12 a resolution was introduced providing that German goods, when shipped direct from Germany or from any intermediate market, or in fact any goods shipped from countries with depreciated currencies, should be appraised at not less than the fair market value of similar goods as made and sold for home consumption in the United Kingdom.

Mr. Bristol instanced a German-made piano, being dumped into the United

Kingdom, at a value of £10, when the value of a similar piano made and sold in the United Kingdom was £50, or roughly \$250, as compared with \$50. If brought into Canada, the German piano would be valued at \$250, and the duty, instead of being \$15, would be \$112.50. This was made up of regular duty \$75, and 15 per cent. dumping duty of \$37.50.

The customs department, said Mr. Bristol, would have to establish investigating officers in the United Kingdom and in Europe and a certificate of origin for all goods imported from Europe would have to be provided. In addition, he thought that general instruction would have to be issued to collectors defining that each group of articles must be advanced 75 per cent., 50 per cent. or as the case might be, before they would be allowed to be cleared, pending investigation.

### Cannot Compete

W. C. Coulter, Toronto, pointed out that even with a duty of \$112.50 on a German piano, the cost laid down would be only \$162.50, which would completely shut out the English piano. He also instanced German pen-knives and stated that while the value of the mark was depreciated 72 times, the cost of living had only gone up 16 times, so that in purchasing power the Germans were getting good prices for their products.

Mr. Bristol contended that to meet this condition the Government should collect the full dump and not merely 15 per cent.

R. P. Sparks, Ottawa, thought that it ultimately worked out to a matter of appraisement and he contended that there should be fewer ports of entry so that there might be a more scientific appraisal of the value of imported goods.

H. J. Waddie, Hamilton, instanced the appraisal of cold rolled steel. This was done on the basis of quotations in the *Iron Age*, though the latter stated that prices were below the cost of production.

Mr. Bristol explained that the provision of 1921 would have remedied this, as it called for appraisal on the basis of cost of production plus a reasonable profit, but this had never been enforced and was thrown out on May 23. Now, the appraisal is simply on the basis of the fair market price for home consumption, —the *Iron Age* quotations.

Howard Smith, Montreal, thought one of the troubles about the thing was the number of custom houses. He believed that if the number could be reduced, a great many difficulties would disappear.

A discussion on this point followed, there being a decided difference of opinion as to the advisability of reducing the number of ports of entry.

### Transportation Committee

The report of the Transportation Committee was read by S. B. Brown, Assistant Manager of the Transportation Department, (see page 167). On motion of C.





### Some 1922 Convention Snapshots

- (1). The party that motored from St. Andrews to St. John following the convention.
- (2). Their Honors the Lieutenant-Governors of Nova Scotia and New Brunswick, who graced the annual dinner with their presence.
- (3). Some of the noble elm trees which beautify the streets of St. Andrews.
- (4). Miss Mowat's Charlotte County Community Crafts Shops, the Mecca of many visitors.
- (5). A glimpse of the palatial Algonquin hotel from the direction of the golf links.
- (6). Another pretty view of the big hotel from another direction.
- (7). Some members of the Maritime contingent.
- (8). In this little group—Governor Grant, Sir Thomas Tait, Governor Pugsley, W. S. Fisher, Col. Gaudet and W. C. Coulter.



Howard Smith and F. W. Stewart, the report was adopted.

C. Howard Smith stated that next to the tariff, there was no question that affected the Canadian people more than the transportation question. He thought that they should consider very carefully the question of the railway situation and do everything possible to rectify it. Mr. Smith then read a written statement, which he had prepared (see page 132 for statement).

#### Amendment to By-Laws

An amendment to the by-laws was next read by Mr. Stirrett and adopted. This was as follows:—

"THAT By-Law No. 62, which reads:—

"'A Section may deal finally with all matters affecting only the trades or industries represented by such Section. It may also pass upon matters of general interest, but in such cases the results of its deliberations shall be forwarded immediately to the General Manager for submission to the Committee competent to deal therewith,'"

"be amended to read as follows:—

"'A Section may deal finally with all matters affecting only the trades or industries represented by such sections, BUT MAY NOT, AS SUCH SECTION, ENGAGE IN ANY ACTIVITIES WHICH DO NOT COME WITHIN THE SCOPE OF THE GENERAL BY-LAWS AND OBJECTS OF THE ASSOCIATION. It may also pass upon matters of general interest, but in such cases the result of its deliberations shall be forwarded immediately to the General Manager for submission to the Committee competent to deal therewith.'"

#### Election of Officers

The report of the Nominations and Resolutions Committee was thereupon read by the General Secretary. (For full report of nominations, see page 172).

On the announcement of the selection of John R. Shaw as president, there was great applause. In taking over the chair Mr. Shaw expressed his thanks for the honor done him and said that he would endeavor to follow in the footsteps of his predecessors in the office. He would not shirk responsibility, but he would be perfectly helpless without the loyal support of the membership at large. This he was sure that he would have.

Sir Alexander Bertram moved a resolution of appreciation of the splendid services of the retiring president, Mr. Fisher. He went back over the history of the Association and said that it had always had good men at its head and among them none had performed the duties of the office more effectively than Mr. Fisher. The resolution was seconded by Howard Smith, who said that Mr. Fisher's year in office had been a difficult one, but he had guided the organization through without a mistake and it was in a stronger position than ever before. Mr. Roden and Mr. Shapley

also added words of appreciation and the resolution was carried by a standing vote and with cheers. Mr. Fisher responded in fitting terms, expressing his gratitude for the kind references that had been made to him.

On their election as first vice-president and treasurer, Messrs. Smith and Roden spoke briefly and Sir Alexander Bertram responded on behalf of his brother, Henry Bertram, who was elected second vice-president, but who was not present at the convention.

S. J. Williams, the first gentleman to be made an honorary member of the

Association, in thanking the convention, referred to some of the problems confronting industry to-day and urged co-operation between employer and employee for greater production and more honest service.

A tribute to Mr. Williams was paid by F. W. Stewart, a former competitor in business.

The resolutions drafted by the Resolutions Committee having been read and unanimously adopted, the convention was closed with the singing of the National Anthem.

## Resolutions Adopted by Convention

### Work of Annual Meeting Crystallized in Following Important Declarations

**F**OLLOWING the election and installation of new officers, the Nominations and Resolutions Committee submitted a number of resolutions, all of which were endorsed by the meeting. The meeting also reaffirmed the resolution recommending the appointment of a Tariff Board, which was passed at the annual meeting of 1920.

#### Immigration

WHEREAS Canada has vast areas of fertile agricultural land waiting cultivation and great stores of potential wealth in mines, forests, and inland and coast waters, and

WHEREAS this country offers unequalled opportunities to immigrants and

WHEREAS the prosperity of the country will increase as the population grows,

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews, N.B., on June 23rd, 1922, commend the action of the Dominion Government in appointing a Sub-Committee of the Cabinet to study immigration; endorse the action taken as a result of this Sub-Committee's recommendations; and respectfully urge the Government to continue and to intensify its efforts to increase desirable and necessary immigration, especially from other countries of the British Empire.

#### Taxation

WHEREAS there must be heavy taxation for many years to pay for Canada's share of the Great War, and

WHEREAS even necessary national expenditures, when added to War debt charges, will require immense sums, and

WHEREAS it is consequently important to secure the necessary revenue with the least possible hardship to productive enterprise and with a minimum of administrative cost,

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews, N.B., on June 23rd, 1922, sug-

gest to the Dominion and Provincial Governments that a conference of representatives of these Governments be held at the earliest possible date to define their respective fields of taxation so as to avoid unnecessary duplication and expense.

#### Industrial Research

WHEREAS it is believed that great impetus can be given to industrial production by the creation of Research Departments in factories,

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews, N.B., on June 23rd, 1922, instruct the Education Committee of the Association to investigate the possibility of extending industrial research through the Trade Sections of the Association or in individual plants.

#### Produced-in-Canada

WHEREAS the policy of producing in Canada from Canadian materials by the labour of Canadians contributes to the welfare of all citizens and to the general prosperity of the country, and

WHEREAS the contrary policy of importing articles which are produced or Made-in-Canada results in unemployment, trade depression, and national loss,

THEREFORE BE IT RESOLVED that the thanks of the Association be extended to the Dominion, Provincial and Municipal Governments; to the wholesale and retail distributors; to the Boards of Trade; to the Press and to all others who have given such valuable assistance to the Produced-in-Canada campaign during the past year, and

FURTHER that all the above be earnestly requested to continue this support during the coming year.

#### Steamship Service—Canada to West Indies

WHEREAS it is of the greatest importance that trade between Canada and the British West Indies, British Guiana and Bermuda should be greatly increased, and



WHEREAS full advantage should be taken of the facilities provided by the recent tariff arrangements between Canada and these countries.

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews, N.B., on June 23rd, 1922, respectfully urge the Government to make provision for adequate steamship, passenger and refrigerator accommodation between Canada and the above mentioned countries.

#### ational Publications.

WHEREAS it is of the utmost importance that national magazines, periodicals and similar journals should be encouraged in Canada, and

WHEREAS this is almost impossible owing to the dumping of foreign publications into Canada, and

WHEREAS many of these publications, far from being educational, are undesirable in character, and

WHEREAS many others contain so much advertising that they are practically catalogues,

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews, N.B., on June 23rd, 1922, respectfully urge the Dominion Government to impose a tax on such imported publications.

#### Workmen's Compensation

WHEREAS workmen's compensation for accidents has become a serious charge on industry, and

WHEREAS this is partly due to the injection of class representation into the personnel of the administrative boards and to the absence of the fundamental principle of contribution by beneficiaries,

THEREFORE BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews, N.B., on June 23rd, 1922, record its opinion that Workmen's Compensation Boards should be judicial in character; that if this principle is ignored, those who pay compensation should have equal representation to those who receive it; that boards shall not initiate legislation other than that concerned with the administration of the Acts; and that the employees should contribute at least a portion of the total cost in order that they may have a personal interest in the economical administration of the funds.

#### Tariff Board

WHEREAS demands are made at frequent intervals by various sections of the Canadian people for radical changes in the Canadian Customs Tariff, and

WHEREAS such demands prevent the determination of the settled policy that is necessary for the development of industry and trade, cause depression in business and unemployment and imperil invested capital, and

WHEREAS it is of vital importance that all industry should have reasonable assurance of stable conditions which will not be adversely and suddenly disturbed by unexpected and imperfectly considered tariff legislation,

THEREFORE BE IT RESOLVED that the Canadian Manufacturers'

Association in Annual Meeting assembled in St. Andrews, on June 23rd, 1922, respectfully urge the Dominion Government to appoint a permanent tariff board, acting in an advisory capacity to the Government, which will make a scientific study of the Canadian Customs Tariff and the tariffs of other countries with whose products Canadian producers are forced to compete, familiarize itself with costs of production at home and abroad, investigate the nature and probable national effect of all requests for tariff changes, and endeavor to frame a tariff that will serve the best interest of Canada and thus ensure the harmonious and all-round development of the country.

#### Resolution of Thanks

RESOLVED that the Canadian Manufacturers' Association in Annual Meeting assembled at St. Andrews-by-the-Sea, N.B., on June 23rd, 1922, tender its hearty thanks:—

(1) To his Honor the Lieutenant-Governor of New Brunswick, for his cordial wishes on behalf of the Province.

(2) To the Premier and other members of the Government of New Brunswick, for their kindly welcome.

(3) To his Worship, the Mayor of St. Andrews, for the generous hospitality extended by the City.

(4) To the Transportation companies which have provided such excellent service.

(5) To the Management and Staff of the Algonquin Hotel, for the consideration shown for the comfort of the members.

(6) To Canadian Press Limited, for the careful preliminary arrangements made in regard to the distribution of the reports.

(7) To the Press of the Maritime Provinces, generally, for the full and impartial manner in which they have reported proceedings of the meeting.

(8) To the Chairman, Officers and Members of the Maritime Division, for their kindly welcome, generous entertainment and excellent arrangements that have contributed so much to the success of this Annual Meeting.

## The Railway Situation in Canada\*

### A Frank Statement of the Problem and How it can be Solved

By C. Howard Smith

First Vice-President, Canadian Manufacturers' Association.

THE Dominion of Canada has over forty-two thousand five hundred (42,500) miles of railway, with a population of eight million seven hundred and twenty-nine thousand (8,729,000) people, which gives one mile of railway for two hundred and six (206) inhabitants.

No other country in the world has the same mileage as compared with the population. The United States has approximately twice the number of inhabitants per mile, whereas the United Kingdom has ten times the number. It has been found that railway traffic increases approximately in proportion to the square of the tributary population, which indicates that the situation in the United States should yield four times the traffic per mile of railway as compared with what could be expected in Canada.

The Federal Government now controls over twenty-two thousand (22,000) miles of railway, made up of the Canadian National and Grand Trunk Systems, which have recently been co-ordinated to the extent of eliminating competition and operating on a partnership basis, but notwithstanding these efforts, the net results for the year 1921 showed a deficit of seventy-two million, three hundred and forty-six thousand, two hundred and thirty-three (\$72,346,233.00) dollars, and for the previous year the deficit amounted

to over seventy-four million (\$74,000,000.00) dollars.

It has been stated that it will cost the United States Government approximately two billion dollars (\$2,000,000,000.00) to assist the railways through the war period, but this enormous sum does not represent the losses actually incurred.

All the countries involved in the war had to face this difficult railway situation, and they have adopted various means for keeping the railways in service and restoring their credit, whereas Canada has decided upon Public Ownership, on a tremendous scale, at a cost which is staggering, and which will continue, unless radical measures are adopted.

It would be out of place at this time to discuss the advisability of Government Ownership, which has now been adopted. All sections of the community are vitally interested, and it is in order to consider the situation as one would review his private business in the face of a critical situation.

In the first place, it must be realized that the Government Railways represent a tremendous business, amounting to over three hundred and forty million (\$340,000,000) dollars per annum, extending over twenty-two thousand (22,000) miles of territory and employing over eighty-nine thousand (89,000) persons. In such a business, an improvement of only one per cent in efficiency, economy, or better administration would mean a saving of

\*Statement presented by Mr. Smith at the Annual Meeting, St. Andrews, on Friday, June 23, 1922.



three million, four hundred thousand (\$3,400,000) dollars per annum.

This consideration indicates at once that the first necessity is to have the best possible executive, who must be thoroughly familiar with all branches of the railway business and the requirements of the country, and he should not be hampered by any political considerations, and should have the confidence and full support of the public.

#### 600 Miles Unprofitable

In the second place, the public must realize that mistakes of the past have to be rectified, as well as possible, at this late date. We have a railway mileage very much in excess of the actual needs, parallel lines serving the same territory, and branch lines serving no substantial purpose except to swell the annual deficit. A brief survey of the existing Government lines will indicate that over six hundred (600) miles of railway now in existence in various parts of the country are entirely unwarranted and can be abandoned at once. More can follow in due time, as conditions develop, but six hundred (600) miles of unprofitable and unnecessary railway, with all their attendant losses, can be discontinued forthwith; rails and other material can be salvaged, and in some cases the right-of-way can be used for highway purposes, which would be desirable in certain sections.

The railways have shown that it is entirely practical to operate on a leased line of railway, as they are doing this between Toronto and Hamilton, where the traffic, perhaps, is denser than in any other part of Canada.

#### Large Savings Possible

It is difficult to estimate what the total saving would be by this course, as it would vary in different localities, but very large savings can be effected by this means without delay. It is for the general public to realize that such a course is necessary, and should be insisted upon, notwithstanding some local and selfish opposition that may develop.

The same remarks apply, with equal force, to train service. More trains are being operated in some localities than are necessary to handle the business, and every unnecessary train represents a continual and a direct loss to the Government system. Such trains should be discontinued entirely or reduced to the actual necessities of the district. It is possible these communities could be served by operating a gasoline car, as is being done now between Winnipeg and Transcona. Very substantial savings can also be effected by this means. Some complaints will doubtless be made at local points, but it is essential to realize that train service has been forced upon the railways in the past, and is one of the chief causes of the heavy losses now sus-

tained. The public, in general, should not be expected to pay the losses in order to furnish certain ambitious communities with more trains than they can use.

The heaviest single item of expense in the railway business is the payroll. During the past year the wages paid out on the Government Railways amounted to over one hundred and thirty million (\$130,000,000) dollars, which is considerably more than half of the gross traffic receipts.

While it is important that wages should be sufficient to maintain a suitable standard of living, it is equally essential that an honest day's work should be performed for a fair wage. The willingness, ability and discipline of this large number of employees is a vital factor in the operation of the railways, as was recently demonstrated in the United States. During the years 1914 to 1917, the railways in that country handled an increase in freight traffic of thirty-one (31%) per cent, with an increase in employees of ninety-three thousand (93,000), or three thousand (3,000) men for one per cent. increase in freight traffic. After that date, when employees became demoralized and unwilling, it required an increase of twenty thousand (20,000) men to handle an increase of one per cent. in freight traffic. From this it can be seen that a proper spirit on the part of the employees is essential, and the country cannot afford to employ any but active and willing men in any capacity. Here again the public must realize this necessity and support the management in its efforts to obtain an honest day's work for a fair wage, and to man the railways with a class of men who are prepared to recognize their duties to the public.

Another heavy item of expense is the coal bill. During the year 1921, the Government Railways consumed six million, two hundred and thirty-nine thousand, two hundred (6,239,200) tons of coal, at a cost of thirty-six million, six hundred and ninety thousand, one hundred and fifteen dollars (\$36,690,115.00), of which a considerable amount was necessarily purchased in the United States, thus helping to increase our unfavorable trade balance.

#### Question of Coal Supply

It will evidently be necessary to continue to purchase some coal from the United States to serve the central portions of the Dominion, but this amount should be reduced to a minimum, by increasing the output of Canadian coal and improving the system of distribution by water transport.

It has been suggested that electrification of certain sections might effect a saving, but electrification of steam railways does not produce economy in operation until the volume of traffic over a considerable extent of territory is more intense than can be shown to-day, and in any

event, the cost of electrification to-day would involve a heavy initial outlay of approximately forty thousand (\$40,000) dollars per track mile, which should not be contemplated at this time.

Far too much capital has already been invested in the railways which are now controlled by the Government and any further expenditures for Capital Account should be restricted to the bare necessities.

#### Unnecessary Outlays

Many communities are clamoring for elaborate stations, grade separation works and other improvements, which do not yield any return on the outlay, but on the other hand, only increase the financial load which the Government Railways cannot bear at the present time. All such expenditures can stand in abeyance for some years at least.

It has already been shown that the Dominion is over-equipped with railways. The mileage to-day is more than sufficient for twice the population, and one remedy which will bear fruit in time is a well-regulated and consistent immigration and settlement policy which would induce the right kind of future citizens to make their homes in the sparsely settled districts which are suitable for development.

#### Central Board Needed

The Government Railways, consisting of the Grand Trunk and Canadian National Systems, are now operating under separate governing boards, with a working partnership for the purpose of co-operating, and this must soon be superseded by a central board of management and consolidation, for the purpose of establishing a uniform policy of control, but with local officials in close contact with local needs and fully equipped to meet the demands. Such a course will reduce overhead expenses, cost of interchange of traffic, eliminate duplicate offices, and generally permit one organization to do the work of two, as well as strengthening the position of the Purchasing Department, reducing the volume of stores that are necessarily carried, and also enabling uniform standards to be established for various classes of material.

These features are more a matter for development by an experienced Executive, who is familiar with all the higher economics which can be effected by interior administration, and it is for the public to realize that all savings that can be effected by these means are entirely in the interests of the tax payers, and while the question of traffic rates is now a serious issue, with some classes of the community, it is safe to say that there is no better way of adjusting the prevailing high rates and high cost of living, with all their attendant difficulties, than by the adoption of a sound, economic railway policy, which should command the support of the people of Canada.



# Annual Banquet was Enjoyable

## Two Lieutenant-Governors Speak—Presentation made to Retiring President and Mrs. Fisher.

THE annual banquet in connection with the Fifty-First Annual Meeting of the Association was characterized by a pleasant innovation. Hitherto, when ladies have been present at these functions, they have come in after the dinner was over and have merely listened to the after-dinner speeches. This year they participated in the whole entertainment, sitting down at the same tables with the men, and enjoying the dinner with them.

The head table party was made up as follows—John R. Shaw, the new president, who acted as chairman; Hon. MacCallum Grant, Lieutenant-Governor of Nova Scotia; Hon. William Pugsley, Lieutenant-Governor of New Brunswick; Sir Alexander Bertram; J. Le Roy Holman, Summerside, P.E.I., president, who acted as chairman; Hon. Geddes Grant, Port of Spain, Trinidad; W. S. Fisher, ex-president, C.M.A.; A. Monro Grier, K.C., Toronto; D. MacGillivray, Canadian Bank of Commerce, Halifax; Col. F. M. Gaudet, Honorary Advisory Council of Scientific and Industrial Research, Ottawa; Thomas Roden, Treasurer, C.M.A., Toronto; Joseph Picard, Chairman Tariff Committee, C.M.A., Quebec; Major J. O. Thorn, ex-chairman, Prairie Division, C.M.A., Winnipeg; Dr. Worrell, Mayor of St. Andrews; L. W. Simms, ex-chairman, Maritime Division C.M.A., St. John; J. E. McLurg, chairman, Maritime Division, C.M.A., Halifax; F. W. Stewart, chairman, Quebec Division, C.M.A., Montreal; P. E. Joubert, vice-chairman, Quebec Division, C.M.A., Montreal; Col. A. F. Hatch, chairman Ontario Division, C.M.A., Hamilton; W. C. Coulter, ex-chairman, Ontario Division, C.M.A., Toronto; Sir Thomas Tait, Montreal.

A musical programme was rendered during the dinner, consisting principally of the singing of popular songs under the leadership of R. W. Gould, secretary of Quebec Division. H. E. Collings and E. C. Girvan of St. John gave several vocal numbers, which were greatly enjoyed, and Percy P. Leevens, first violinist of the Boston symphony orchestra, who is leader of the hotel orchestra for the summer, played two fine violin solos.

### New President Speaks

Mr. Shaw, in opening the proceedings, said that the dominant note that had prevailed during the convention had been a strong feeling of Canadian nationality and of loyalty to the British Empire. This had been accentuated by the visit of members of the Association to the British West Indies, all of whom had spoken very strongly of the desirability of cementing the West India Islands to Canada and of preserving them for the British Empire.

Mr. Shaw then spoke of the position of the King as head of the Empire.

During the war, "The King was the embodiment of our courage, our energy and our faith and daily in 10,000 gatherings rang out "God Save the King." He was with his men in France, he was with his seamen in the fleet and no other King since Alfred was so stainless in the performance of his public duties and so blameless in public life. He was in every aspect of kingship all that the head of the state and the first gentleman of the Empire should be.

"And we have hopes for the future. No Prince since Richard, the Crusader, not even Henry Tudor, was more popular than our own Prince of Wales. His personality has illumined the institution of princes. He has gone about the world like his father as a statesman, soldier, sailor, speaker, student, sportsman—the embodiment of all that a young English gentleman should be. He has knit the Empire together by his magnetism."

Mr. Shaw then proposed the health of the King, which was enthusiastically drunk following the singing of the National Anthem.

### Loving Cup Presented

In fitting terms and with complimentary references to his successful tenure of the office, the new president presented to the retiring president the loving cup which will in future be given to each president as he retires from office, following the custom established at the 50th annual meeting. A huge bunch of roses was at the same time presented to Mrs. Fisher, being emblematic of the members' love and appreciation of "that sweet and gracious lady."

Mr. Fisher in reply expressed his appreciation of the Association's kindness. He said that he thought he would call the cup his cup of happiness and he would wish that a card containing the names of all those present could be placed within it.

### Telegram Received

The president then announced that he had just received a telegram from Ottawa, reading—"In view of the fact that you are now president of the C.M.A., the Cabinet has decided that the tariff protection be increased 500 per cent. Hope you will furnish the furnishings, (Signed) Fielding with feeling."

The first speaker of the evening, Hon. William Pugsley, Lieutenant-Governor of New Brunswick, was briefly introduced by the chair and was received with applause.

### Lieutenant-Governor Pugsley

Hon. Mr. Pugsley devoted the major portion of his speech to an explanation

of some of the grievances of the Maritime Provinces. He sketched the steps that had been taken to bring the various parts of Canada together through the construction of lines of railway and said that happily the dream of the great men who had established Confederation had been in large measure realized. The Canadian Pacific Railway, with its transcontinental line and its ocean services on the Atlantic and Pacific, constituted a great highway of commerce. The Canadian Northern and Grand Trunk Pacific Systems had also been built and, while the financial burdens which they were imposing on the people were at present a source of anxiety, yet he believed that they would prove to be valuable national assets in the not distant future. Dealing with the Intercolonial Railway. The Governor said:—

### Status of Intercolonial

"It was constructed more as an inter-provincial highway, stipulated for by the British North America Act as a necessary measure to induce the Maritime Provinces to enter the Confederation, and the construction and operation of which at a loss was necessary in order to overcome the handicap of greater mileage from the Maritime Provinces ports to Quebec and Montreal than from United States ports to these cities. Until quite recently this view of the status of the Intercolonial Railway has remained as it was laid down when the Intercolonial was built, and what are known in railway parlance as arbitrary rates were fixed, which enabled a large business to be carried on over the Intercolonial. The doing away with these rates, and the fixing of new and in many cases prohibitive rates, is, our people think, unfair and a violation of the implied understanding upon which the Maritime Provinces entered the union."

### Shipping via Portland

A second grievance referred to by Governor Pugsley related to the handling of Canadian export freight through the port of Portland.

"In the early days of Confederation," he said, "there was much dissatisfaction by reason of what was thought to be the failure of the Canadian government to carry out in another respect in good faith those promises which were held out to the people of these provinces. For years Portland, in the State of Maine, continued to be the winter port of Canada. From 1867, the year of Confederation, down to the year 1896—29 years—the subsidized mail steamers were allowed to make their terminus at the city of Portland, where they discharged freight destined for Upper Canada, and took freight shipped from Maritime Provinces in particular.





### Snapped at the 1922 Convention

(1) A group of celebrities, including from left to right, Lieutenant-Governor Grant, Sir Thomas Tait, Lieutenant-Governor Pugsley, President Shaw, Ex-President Fisher and J. W. Brankley.]

(2) Three good fellows from up Hamilton way—Colonel Arthur F. Hatch, Chairman of Ontario Division; Sir Alexander Bertram and R. R. Moodie.

(3) Champions of the Links—Colonel Arthur F. Hatch and Sir Alexander Bertram, winners of first and second prizes in the Golf Tournament.

(4) Glimpse of another favorite diversion of the delegates—bowling on the beautiful green in front of the hotel.

(5) Messrs. Gould, Holland and Whittall, with their record catch of deep sea fish.

(6) Party leaving the steamer "Grand Manan," after the delightful sail up the St. Croix River, Mrs. J. E. Walsh and Mrs. J. T. Stirrett in the lead.



The people of New Brunswick protested against this course, which it was felt was contrary to the development of true national Canadian ideals, and party lines were dropped upon this question. Both upon public platforms and in Parliament, voice was given to this grave national injustice; and at last a truly Canadian policy was adopted, the result of which was that the subsidized Canadian mail steamers were compelled to make their terminus at a Canadian port, and from that on great development in the Maritime Province ports of Halifax and St. John took place. We were then fairly happy in these Maritime Provinces. We believed that after a constant struggle for nearly thirty years the truly Canadian national ideal of carrying Canadian traffic through Canadian ports was fixed upon an enduring basis."

### Important Clauses

The speaker then referred to the clauses in the agreement for the construction of the Transcontinental Railway in 1903, requiring that all freight originating on the railway or its branches, not specifically routed, should be carried to Canadian ocean points, and to the provision exacted from the Canadian Northern Railway in connection with the loan of 1914, requiring all export freight to be carried, irrespective of the wishes of the shipper, through Canadian ports.

"By the act ratifying this vast measure of assistance," said Governor Pugsley, "it was provided that, under certain conditions, which afterwards came into effect, the Government of Canada should have authority to take over the Canadian Northern railway system, and to-day the Canadian Northern railway system, as well as the Transcontinental Railway line, including the Grand Trunk Pacific, is owned and operated by the Government of Canada.

"The small amount of traffic now carried through the Maritime Provinces ports in the winter season, as compared with the enormous amount of Canadian traffic passing through the United States ports, shows that the board of management of the Canadian National Railways are ignoring the provisions of the two agreements I have quoted, and so are violating the statutes which are both in law and justice as binding upon them as it would have been upon the Canadian Northern and Grand Trunk Pacific Railway Companies, whose successors they are."

### Enforce the Law

The Lieutenant-Governor was prepared to admit that in the ordinary operation of railways there should be no interference from politicians and that there should be no question of

patronage in the purchase of equipment or supplies and the appointment of those engaged in railway operation. But he held that it was the duty of government and Parliament and the duty of public men generally to see that the operation of these railways was carried on according to law and that no board of directors should be allowed to depart from the policy which had been laid down by Parliament in the interests of the whole Dominion.

### Restrain the Board

"Those who claim that the board of directors of the Canadian National Railways should be permitted to direct Canadian trade according to their own judgment and utterly regardless of the provisions of the statutes, to which I have referred, are directly encouraging the violation of the law, and should in my opinion be restrained from so doing, declared the Governor."

The ownership by the people of Canada of a large mileage of railway in the United States was regarded by Governor Pugsley as a disturbing factor, particularly the terminal facilities at Portland.

"It seems like the irony of fate," said he, "that the people of the Maritime Provinces, who succeeded after the long struggle, to which I have referred, in preventing the subsidized mail steamers from going to Portland on the ground that it was contrary to sound public policy for the government to assist in building up a foreign port by allowing the subsidized steamers to make their terminus there, should now be confronted by a still greater national wrong of having that same port made the terminus of a great railway system owned and controlled by the government of Canada and to whose efficient operation the people of the Maritime Provinces must contribute in common with the rest of Canada."

Governor Pugsley concluded his speech with the following peroration in which he assured his hearers of the loyalty and sound Canadianism of the people of the Maritime Provinces.

### Are Not Jealous

"The people of the Maritime Provinces have no jealousy of other sections of Canada. The news which year after year comes to us of the wonderful development taking place in the prairie provinces, where the farmers are accumulating wealth and building for themselves happy and comfortable homes, fills us with great pleasure. We love to hear of the splendid possibilities of the great province of British Columbia. We rejoice at the agricultural and industrial development of Ontario and Quebec. We are proud of the rapid increase in the population of

our western provinces, and we rejoice in everything which tends towards the building up of a great and united Canada, but what our people in these Maritime Provinces want, and what we think we are entitled to, is that an honest, sincere effort to have the promises and the ideals which were held out to our people at the time of Confederation, and by all the great leaders in Canadian statesmanship since that time, realized and that all the energies of the government shall be devoted towards the building up of a united country, having regard to the happiness and the prosperity of all sections of the dominion.

"The people in these Maritime Provinces are animated by an intense feeling of loyalty, not to Canada alone, but to the British Empire, and are prepared to do their part both in peace and in war as has been amply demonstrated, to make of this country a great and prosperous nation, destined to go on through the generation to come and as we trust for all time, as one of the most important sections of the British Empire, ever moving forward in the vanguard of national development and prosperity, and assisting the Empire to realize its destiny for the spread of Christianity, civilization and freedom among the nations of the earth."

### Golf Prizes Presented

At the conclusion of the Lieutenant-Governor's speech J. E. McLurg, presented the prizes in connection with the golf tournament, the first prize, a silver cup, going to Col. Hatch; the second, a dozen golf balls, to Sir Alexander Bertram, and the third to P. E. Joubert.

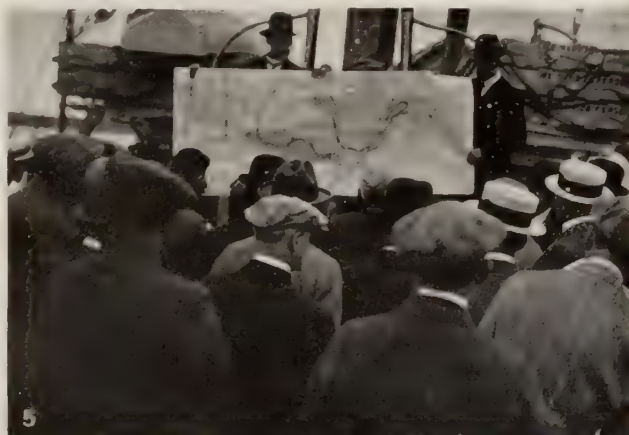
The President then introduced Hon. MacCallum Grant, Lieutenant-Governor of Nova Scotia, who made a short humorous address which was received with rounds of applause and laughter.

### A. Monro Grier, K.C.

An entirely delightful speech from A. Monro Grier, K. C., completed the speech-making. Mr. Grier opened with some light and bantering remarks, interspersed with some appropriate anecdotes. He congratulated the Association on the success of the convention; so far as his individual pleasure had been concerned, it had greatly exceeded his expectation.

Coming down to his theme, Mr. Grier devoted attention to each of the words in the name "Canadian Manufacturers Association"; commencing with "Association" and then taking up "Manufacturers" and "Canadian" in turn. This gave scope for some fine thoughts on the value of associations, on the work that manufacturers can do and on the grandeur of Canada and the British Empire. He concluded with a quotation from Shakespeare, which constituted a fitting conclusion to a speech filled with pleasing thoughts expressed in fine language.





### More 1922 Convention Snapshots

- (1) The Bowling Green in front of the Hotel attracted many enthusiasts, prominent among whom was A. P. Robitaille of Quebec (on the right). Seated near by, Ex-President Fisher and Joseph Picard are enjoying a quiet chat. At the extreme left Ex-President T. P. Howard pulls contentedly at his pipe.
- (2) A section of the crowd who enjoyed the sail up the St. Croix River on the afternoon of June 21. Legal Secretary Hugh Macdonald faces the camera at the left; at his back stands Joseph Beaubien, Montreal; and to the rear Rex Nicholson of the Algoma Steel Co.
- (3) Another view of the mighty catch of fish credited to the efforts of Messrs. Holland, Whittall, Gould and Company on

the afternoon of June 20th. Inspection by Sir Alexander Bertram, W. S. Fisher and others.

- (4) Audience on the S.S. "Grand Manan" listening to an explanation of the advantages which would accrue to Canada through the development of the St. Croix Harbor. The figure seated at the feet of the orator is George Bridgen of Toronto.
- (5) A reverse view of the same scene, showing the map on which the speakers indicated how direct the line would be from Winnipeg to the proposed port of St. Croix.



# The Development of Export Trade\*

## Some Practical Suggestions Bearing on the Best Way of Securing Satisfactory Results.

By Frederic Hudd

Canadian Trade Commissioner in New York.

**R**EALIZING that about 50 per cent. of the trade of Canada is with the United States and that that trade is in imminent peril of being cut off, it is very important that we should consider means by which our export trade can be diverted to other markets. Fortunately the Canadian manufacturer has already built up for himself that basis of confidence which is absolutely essential to the expansion and development of export markets. I think we should not be pessimistic regarding the future of Canada's export trade or be at all uncertain that that trade can take care of itself effectively in the markets of the world.

New York is a centre through which the export trade of Canada can be developed because in the City of New York are established many of the larger exporting houses which trade very extensively with the markets of the world. In order that you may have an idea of the extent to which trade is done through the port of New York with foreign markets I would like to quote to you some of the statistics I have been able to collate and which will indicate the number of houses actually doing business.

### Houses Engaged in Business

There are houses doing business with South America to the number of 118; with Central America to the number of 131; with the West Indies 178; with Australasia 123; with the Far East 316 and with India 104. This will indicate the extent to which business in these markets is done through the port of New York.

Contact between the Canadian exporter and the buyer in New York is therefore a very important consideration. I do not think that the development of trade through New York should necessarily mean an increase in the export of Canadian goods through the port of New York.

From my experience, I have come to the conclusion that far too much Canadian merchandise is carried through that port. Take wheat alone, in the year 1921, 85,000,000 bushels of wheat moved through the port of New York. Of this total 40,000,000 bushels were of Canadian origin. There are many reasons for this enormous shipment of Canadian grain through the port of New York, but whatever the causes may be, I think we should devote ourselves to a policy of devising means whereby the causes may be removed, because it is becoming increasingly clear that unless a policy of that kind is adopted we are simply putting

business into the hands of the American shipper. That does not make for the proper expansion or stability of Canadian industry, neither does it make for that co-ordination between East and West which is absolutely essential, if we are to foster and maintain a proper national sentiment in the Dominion of Canada. A man once left college very suddenly. He said there were ten reasons why this happened and although he did not propose to tell anybody what those reasons were, one of them was that he was fired. The principal reason why so much Canadian merchandise moves through the port of New York is perhaps that up to the present time we have not made any concerted or continued effort to devise means whereby that traffic could be diverted.

### Importance of Good Roads

With regard to the development of our industrial relations with the United States I would like to mention one point in that particular connection at this stage, and that is the importance of good roads. The existence of good roads in Canada, linking up with good roads in the Industrial States of the Union, will result ultimately in a great influx of United States' capital into the Dominion and the establishment of new factories in territories contiguous to the roads. This seems to me to be a very important consideration in the development of industries in the provinces immediately adjacent to the industrial States of the Union.

These thoughts, gentlemen, are merely digressions. I want to leave with you one or two practical suggestions with regard to the means by which export trade can be developed through the port of New York, or rather the means by which orders for the shipment of Canadian goods from Canadian ports can be secured in New York. The American buyer is turning increasingly to the Canadian manufacturer for exports to the South American, Australasian, and far Eastern markets. That is my experience. I have had conversations with very large exporters who have informed me that in certain markets their clients have definitely stated that where possible they would prefer to buy Canadian goods. That is a great tribute to the good name which the American exporter has made for himself in the foreign market.

The development of this trade has been greatly hindered up to the present, by the difficulty experienced by the indent house or exporter in New York in secur-

ing quotations from the Canadian manufacturer. A big factor in the securing of export business is time. The necessity of getting a quotation within 24 hours is very often the paramount consideration. We cannot build up an export business without service and our service to be effective must be prompt and our promptness should manifest itself—particularly as far as the New York market is concerned—in making quotations immediately available. Here is a quotation from a letter I received not long ago from a big Australasian buyer:—"We had a case the other day where we received a cable from our head office stating that they had had a firm offer for a certain line of Canadian goods at such and such a price and asking us if we could better that quotation. We could not, simply because the delay that would be entailed in getting quotations from Canadian manufacturers would mean that our firm would not have a timely reply to their cable and in the meantime would probably lose the offer which had been made them, owing to the delay." When it is impossible to secure a Canadian quotation quickly the business obviously goes to a United States firm, and as I have said, it is therefore a very important consideration that the time factor should be taken seriously.

There are one or two other difficulties. One of them is the probably natural disinclination of the Canadian exporter to deal through an agent. Now, provided an agent has a good standing there is no particular reason that I have been able to discover why the Canadian exporter should not be prepared to do business through that agent. There is also the difficulty with regard to the exact nature of quotations. Some Canadian exporters when asked to quote on certain goods which are for shipment by sea have quoted F.O.B. factory. One of the speakers this morning very properly pointed out that where possible goods for shipment by sea should be quoted C.I.F., and if not F.A.S., seaboard. The right sort of quotation is also a very important consideration.

### Descriptive Literature

Another difficulty is the necessity of preparing special literature designed to give the prospective exporter the fullest information with regard to the goods. I have come to the conclusion that descriptive literature prepared for domestic sales purposes is no good in the export market. For instance, your domestic literature will describe, we will say, a cream separator. There may be particular features in that separator which would induce the exporter to buy it, but the descriptive literature you prepare for the home market does not give the specific details which would enable him to secure the information he wants and in order to secure it he must write to the manufacturer. This means a loss of time and very frequently a loss of business.

\*From an Address delivered at Annual Meeting, C.M.A., St. Andrews, N.B.



Among our own manufacturers there is room for a good deal more attention to be paid to the preparation of export literature.

I offer the following suggestions to firms interested in the development of export trade through the port of New York:—

Give immediate attention to all enquiries. Generally speaking, I have received most excellent co-operation from all those firms with whom I have been in contact. In some cases, however I have waited eight days for a reply to an enquiry that otherwise might have resulted in business for a Canadian firm. Very frequently a firm will reply and say, "We are not in a position to export," but assuming a firm is not in a position to export the firm concerned should at least acknowledge the enquiry. The factor of courtesy is also a very important one.

Prepare the special literature, to which I have already referred. When asked to quote do not request specifications where there is a recognized basic price for the line in question. Neglect of this often results in delay and consequent loss of business. Do not be disinclined to deal through agents or commission merchants provided they have a good standing.

There is one other consideration and that is the consideration of personal contact. If a man in the State of Missouri, for instance, wants to sell a commodity in New York he sends a man to New York to establish contact with the prospective buyer. As one manufacturer said to me, "It is very difficult to do business on a postage stamp," and I think the importance of sending a representative to New York to establish contact with the exporter there ought to be taken much more seriously by the Canadian manufacturer. Probably the proximity of New York to our Canadian cities has rather tended to discourage that sort of contact, because the average exporter reasons that if there is business to be done he can be on the spot within a very short time. The difficulty could be overcome by having in New York—either individually or by groups—some sort of representation of Canadian manufacturers, whereby prices and specifications would at all times be available. It is very difficult for a trade commissioner to be in possession of information which would enable him to answer immediately all enquiries concerning every conceivable class of commodity, so that I would commend to the manufacturers the idea of establishing in New York some system of representation, which will be a source of up to date information with regard to Canadian manufacturers.

We have to consider the United States itself at present as a very, very uncertain market and regard that country in the future, not so much as a market for Canadian goods as a centre through which Canadian export trade with other countries may be developed.

## Some Hints to Canadian Shippers\*

### Methods that Should be Adopted in Trading with British West Indies.

By T. Geddes Grant

Port of Spain, Trinidad, B.W.I.

THE visit paid by the delegates of the Association to the British West Indies brought home to the West Indians that the Canadian manufacturer is in earnest and is anxious to know more about their requirements so that he will be better able to cater to them. You have gathered a vast store of information; please pass it on to interested parties. Some have thought that your party should have included a sugar, cocoa and flour expert and that too few of your party were actively engaged in selling goods. To these critics I would reply that in the absence of a cocoa, sugar and flour expert to lean on, your delegates were forced to study these matters for themselves, thus becoming experts, and that the men who were not engaged in selling had the more time to study the situation and to endeavor to solve its difficulties and will therefore be better "Missionaries of trade."

Whilst you gentlemen produce for the requirements of your own country, you no doubt desire to produce for export, as, usually, the greater the production the lower the cost of production. Foreign markets are liable to be closed to you, as these places are able within themselves to satisfy their own requirements. This happened to the British West Indies when the United States of America acquired tropical possessions, and Canada is now liable to have doors closed that were long open to her. Therefore the safer and more stable foundation on which to build an export business is in markets within the empire.

#### Ready to do Business

The markets of British Guiana and the British West Indies are such, and they are open to you. These places are part and parcel of the great Empire of which we are so justly proud. The loyalty of the West Indian is undoubted. When he speaks of Home he means the Mother Country. The West Indies are not for sale. The relations between Canada and these Islands are most cordial. They know that the United States of America and the Dominion of Canada are two separate countries. They produce what you need and can't produce and you can supply what they need and can't produce. We give to each other a substantial customs preference. Canadian banks are at each end and ready for business; experienced agents are available; safe, regular and reliable means of communication exist, so

that it is natural, desirable and right that we do more business together.

The British Possessions to the south of you possess great possibilities. They aggregate 110,000 square miles and have a population of about 2,500,000 and import annually say \$24,000,000 and export \$18,000,000. 'Tis true the bulk of the people are low wage earners as compared to those in the north and are not in a position to spend to the same extent, but they usually spend all they have and are optimistic as to credits.

#### Breaking Down Old System

The Mother Country and the great neighboring Republic are the main suppliers of the West Indies and are anxious to hold this trade. Formerly business was chiefly carried on through London and New York commission houses, but to a certain extent this system is being broken down and we find the manufacturers of these countries seeking business through resident agents in the West Indies, as is done by the Canadian manufacturer. The buyer likes to purchase from the manufacturer and the manufacturer, being in direct touch with the buyer, is more apt to retain the connection.

I am pleased to say that business between Canada and the British West Indies is steadily and satisfactorily increasing, and, as one looks back for a quarter of a century, he is amazed at what you can now supply as compared with what you could then supply.

The advice given in the report which you have just heard as to the means to be employed in securing business is well worthy of careful consideration, but it is well to bear in mind when catering for West Indian business that:—

(a) Their tariffs are framed not with a view to provide protection, but simply for the purpose of furnishing revenue.

(b) That a 50 per cent. preference on a 20 per cent tariff means not more than 10 per cent.

(c) That as the British West Indies practically import all the manufactured goods required they are accustomed to carry on import business on up-to-date lines, are versed in quotations from all of the markets of the world, are well up in matters of exchange, insurance, freights and so forth and in this respect are better informed than the larger merchants at this end who purchase locally.

(d) That they are keen buyers and know their business.

\*From an Address Delivered at the Third Session of the Annual Meeting, C.M.A., St. Andrews, June 22, 1922.



The export business is easy enough when you know how to do it and put your knowledge to use, but mistakes made, whether through carelessness or ignorance, have a far reaching effect. They may entail in the particular transaction not only loss to your client and yourself, but the friction occasioned may result in your customer going where he can secure the service, and in Canada being given a bad name.

### Must Purchase from Them

There are many Canadian exporters who are as efficient as the best English shippers, but there are some who, by their slipshod methods, do harm to themselves and injure the reputation of the Canadian exporter. To aid in removing this trouble I have prepared a few hints to exporters, but before submitting them would like to point out as forcibly as I may be permitted that, if business is to be satisfactorily carried out, there must be an interchange of products. We must purchase from you and you must purchase from us. To ensure the satisfactory running of railways and steamers, freight both ways is required. You take, and have for years been taking, our sugar and its by-products, our cocoa, cocoa nuts and asphalt, but we would like you to insist on having British West India grape fruit, oranges, limes, bananas, pineapples and so forth instead of those of foreign countries. Your manufacturers insist on being furnished with "Goods produced in Canada." Continue the battle cry and insist on having the tropical productions of the British West Indies.

The West Indies are grateful to Canada for the steamer service provided and which your government has undertaken to improve within two years. They recognize the value of the Canadian banks which have taken root in their midst. They appreciate your insurance companies and commercial houses. They look to Canada as their big, sympathetic elder brother. Under such favorable circumstances and conditions why should we not get closer together until the North will know no South, and the South no North, but they will be a united whole commercially?

If you will bear with me I will give these hints which I spoke of in a former part of my address:—

### HINTS TO CANADIAN SHIPPERS.

"1. *Documents.* Care should be taken to insure Bill of Lading, Invoice, Certificate of Origin, Packing list in duplicate going forward by the vessel carrying the goods and when possible marine insurance certificate should be included, Triplicates should be forwarded by another and, if possible, quicker route.

"2. *Invoices.* If cost of carriage, packages, insurance, etc. are included in price of goods, it would be advisable to show a credit for these items on the invoice and

render a separate account, as this might enable your client to get exemption of duty on these, which are really 'Charges'.

"3. *Insurance.* In absence of instructions effect marine insurance for say 10 per cent. over cost and freight. Insurance against pilferage or breakage is a matter for special arrangement. Premiums to be charged on Invoice and included in amount of draft.

"4. *Packing List.* This should show mark, number and description and, roughly, contents of each package, and care should be taken to see that packages bear the consignee's name or mark and landing port.

"5. *Drafts.* These should be made out in agreement with the sale contract. It is usual for the buyer to stand the cost of exchange and stamp duties at his end and a matter of arrangement as to whether the buyer or seller pays the bank's collecting charge. State plainly

## Tribute to the Staff

By Thomas Roden

Honorary Treasurer, C.M.A.

*We want to gather around us, at the head office, the best experts we can get in every department. I think we have without question the very best men that are obtainable in their respective departments. You men, who work with them, know what these men do and how they feel their responsibility.*

—At 4th Session, June 22, 1922.

whether payment is to be made in English, American or Canadian funds.

"6. *Bankers.* Always instruct bankers to hold documents for arrival of goods, as papers frequently precede the vessel carrying such goods. It is also advisable to give your bank a letter instructing them what to do in case of need. This procedure will prevent unnecessary delay and avoid cost of expensive cables.

"7. *Agents.* Canadian shippers should have reliable agents in the West Indies from whom the banks could take instructions when necessary. Trouble often arises owing to misunderstanding, which an intelligent agent could clear up. Certain goods are perishable, particularly in a tropical climate and, consequently, should be handled quickly. This can be done if you are properly represented. The manufacturer who is unrepresented in the West Indies is handicapped.

"8. *Quotations.* Should be F. O. B. steamer at seaboard, or C. I. F. at the West Indian port. Quotations F. O. B. factory or cars convey little to the West

Indian buyer who is seldom able to say what the cost from factory or cars to seaboard would be. When quoting by weight quote per pound or 100 pounds, not per cwt. and when selling by the gallon, quote on Imperial gallons.

"9. *Packages.* Owing to the rough and repeated handling to which goods are necessarily subjected, the packages should be strong and when practical, strapped or wire bound. As ocean freight is payable on cubic measurements the packages should be as small as possible. This point is apt to be overlooked, as railway freights are usually payable on weight.

"10. *General.* Where seller and buyer are so far apart and, generally speaking, know so little of each other, courtesy is a big factor towards development of business relations. When an order comes in the receiver should acknowledge same in a courteous manner and give any information which may be useful to the customer so far from source of supply. Should there be delay in filling order write and explain matters. When sending documents write again as suggested above. In short, show that you are interested in your client and, if possible, work in a word for your representative. Take notice of complaints and welcome suggestions. Remember that the West Indian buyer looks at what the goods cost landed and that it is to your interest as well as his to secure lowest freight and insurance rates and to minimize cost of packing."

## Some Souvenirs

Through the courtesy of Ganong Bros., Limited, St. Stephen, each member of the convention party was presented with a supply of chocolates, handsomely put up in boxes ornamented with pictures of St. Andrews.

The Enterprise Foundry Co., Sackville, N.B., of which W. S. Fisher, ex-president of the Association, is president, gave, as a souvenir of the occasion, an ash tray made of pig iron, showing in its outline the design of a pig.

The Canadian Pacific Railway Co. presented a charmingly illustrated booklet on St. Andrews.

The Association's attractive convention pins and buttons were in great demand, all members of the party being supplied at the registration table.

## Motor Trips

Most of the Maritime Province members of the Association motored to St. Andrews and their cars were very kindly placed at the disposal of the Entertainment Committee during the convention. Following the meeting, a considerable number of the visitors motored from St. Andrews to St. John and continued their journey through the Provinces from that point.





## Scenes and Incidents at St. Andrews

The upper pictures show, to the left, the Golf Club House, and, to the right, the broad and attractive verandah of the Algonquin Hotel, both of which were greatly enjoyed by the convention party.

The centre row contains snapshots of some interesting personalities, viz. R. W. Gould, Secretary of Quebec Division, just emerging from a dip at Katy's Cove; the very genial sleeping car conductor on the C.P.R. special; and Mrs. John R. Shaw and friends leaving Greenock Church, one of the show places of St. Andrews.

Below appear scenes at the St. Andrews station, just before the party left for home on Saturday, June 24. To the left the hotel bus is discharging passengers; to the right members are engaged in a scramble for their hand baggage just as the train was about due to pull out.



# Entertainment Features Numerous

Pleasure of Convention Party Well looked after by Committee of Maritime Members.

THE 1922 Convention goes down to history as one of the most enjoyable in the experience of present-day members of the Association. St. Andrews-by-the-sea lent itself admirably to convention purposes. Its splendid hotel, just opened for the summer season, provided commodious and well-appointed service for the delegates and the ladies who accompanied them. All the surroundings were inspiring in their natural loveliness and opportunities for outdoor recreation were such as to leave few idle moments for any members of the party.

The decision to spread the Convention over four days, confining business to the mornings only, proved to be a happy one. It served to ensure a good attendance at the meetings, while it gave to the gathering a holiday atmosphere not usually associated with such affairs.

The entertainment arrangements were in the hands of a committee consisting of G. C. McAvity, St. John, Chairman; L. W. Simms, St. John; A. D. Ganong, St. Stephen; H. R. Thompson, Secretary of the Maritime Division, Amherst; and nothing was left undone to provide for the pleasure of all present. Delegates had but to express a wish to enjoy this or that form of sport or recreation and means to do so were promptly supplied.

## A Steamboat Trip

On the afternoon of Wednesday, June 21, the steamer *Grand Manan* was chartered by the Boards of Trade of St. Stephen and St. Andrews and the whole party, with the exception of those who could not tear themselves away from the golf links, were taken for a three-hour cruise up the St. Croix River. Here such points of historical interest as the small island on which De Monts planted the first French settlement in Canada in 1604, were indicated and the natural combination of rivers, forming the cross from which the river takes its name, was pointed out. On the return journey, members of the St. Stephen Board of Trade told of the many advantages attaching to St. Croix harbor as a possible ocean port and showed how its development would provide the most direct and economical outlet for the grain of Western Canada.

## Trip to St. Stephen

A second outing, which was participated in by a large number of those attending the convention, was provided on Friday afternoon, June 23, when a visit was paid to the town of St. Stephen, twenty miles distant from St. Andrews. The trip was made by automobile over a lovely road which wound its way through the hills and valleys bordering the St. Croix River. Arrived at St. Stephen, an inspection of the big candy factory of Ganong Bros., Limited, took place. This large industry, the name of which is well known throughout Canada and Great Britain, was full of interest for the visitors, who spent over an hour examining the various processes, from the making of boxes to the packing of the finished product ready for ship-

ment. After leaving the candy works, the automobiles continued their run through St. Stephen to Milltown, where is located one of the big mills of Canadian Cottons, Limited; crossed the River into Calais on the American side and returned to St. Stephen through the American town. It was remarked by the visitors that the towns on the Canadian side showed noticeably more activity than those on the American side.

## Evening Entertainment

On the first three evenings of the C.M.A. visit to St. Andrews, moving picture entertainments were put on in the Casino, a building separate from the hotel and designed for dancing, bowling, billiards and other forms of amusement. It is furnished with excellent

## Our Photographs

Most of the photographs appearing in this issue of *Industrial Canada* were taken by D. S. Reid, the Reid Studio, St. John, N.B., who was selected as official photographer for the Convention. Mr. Reid is prepared to fill orders for any of these photographs that may be desired and copies may be secured in three sizes, 5x6½ inches at \$2.00; 8x10 inches at \$3.00; and 15x20 inches at \$4.00.

moving picture equipment, which produced the most perfect results.

The first evening's bill consisted of the presentation of an appropriate play entitled, "Too Much Business," which delighted and amused the audience. It was given in parts, interspersed between which musical numbers and solos were rendered by the hotel orchestra and two male soloists from St. John.

On the second evening, a series of photographs taken during the C.M.A. excursion to the West Indies, were shown on the screen, accompanied by explanatory comments by President Fisher. These were followed by motion pictures of the scenery and natural history of South America.

The third evening's programme included motion pictures of Halifax, lumbering scenes in New Brunswick and a series of sporting films showing big game hunting and fishing in the Maritime Provinces. The latter were described by Harry Allen of the N.B. Guides Association, who gave a most entertaining account of the sports that may be indulged in, by those who can afford them, in Eastern Canada.

Following all these entertainments, dancing took place in the Casino and it was noticeable that this amusement was by no means confined to the younger members of the party.

## The Golf Tournament

The beautiful links at St. Andrews, stretching along the shore of the ocean, were a place of constant attraction to

large numbers of the delegates, who took advantage of every spare moment of daylight to indulge in their favorite sport. Thanks to the efforts of J. E. McLurg, a tournament was arranged, the preliminary round being played on the afternoon of the first day, with the finals on Friday, June 23. The champion of the event proved to be Col. Arthur F. Hatch, of Hamilton, with Sir Alexander Bertram as runner-up. Third place was captured by P. E. Joubert, Montreal.

## Some Local Visits

During the daytime, many people visited the Crafts Shop, which Miss Mowat has established in St. Andrews, and derived much interest from learning of the work she is accomplishing in the homes of the people of Charlotte County. Her effort to start a pottery in connection with her other community enterprises also came in for considerable attention.

Another local point of interest, which was visited by many members of the party, was the Dominion Biological Station and Fishery Laboratories, about a mile from the town. Here visitors were shown many curious things by Professors Knight and Huntsman, who are in charge of the work.

Motor trips were also taken by some of the party to Minister's Island, the estate of the late Sir William Van Horne, and to the beautiful grounds and summer home of the late Senator Mackay.

## Travelling Arrangements

Travelling arrangements in connection with the 1922 convention were well looked after by the Canadian, Pacific Railway Company. A special train was made up at Toronto on the evening of June 18, leaving the Union Station sharp at 9 p.m., and running over the Lake Shore line to Montreal. At Westmount, additional cars were attached for the accommodation of the Quebec contingent, who boarded the train at the Windsor station.

The pleasure of the day run to St. Andrews on Monday, June 19, was somewhat marred by the dull, wet weather, but the train made good time, arriving at its destination, as scheduled, at 10.30 p.m. At McAdam Junction hotel employees joined the train in order to register the party, check the luggage and give out room keys. This greatly facilitated matters on arrival at the hotel, there being no delay in securing rooms. This service was very much appreciated by the members.

As the party did not leave St. Andrews together, but broke up by degrees, it was decided not to operate a special train on the return trip. Accordingly, arrangements were made to travel by the regular trains, cars being attached to accommodate members. The larger number left St. Andrews at 3.20 p.m. June 24, reaching Montreal on the morning of June 25, and Toronto the same evening.

W. B. Howard, District Passenger Agent, C.P.R., Toronto, accompanied the special train from Toronto to Montreal, and N. R. DesBrissay, District Passenger Agent, St. John, looked after it from Montreal to St. Andrews. Both gentlemen contributed materially to the comfort of the journey.



# The Retiring President's Address

W. S. Fisher deals in able manner with the big problems facing Canada at present

Proceedings at First Session

**A**S President of the Association, and also as a Maritime Province member, I take pleasure in welcoming you to this the Fifty-first Annual General Meeting of the Association which, by the way, opens the second half century of the Association's career.

I am glad to see so many members from the various provinces of Canada assembled here ready to discuss not only industrial, but also national matters, and to offer their assistance in dealing with them. As you will see from the programme, the meeting will last four days, one day longer than usual. Sessions will begin at 9 a.m. and finish at 1 p.m., leaving afternoons and evenings free for the many forms of entertainment which our Maritime members will provide.

In the reports of your Committees the work of the Association during the past year will be presented to you for approval, and you will also be asked to assist in formulating the policies which will guide the Association during the coming year.

## Trade Conditions

Producers such as the farmers and ourselves; the distributors, such as wholesalers and retailers; the financial organizations, the transportation companies, in fact, all groups who are factors in the nation's business have passed through very trying experiences during the last two years.

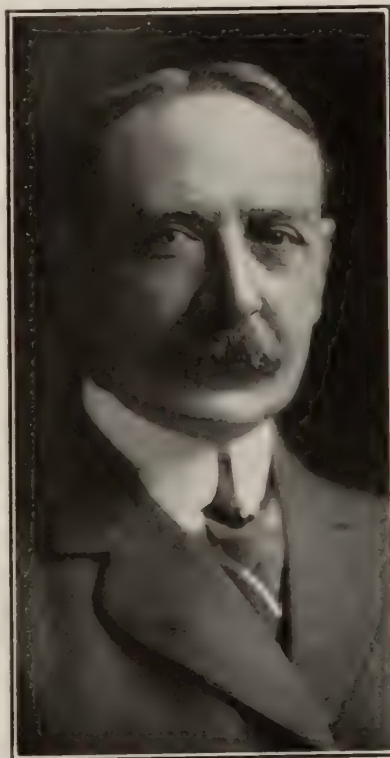
There has been a great decrease in trade; first, in foreign trade, owing to international poverty, increases in the tariffs of other countries, the paralysis of Russia, and the wars and political disturbances in Europe and Asia; second, in domestic trade, owing to a reaction from the above causes, and in addition to local conditions peculiar to this country.

Bankruptcies, unemployment, and discontent followed as a matter of course.

The suffering was partly comparative. Everything got out of scale during the war. Farmers became accustomed to big prices for their products, manufacturers to trade flowing to them without effort, workmen to high wages and the distributing trade to easy sales. This prosperity was largely imaginary. It was a paper prosperity. People handled more money, that is, received more and spent more. They are now gradually receiving less and spending less and the relative positions of most individuals are little changed.

In comparison with other nations Canada is in a fairly satisfactory position. Generally speaking, business is steadily, though very slowly, improving, the international situation seems to be clarifying, money is easier, surplus stocks have been reduced, basic production is recovering, unemployment is decreasing, prices are stabilizing and demand is reviving.

Canada has still many serious problems to face but the energy and ability that solved problems in the past should find the solution for those of the present and future; but all Canadians, forgetting domestic differences, should first ascertain the national situation, and then unite in providing for it. Work is the panacea for most of our ills, physical or mental, and we have now reached a period in our history when all classes must realize this as never before in order to hold our own in the world's



W. S. Fisher

Enterprise Foundry Co., Limited,  
Sackville, N.B.

Who completed his term of office as president at the St. Andrews Convention

struggle ahead, when competition will become keener.

To this end we must develop efficiency in all our walks of life to a much greater degree so that, after providing for our home wants, we will have a good surplus to sell in the world's markets.

If all co-operate in support of the right policies, conditions will rapidly improve; if there is disagreement or the selection of wrong policies, improvement will cease and conditions will become worse.

## The Great Problem

The national debt of Canada has increased from three hundred and thirty-six millions in 1914 to two billion four hundred and twenty-seven millions

at the present time. Provision must be made not only to pay the interest on this debt but also to reduce it. How is this to be done? Taxation will raise enough money to pay current expenditures, including interest, but no form of taxation of our present wealth can be practically applied to reduce the principal. That can only be diminished by developing the national resources of the country. The farms, the mines, the forests, the fisheries and the factories, if trade is wisely stimulated, will provide the wealth which will pay off this debt. In other words, the earning power of Canada must be vastly increased and all national policies should be directed to that end.

In the determination of these policies the following will be the chief factors, Government, raw material, power supply, finance, labor, transportation and markets.

Government will have two functions, active and passive. The active function will include maintaining safety for life and property, the administration of justice, the economical conduct of the country's affairs, the encouragement of productive enterprise and the stimulation of trade.

The passive function will consist chiefly in a judicious abstinence from harmful activity. The unsettled condition of public opinion during recent years has produced from Parliament, the nine Legislatures and the numerous boards, commissions and municipal councils a vast network of laws, regulations and restrictions, many of which are either worthless or injurious.

There is a foolish economy which defers necessary expenditures and thus increases the ultimate cost. The country does not want this but it does require a rational and rigid economy in expenditures. There has been too much thinking in millions of dollars during the past few years. Canada should also go slowly in regard to social legislation which is being constantly urged by people who are not as a rule large tax payers. They propose, but others pay. A certain degree of progress in social conditions is commendable and necessary, but this must not run ahead of the earning power of tax payers and thus lead to the confiscation of savings, a course which must end in financial disaster.

## Wealth to be Developed

There is a tendency to use extravagant language in describing the nature and extent of the raw materials remaining in Canada. There is no doubt about their existence. It is estimated that there are three hundred million acres of land fit for farming. One-third is at present in farm holdings, of which only sixty million acres are under cultivation. Consequently, two hundred and forty million acres of fertile land await the plough. Of the world's supplies Canada produces,—90% of its cobalt, 80% of its asbestos, 85% of its nickel, 32% of its pulpwood, 20% of its lumber, 20% of its cured fish, 18% of its oats, 15% of its potatoes, 12% of its silver, 11% of its wheat, 11% of its barley, 4% of its gold, 4% of its copper. These are only some of the great stores of potential wealth.



While it is an undoubted fact that this wealth exists, its availability is another matter. To have commercial value it must first be developed, which will require not only capital but also power, labor, transportation, and markets.

### Power for Industry

Power we have in abundance. Coal in the Eastern and Western parts of Canada is plentiful; Alberta alone, it is estimated, contains 14% of all the coal reserves in the world. If central Canada lacks coal, this area has large supplies of water power. The Water Power Committee of the Conjoint Board of Scientific Societies, England, in July, 1918, estimated the water powers of the entire British Empire at between 50 and 70 million h.p. The water power of Canada was estimated at between 18 and 32 million, of which 2½ million is developed or under construction. Most of the industrial centres of Canada are supplied, or can be supplied with electrical energy derived from water power with ample reservations, located within easy transmission distance. Until very recently, coal was considered the most desirable source of power, but now water power is recognized to be superior. A fair figure representing the amount of coal equivalent to 1 h.p. of installed water power is 9 tons per year. In 1920 the developed water power h.p. installed was 2,459,200 h.p. which was equivalent to 21,133,000 tons of coal.

### Canada Needs Money

A young country such as Canada requires capital, which is difficult to secure at any time, and is more elusive now when few nations have money to lend. Capital flows readily into a country where it is assured of safety and a reasonable return; it flies from a country where it is taxed unduly or threatened with confiscation. Extravagant public enterprises, financed by the issue of high interest bonds, should be avoided because domestic capital is diverted to the purchase of these bonds instead of being invested in productive enterprises. Manufacturing and other forms of production should not have to bear an unreasonable share of taxation, a policy which has been strongly urged recently by leading business men in Great Britain and the United States. The Dominion Government has wisely broadened the basis of taxation by establishing and increasing the Sales Tax. No one likes the Sales Tax, least of all the manufacturers who have to collect it and we hope that it will serve its purpose and disappear in time, but it has the merit of providing a large amount of revenue with practically no administrative cost.

The Canadian banking system has stood the great strain of the War and the after period and has come through stronger than ever and better able to finance the development of this country. Canadian bankers have shown a broad-minded and generous policy in financing enterprises while at the same time properly safeguarding the savings of the people entrusted to their care, and we have every confidence that this policy will not be altered.

We should be proud of our banking system, which, as you know, closely follows that of Great Britain and more particularly that of Scotland, the banks being in the hands of private enterprise and functioning with a minimum of Government supervision, a condition we hope will continue.

### Co-operation in the Factories

Canada needs skilful and willing workers and, by the way, there is no restricted class in Canada, segregated from others under the descriptive term "workers." We are all workers. May I say here, that those who exchange their services for salaries and wages in Canadian factories are as skilful, as industrious, as intelligent and as good citizens as can be found in any other country in the world. While there are extremists, the great majority realize that their interests are identical with those of the individual plants in which they work. If the plants prosper they are assured of steady work at fair wages; if the plants fail they suffer.

### More People Needed

Our huge national debt, sparsely settled country and immense undeveloped resources render desirable a return to pre-war conditions, when a large flow of immigration was received from other countries. Through the press and from the platform financiers and executive railway officials have stressed this point. A Sub-Committee of the Cabinet, since the opening of Parliament, has been engaged in a consideration of the question and, as a result of its activities, the former restrictive money qualification regulation has been cancelled and immigration officials on the border are now authorized to admit without reference to the amount of money in his or her possession, any immigrant considered physically, mentally and morally fit, who are farmers, farm laborers or female domestic servants, and who, with reasonable assurance of employment, are coming to Canada to engage in such occupations. The officers may likewise admit families of persons already settled here in a position to receive and care for their dependents, and any British subject coming to assured employment, or any United States citizen whose services in the opinion of the Minister of Immigration, are required in Canada. Under the new regulations, continental Europeans are required to have their passports vised by a Canadian Immigration Officer stationed in Europe, and other immigrants, with the exception of British subjects or American citizens, must have their passports vised by a British Consul. The elimination of the money qualification regulation is likely to result beneficially to Canada, but it is to be hoped that the Government will in addition, without encouraging indiscriminate immigration, follow the advice so freely tendered to speed up their efforts to secure desirable immigration so necessary for the development of the country.

### Markets Home and Foreign

Materials, capital and labor can produce goods but the reward comes only when the goods are sold. This brings me to the question of markets. The home

market is the best market. The greater part of the products of the farms, the mines, the fisheries, the forests and the factories is sold in Canada. Surely then the home market should be adequately guarded by the Customs tariff.

It is an extraordinary fact that, while all other industrial countries in the world have greatly increased their Customs Tariffs since the war, Canada is the only country that has followed the opposite policy. This country has suffered three downward revisions in the tariff inside of three years; one in the Budget of 1919, one in the Budget of 1920 and one in the last Budget. While other countries have been raising their tariffs and shutting our goods out, Canada has thrice lowered her tariff, encouraging the goods of other countries to come in. This policy is not only opposed to the trend of international events, but is also contrary to the national fiscal policy under which this country has prospered and developed for over forty years.

Will every succeeding year see another tariff revision downward? Where will it end?

Is it not a sound policy to encourage the manufacture of articles used by Canadians in Canada, from Canadian materials and by Canadian workmen so that wealth may be accumulated in Canada and then taxed to pay off the national debt? Or should the national resources be plundered and sold in crude form, presenting to other countries the profits and employment from turning them into finished products, leaving Canadians bond slaves forever paying interest on the national mortgage? There are a hundred arguments in favor of the protective policy: There is only one of any weight that is ever used against it, viz:- that if there were no Customs Tariff, Canadians might be able to buy some imported articles cheaper than they now buy the same Canadian articles. There is not the slightest indication that the abolition of customs duties in Canada would produce this result. On the contrary, there are the strongest reasons for believing that, if the Customs tariff were abolished, the manufacturers of other countries would flood the Canadian market with their surplus goods at prices below the cost of production, until many Canadian factories were forced out of business. Then the manufacturers of other countries, having largely eliminated Canadian competition, could set what price they wished for their goods in Canada, and in the end Canadians would pay more, not less, for the manufactured goods they buy. As a matter of fact, the prices of Canadian manufacturers compare favourably with, and in many cases are lower than, the prices of the manufacturers of other countries where living conditions are similar to ours. The majority of Canadians must believe that this is so, because, when the Tariff Commission toured Canada in 1920, we asked for specific proof of charges to the contrary, but our request was unanswered, except by vague general statements. The fact that 80 per cent. of the purchases of Canada's largest departmental store are Canadian goods is a striking proof that Canadian quality and prices are acceptable to the buying public. On the Protectionist



side there is solid achievement which has created 38,000 manufacturing establishments in Canada, representing invested capital of \$3,230,000,000, producing annually products valued at \$3,500,000,000 and providing a living for 700,000 employees and their families or approximately two million people. On the other side there are only prophecies of what might be, if certain theories were put into effect without regard for the wisdom of experience and the policies of other countries.

#### New Articles

The general public scarcely yet realizes the enormous development in manufacturing in the last few years. It shows what we can do when given the opportunity. During the war other countries which had previously shipped us great quantities of goods, could no longer do so and we had to either make these goods ourselves or go without them. The manufacturers started to make them and owing to the war conditions their early efforts were not stifled by competition before they got under way. In addition, the Government raised the tariff materially by imposing a uniform revenue tariff increase of  $7\frac{1}{2}\%$ . With this increased protection, a reduction of competition from abroad, and a good demand for manufactured goods from other countries, the manufacturing industries of Canada expanded greatly. Several thousand articles are now made in Canada which were not made here six years ago. Surely Canada will not take a backward step and surrender this advance to her competitors.

#### Tariffs and Carriers

Everyone admits that the transportation problem in Canada is serious but everyone does not realize that transportation is inseparably linked with the Customs tariff. A scrutiny of the articles carried by the transportation companies shows that a very large percentage of the high paid tonnage consists either of products moving to factories or to factory populations and those dependent on them, or of goods moving from factories to other factories in a partly finished condition, or to consumers in a finished condition.

The transportation systems have been developed on the East and West principle. Their welfare is dependent on the maintenance of adequate duties between Canada and the United States, as every reduction in these duties increases North and South traffic at the expense of East and West traffic.

It is strange that the strongest demands for a reduction of the tariff come from Western Progressive members of Parliament, who are equally insistent on getting lower freight rates. The development of many new industries has provided traffic from industrial centres to the grain-growing areas. This traffic moves throughout the entire year, and contributes in a very substantial way to the total revenues of the transportation companies. Nothing is more certain than that our transportation services could not have obtained their present magnitude and efficiency without the industrial expansion which provides return loads for the trains that carry farm products from the Prairies. But

for this, the freight rates on agricultural products from the Prairies would have been so high that the Western farmers could not ship their produce to the sea.

The injurious effect of lowering customs duties would extend to the Canadian Government Merchant Marine and private lake and ocean shipping, the national ports of Canada, the canals, and the national financial organizations, all of which share with the railways in the development of domestic and foreign trade.

The Government has decided to give the public ownership of railways and the Merchant Marine a fair trial and this policy cannot be criticized adversely unless a better alternative is suggested. We have none to offer but we do offer our co-operation. In the end the experiment will succeed only in the degree to which it avoids political interference and provides that efficient service at reasonable cost which is so necessary to stimulate foreign and domestic trade.

#### Selling Goods Abroad

Although the home market is the best market Canada needs other markets also. Recent years have seen a great fluctuation in our external trade as the following statistics show:-

Year ending March	Imports
1914	\$ 633,692,449.
1919	\$ 916,429,335.
1920	\$ 1,064,528,123.
1921	\$ 1,240,158,882.
1922	\$ 747,804,332.
Year ending March.	Exports
1914	\$ 431,589,658.
1919	\$ 1,216,443,806.
1920	\$ 1,239,492,098.
1921	\$ 1,189,163,708.
1922	\$ 740,240,680.

As the statistics are in values instead of quantities the volume of trade is not in exact proportion to values, owing to the inflation of currency, but they demonstrate that the trade of Canada expanded greatly during and immediately after the war, and that during the past year it has shrunk considerably. It is not necessary to urge you to increase your export sales. You will do that readily if you can find markets. I do not think that the public realizes the great efforts put forth by Canadian manufacturers to retain the export trade developed during the War. That we have retained a considerable part of it is encouraging. British Preferential tariffs give us an advantage in several British countries and we are seizing these opportunities. A party of our members, which I had the pleasure of accompanying, has just returned from the West Indies, British Guiana and Bermuda. Groups of manufacturers have sent agents to China, to South America and other countries seeking trade. Canadian manufactured goods are now sold in forty-four countries, which shows that her manufacturers are losing few opportunities to sell their goods abroad.

Our's is a country of great distances, of wide sparsely settled spaces divided into scattered units with diverse interests. This, added to the fact that for nearly four thousand miles we skirt the northern boundary of the United States

with its large population highly developed and diversified interests within easy reach of our chief centres of population, makes the problem of our cohesion and development a difficult one.

Only wise and far sighted statesmanship, with due consideration for all classes and sections, can accomplish this and weld together these widely scattered provinces into a nation, prosperous and happy, as upon the degree of prosperity and contentment which exists among our people, whether east or west, depends our welfare as a country.

#### Our Association

May I say a few words about our Association. The C. M. A. is no mushroom growth. It is now in its fifty-first year, and is a thoroughly national organization. It has a large membership in every province of Canada. Its government is democratic. One member's vote is as good as another's, irrespective of the size of his firm. The final power resides in the Annual Meeting; between Annual Meetings it is delegated to the Executive Council. It is significant that about eight hundred of our members serve on the various committees of the Association, a certain number retiring each year, and thus providing new blood while preserving continuity. One of the secrets of the Association's strength and usefulness is that it has never been a one man concern or a group of men concern, nor has it ever been dominated by political, sectional or geographical influence. It is not a merchandising or employment organization; it has always been a body of manufacturers working harmoniously together to study not only industrial matters, but also questions of national interest. Our Association is equipped to deal with national, provincial and municipal matters. The Divisions and Branches deal with matters within their respective territories, but co-operate to secure national action on national affairs. The membership has increased steadily from the time of the Association's foundation, 1872, till the present. It is now about 4,300. On the administrative side the Association has grown from a one room office in Toronto, with a staff of three, to offices in Victoria, Vancouver, Winnipeg, Ottawa, Toronto, Hamilton, Montreal, and Amherst, with a total salaried staff of sixty-five. The cost of maintaining this organization is a very trifling percentage of the annual value of goods manufactured in this country.

It is significant that during the past two years of trade depression, our Association has experienced a net gain in membership each year and it is especially gratifying to note that a large part of this increase has been west of the Great Lakes.

In conclusion, on behalf of the Executive Council, I beg to thank all Committee members who have given so much thought and time to the work of the Association, and also to express appreciation to all other members for their loyal support and co-operation during the year.

All of which is respectfully submitted.

W. S. FISHER,

President.



# Report of the Treasurer

**Membership Fees earned Sufficient  
to meet expenses incurred during  
the year and leave credit balance**

Toronto, 2nd June, 1922.

*The President and Members,  
Canadian Manufacturers Association, Inc.,  
Toronto.*

Gentlemen,

We have audited the books and accounts of the Association for the year ending 30th April, 1922, and attached hereto please find Balance Sheet, Revenue Account, etc., with supporting schedules. We have verified the Cash on Hand, Advances for Travelling Expenses and Balances in Bank, by actual inspection or by properly certified statements. We have examined the Investments as shown in Schedule E. and found them in order. Due provision has been made for all Doubtful Accounts receivable.

Yours faithfully,  
**WILTON C. EDDIS & SONS.**

## BALANCE SHEET, 30TH APRIL, 1922.

30th April, 1921. 30th April, 1922.

### LIABILITIES.

\$10,608 10	Accounts payable .....	\$8,314 12
61,102 01	Fees paid in advance..	\$78,679 36
885 92	Buyers' Guide and sub- scriptions to INDUSTRIAL CANADA, paid in ad- vance .....	852.30
		79,531.66

### REVENUE ACCOUNT.

37,819.46	30th April 1921 By balance	\$37,819.46
	30th April 1922 By surplus for Year .....	14,786.30
		52,605.76
\$110,415.49		\$140,451.54

### ASSETS:

\$23,929.01	Cash on hand and in bank	\$55,457.84
53,568.76	Investments, Schedule C.	53,651.77
1,199.52	Interest accrued on above	1,344.49
\$78,697.29		\$110,454.10

### Accounts Receivable, INDUS-

TRIAL CANADA ..... 13,157.20  
Less reserve for bad debts 1,000.00

14,803.58		12,157.20
4,204.20	Sundry debtors .....	2,493.52
1,099.58	Members fees accrued and due .. .....	1,560.41
		16,211.13
710.84	Prepaid expenses .....	1,086.31
10,900.00	Furniture and equipment ..	12,700.00
\$110,415.49		\$140,451.54

Audited and found correct.

WILTON C. EDDIS & SONS,  
*Chartered Accountants.*

### REVENUE ACCOUNT.

For Year Ending 30th April, 1922.

Membership fees Earned .....	\$180,185.15
Deduct:	
Expenses, Schedule A. ....	177,673.45
Depreciation-furniture and equip- ment .....	1,463.92
	179,137.37
Surplus on Fees Account .....	1,047.78

Surplus Industrial Canada-Schedule B. ....	9,601.89
Interest Earned .....	3,671.20
Trade Index 1919 .....	465.43
Total Surplus for year carried to Balance Sheet .....	\$14,786.30

## SCHEDULE A.

### EXPENSES.

For Year Ending 30th April, 1922.

Annual Meeting 1921 .....	\$4,930.90
Certificates .....	684.55
Divisions and Branches	
British Columbia Division .....	10,350.22
Maritime Provinces Division ....	6,185.15
Ontario Division including Hamil- ton Branch .....	6,679.53
Prairie Provinces Division .....	11,809.89
Quebec Division .....	16,590.47
Ottawa Office .....	10,291.71
	61,906.97
Departments:	
Commercial Intelligence .....	13,122.81
Legal and Industrial Relations in- cluding Counsel Fees .....	13,521.94
Tariff .....	20,385.63
Transportation .....	16,600.23
Trade Sections .....	4,746.84
Exchange .....	212.44
General Expenses, exclusive of De- partments, Divisions and Branches	
Postage .....	1,104.06
Printing and Stationery .....	626.00
Rent and Light .....	3,493.56
Salaries .....	31,147.32
Telegraph and Telephone .....	534.55
Travelling .....	2,069.05
Newspaper and periodical subscrip- tions—Press clipping service ....	844.58
	39,819.12
Sundries .....	973.00
Translations .. .....	768.82
	\$177,673.45

## SCHEDULE B.

### INDUSTRIAL CANADA.

Statement Showing Income and Expenditure.  
for Year Ending 30th April, 1922.

### INCOME.

Advertising display .....	\$67,254.91
Advertising, Buyers' Guide .....	1,500.71
Sale of copies .....	579.81
	\$69,335.43

### EXPENDITURE:

Electros .. .....	\$1,037.07
Postage and distribution .....	2,348.28
Printing and stationery .....	33,482.42
Rent and light .....	1,150.03
Salaries, Commissions and Special Literary Matter .....	20,442.63
Telegraph and telephone .....	273.48
Travelling .....	328.55
Sundries .....	209.98
Bad debts .....	461.10
	59,733.54
Profit for year carried to Revenue Account ....	9,601.89
	\$69,335.43



# Investments

## SCHEDULE C.

Due Date:	Rate of Interest	Yield	Par Value	Amortized Value.
1 July, 1944 City of Toronto £1,000 .....	3½%	4.25%	\$4,866.67	\$4,341.20
1 July, 1948 City of Toronto £1,300 .....	4%	4.75%	6,236.66	5,615.54
1 July, 1925 City of Toronto .....	4½%	5.4%	5,000.00	4,867.44
1 Jan., 1941 City of Stratford .....	4½%	4.25%	10,000.00	10,304.35
1 Oct., 1932 City of Brandon .....	5%	5.1%	10,000.00	9,919.42
30 June, 1942 Riordon Pulp & Paper .....	6%	6.1%	5,000.00	4,961.62
1 Dec., 1927 Dominion of Canada War Loan .....	5½%	5.8%	10,000.00	9,903.64
1 Nov., 1934 Dominion of Canada War Loan .....	5½%	6.25%	4,000.00	3,738.56
			\$55,103.33	\$53,651.77

## The Executive Committee's Report

### General Administrative Work and Principal Business of the Association under Review

#### Proceedings of the First Session

**I**N reporting on the administrative department of the Association's activities, your Committee begs to point out that the Association has problems to solve very similar to those of other business concerns, such as organization, management and maintaining a proper relationship between revenue and expenditure.

During the year ending April 30th, 1920, the Association accepted 637 new members; last year it accepted 447 new members; and this year, 452 new members, making a total of 1536 new members in the past three years, the greatest increase for any three year period in the Association's history. Arrangements had to be made to give service to these new members, involving a proportionate increase in administrative costs. Convinced of the necessity of providing for these new members and foreseeing that, as our membership fees are based on the number of employees there would be a shrinkage in revenue owing to decreasing staffs and other results of the trade depression, the Annual Meeting last year authorized an increase in the fees, and the wisdom of this course has not only been fully justified, but has also met with general approval. Of 4100 members who have been invoiced for fees under the increased rate only 38 complained or asked for explanation and after interviews or correspondence 30 of these paid. On the basis of the maximum of employment reached in 1920 the increase would have augmented our revenues from fees by 50 per cent. However, owing to the reduction of manufacturing staffs and trade conditions the average increase in revenue, as applied to practically the entire membership which has been invoiced at the increased rate, amounts to only 35 per cent.

The total revenue of the Association for the year amounted to \$194,423.67; the cost of operation was \$179,637.37, leaving a surplus of \$14,786.30. Of the total surplus, \$9,601.89 was derived from "Industrial Canada," \$3,671.20 from interest on investments and bank deposits, and \$465.43 from the "Canadian Trade Index." Your Committee submits that the Association should endeavor to finance

its operations from membership fees.

The above statement shows that this was accomplished last year, as the revenue from fees was \$180,185.15, the total expenditure \$179,137.37, leaving a surplus from fees alone of \$1,047.78. Your Committee desires to express its thanks to the Divisional and Branch Executive Committees, the members of which have rendered most valuable assistance during the year in extending our membership, in restricting operating costs, and in co-operating generally with the work of your Committee.

#### Publishing

Acting with the Publishing and other Committees, your Committee carried out an extensive publishing programme during the year which will be dealt with in greater detail in the report of the Publishing Committee.

#### Made in Canada Campaign

A report will be presented at a later session on the "Made-in-Canada" campaign, which last year was broadened into a "Produced-in-Canada" campaign and as such received the co-operation of agricultural and other organizations. Your Committee begs to emphasize the great importance of this work which is related so intimately to the prosperity of the country.

#### West Indies Trip

A representative party of our members, headed by our President, spent two months in visiting the British West Indies, British Guiana, and Bermuda. Arrangements for the trip were made by your Committee. A full report will be submitted at a later session but it may be stated here that the trip was successful and members of the party are confident that, as a result, trade between Canada and these countries will be increased.

#### Trip to Mexico

In April arrangements were well advanced for a party of our members to visit Mexico for the purpose of studying

trade conditions. Conditions arose, however, which necessitated postponement, but it is hoped that the proposal will be revived in the Fall as the prospects of increasing the trade between Canada and Mexico are reported to be encouraging.

#### Deputation to Dominion Government

Acting with the Tariff, Legislation, Commercial Intelligence and Divisional Committees, your Committee arranged for a deputation to interview the Dominion Government in Ottawa on February 23rd in regard to the following matters connected with the trade and commerce of Canada,—

The French Treaty.

Canadian Customs appraisal and depreciated currencies.

Anti-Dumping Legislation.

Marking country of Origin on imported goods.

Taxation.

Preferential Tariff with Australia.

Produced-in-Canada Train to France.

Establishment of a National Bureau of Industrial Research and the Commercial Intelligence Service.

56 members of our Association formed the deputation, and it is interesting to note that the delegations from British Columbia and the Maritime Provinces were large and representative in spite of the distance they had to travel.

#### Great Lakes-St. Lawrence Waterway

On the recommendation of your Committee the Executive Council decided to recommend to the Annual Meeting that the Association should not pronounce any official opinion on the ultimate disposal of this project, but that, in view of present financial conditions, it should not be considered at present.

#### Staff Conference

Immediately after the Annual Meeting last year a conference of the Heads of Departments and Divisional Secretaries was held at the Head Office for the purpose of making arrangements to carry into effect the policies outlined at the Annual Meeting. Administrative problems were also discussed and plans outlined to secure correlation between departmental and divisional work.

#### Canadian Chamber of Commerce, London

The Association has been asked to endorse the work of the recently organized Canadian Chamber of Commerce in Lon-



don, England. Your Committee has made careful investigation and has no hesitation in doing so. The Hon. P. C. Larkin, Canadian High Commissioner in London, has recently consented to act as Honorary President of this organization.

The Association has been asked to make an annual grant of \$10,000 to its support. Your Committee could not see its way clear to pledge the Association to a permanent contribution of so large an amount, but it is felt that the work of the Chamber is worthy of some assistance. Your Committee therefore recommends that the incoming Executive Committee endeavor to arrange for some measure of financial assistance, possibly by circularizing the membership and asking those who are interested in export trade to Europe to make individual contributions.

### Industrial Canada

*Industrial Canada* has been handicapped during the past year by the printers' strike which began June 1st, 1921.

During the greater part of the year it was necessary to have parts of the magazine printed in several plants, one of them outside Toronto. However, the publication appeared with reasonable regularity and the July issue will be produced under normal conditions.

Special departments for the news of each of the five divisions has been an editorial development of the year, and recently, a section has been printed in French. The amount of news arising out of the activities of the Association is steadily increasing, and a summary is presented each month for the information of our members.

A successful effort has been made during the past year to secure from a large number of our members their views on business conditions, and this has been a valuable addition to the journal. The "Annual Review" of the January Number and the reports on increased industrial activity in the March issue demonstrate the success of this policy.

In spite of adverse conditions in some of the industries from which *Industrial Canada* derives much of its revenues, advertising has been maintained at a creditable standard, as the Treasurer's report shows, and with reviving business conditions the coming year is faced with confidence.

### The Canadian Trade Index

"The Canadian Trade Index," the last edition of which was brought out in 1920, is now being revised under direction of the Commercial Intelligence and Publishing Committees, and will be ready for distribution early in 1923. The Index performs a most valuable service in developing and facilitating the buying of Made-in-Canada goods both at home and abroad and should have the support of our members, who can expedite publication by returning promptly the information required by the editorial department for classification and also by making use of its advertising pages.

### Library

The library maintained at the head office has been considerably extended and improved during the past year. It con-

tains approximately 15,000 books, pamphlets and reports and 200 volumes on legislation. In addition to the bound volumes, over 100 magazines, many of them technical, are received regularly, also the chief daily and weekly newspapers. We take three press clipping services; one from New York, which furnishes clippings from the United States publications; one from London, which provides United Kingdom clippings; and one from Toronto, which supplies Canadian clippings. The Association subscribes to the chief daily newspapers published in the territory of each Division and the Divisional Secretaries read these papers and forward clippings to the Head office for the attention of the Departments concerned. The library passes all magazines, clippings, and journals to the Departments as they are received and thus keeps them in touch with current events in which they are interested. The reference department files away material likely to be of future use, and this is available not only to the staff but also to our members at any time upon request.

### Trade Sections

In the past two or three years there has been an increasing tendency for the trade sections to function through the Divisional offices. Last year, 434 meetings of 76 different groups have been held, distributed as follows,—

Toronto	192 meetings	38 groups
Montreal	148 "	21 "
Vancouver and Victoria	63 "	5 "
Hamilton	12 "	1 "
Winnipeg	9 "	3 "
Ottawa	7 "	6 "
Amherst	3 "	2 "

In the previous year there were 384 trade section meetings. Thus last year showed an increase of 50 meetings. With few exceptions those who attended these meetings are located within their respective Divisions. Reports of these meetings are centralized in the Head Office, so that co-operation may be developed where necessary, and there have been many instances where prompt action has been facilitated through the co-operation of groups in different Divisions.

### Total Meetings

The value of the Association to members depends on how much they use it. That members are using the services of the Association is shown by the number of meetings held during the past year which are summarized as follows,—

327 General Committee and Trade Section meetings held at Head Office with a total attendance of ....	4,905
399 meetings, General, Committee and Trade Section meetings held at Divisional, Ottawa and branch offices with a total attendance of .....	4,150
726 meetings with a total attendance of .....	9,055

### Correspondence

Owing to the great area of this country, it is only occasionally that the majority of members can visit the Head, Divisional, Ottawa and Branch offices of the Association, and consequently the services of the Association must be carried to the members largely by corres-

pondence. During the past year the Association has issued bulletins, circulars and post card notices covering a very wide range of subjects. The totals are as follows,—

Issued by Head Office .....	349,500
Issued by Division, Ottawa and Branch Offices .....	53,850

403,350

The following list indicates some of the more important circulars issued,—

Sales Tax, and Amendments.  
Legislation Respecting Marking of Goods.  
Changes in Customs Act of Canada.  
Wages in Industrial Countries.  
Made-in-Canada.  
Company Cases.  
Parliamentary Legislation, 1921.  
General Reduction in Freight Rates Effective December 1st, 1921.  
"Good Will" Donations and Advertising.  
Taxation of Unlicensed Insurance.  
The West Indies.  
Coal Strike in the United States.  
Budget, 1922, Taxation and Tariff Changes.

For the past fiscal year the Head, Division, Ottawa and Branch Offices have handled a great number of dictated typewritten letters, both incoming and outgoing, the figures being approximately as follows:—

	Incoming	Outgoing
Head Office .....	41,500	53,845
Divisions, Ottawa and Branch offices .....	21,000	31,325
Total .....	62,500	85,170

From records taken for the Head Office alone, over a set period, it is evident that approximately 60,000 incoming calls were made over the telephone, and the records also indicate that the Head Office staff gave approximately 15,000 personal interviews to members and others who visited the office during the year. Many visitors from other countries make our offices throughout Canada points of call.

In conclusion, your Committee begs to express its thanks for the loyal support which has been given it by the members during the year.

All of which is respectfully submitted.

W. S. FISHER, J. E. WALSH,  
President. General Manager.

J. T. STIRRETT,  
General Secretary.

The Department of Insurance, Ottawa, have commenced the publication of a bulletin, called *Fire Control*, the aim of which is to disseminate "information relative to the protection of life and property against destruction by fire and to direct public attention to the urgent need for greater carefulness in respect to fire dangers." The first issue of the bulletin, that for June, contains 12 pages of well-selected material bearing on these points and it is to be hoped that the effort made to rouse the public to a sense of the seriousness of fire loss will be successful.



# Report of Legislation Committee

## Careful Review of Federal and Provincial Legislation of Past Year Affecting Manufacturers

**Y**OUR Legislation Committee has pleasure in submitting its report on the work of the past year in the hope that the results secured will prove beneficial.

### Federal Legislation

#### Company Licensing Cases

One of the difficult questions arising under the British North America Act has been that concerning the right claimed by provincial governments to exercise a certain jurisdiction over companies incorporated by the Dominion Government.

While the recent decision of the Judicial Committee of the Privy Council in the Great West Saddlery Company vs. the King, and the various other cases consolidated therewith (involving about seventy-five companies which were doing business in Canada under Dominion charter and were taxed by the provinces in which they operated) throws no additional light on this question, it does, at all events establish that the provinces have no right by any provincial legislation to interfere with the operations of Dominion companies. An attempt to do this had been made in several provinces by statutes requiring Dominion companies to take out provincial licenses to do business and by the imposition of license fees, and forbidding the carrying on of business in case of default. While it is conceded that the provinces may impose a tax on all companies doing business within their respective limits, there can be no discrimination in this respect between provincial and Dominion companies, neither can any province prevent a Dominion company from carrying on its business for default in payment of taxes so imposed. Transactions carried on through non-resident travellers, or by correspondence is not "doing business" within the meaning of the provincial legislation. This decision also establishes that with regard to the acquisition of lands within any province by a Dominion corporation, it is bound by the local laws prevailing in each province and where a mortmain law exists, as in Ontario, it is binding on Dominion companies, and land cannot be acquired or held by them except in accordance with the provisions of such provincial law.

Since this judgment of the Privy Council was handed down on 25th February, 1921, seven provinces in all have enacted amendments of their provincial acts to square with the findings of the Judicial Committee,—namely Ontario, Quebec, Nova Scotia, New Brunswick, British Columbia, Saskatchewan and Alberta.

The Ontario Government has now announced the terms on which licenses-in-mortmain may be issued by the Lieutenant-Governor-in-Council to any corporation to acquire and hold land in mortmain in perpetuity or otherwise.

Fees for licenses-in-mortmain are based on the value of the land owned by the corporation for the purpose of carrying on business in the Province of Ontario.

Following upon negotiations by your Legislation Committee, the Ontario Government has agreed to take the initiative in convening an inter-provincial conference in the course of the ensuing recess, toward securing more uniform legislation and regulations regarding company matters, and all the governments with the exception of that of Prince Edward Island, which is not a manufacturing province, have expressed



J. C. MacFarlane

Canadian General Electric Co., Limited, Toronto  
Chairman, Legislation Committee

their interest in this conference and promised to take part.

The Council of the Canadian Bar Association, which met in Montreal on 11th March last, has, through Sir James Aikins, President, cordially agreed to co-operate, and has appointed the Ontario members of the Canadian Bar Association's Committee on Uniform Legislation and Law Reform,—with Hon. N. W. Rowell, K.C., Toronto, as convener—to assist your Legislation Committee.

Your Legislation Committee is hopeful that through this conference, we shall be able to reach a mutual arrangement as between the various provinces tending to facilitate inter-provincial business. Commerce and investment know no provincial limit and should not be subjected to the inconvenience and hampering effect of dissimilar laws.

### Bankruptcy Act

The attention of your Legislation Committee was directed to complaints re-

ceived through the Montreal Branch as to the manner in which the Dominion Bankruptcy Act has been working out in the Province of Quebec. After careful investigation, the Committee found that the cause of complaint lay not in the law itself so much as in the manner of its administration.

The subject received careful consideration at subsequent conferences with representative "authorized trustees" in all the provinces, and with the Dominion Government, with a view to introducing amendments to the Act putting greater power in the hands of the ordinary creditor and thus facilitating administration.

Meantime, three amending bills have been introduced in the House of Commons: (1) by Mr. S. W. Jacobs, K.C., M.P., providing that it shall be an added ground for the making of a petition in bankruptcy if the debtor gives notice to any of his creditors that he has suspended, or is about to suspend payment of any of his debts, and, secondly if he ceases to meet his liabilities generally as they become due; (2) by Mr. J. A. C. Ethier, M.P., specifying the Court to which bankruptcy petitions are to be presented (both of which were referred to the Select Standing Committee on Banking and Commerce); and (3) by the Minister of Justice, which received its first reading on May 22nd, 1922, providing, *inter alia*, for the avoidance of general assignment of book debts, against the trustee in bankruptcy, or under the authorized assignment, where there is no registration under a provincial act; enjoining the trustee to include a list of creditors in notice of first meeting of creditors; and to verify the debtor's statement of affairs and to make an inventory of his assets for the information of the creditors; providing that single judges may be assigned to bankruptcy work; and that an "authorized trustee" failing to comply with any of the provisions of the Act is guilty of an indictable offence.

The objects of enacting Bankruptcy Legislation are to obtain uniformity of law and practice in all the provinces; to relieve honest debtors of liabilities beyond their means, and thus give them an opportunity to make a fresh start, and to introduce a cheap and expeditious method of closing out insolvent estates. From information received by your Committee, the experience so far of the Dominion Bankruptcy Act shows that these objects have been substantially realized.

### Patents and Copyrights

Your Legislation Committee has had various representations from members favoring the re-consideration of the consolidated Patent Bill introduced by the Minister of Trade and Commerce, but dropped in last session, but as the time of Parliament is expected to be so largely taken up during the present session with the question of railway rates and other urgent matters, it is not likely it can find time to deal with patent legislation.

Realizing that the purpose of the laws relating to patents and similar forms of industrial property is to promote the growth of industry and commerce, your Legislation Committee will meantime endeavor to correlate the views of the various industrial interests on the subject.



The new consolidated Copyright Act enacted last year has not yet come into effect.

### Combines and Fair Prices Act

It will be recalled that owing to the strong sentiment aroused against the Board of Commerce, which was charged with the general administration of the Combines and Fair Prices Act, 1919, the Board submitted a stated case to the Supreme Court of Canada to determine whether in fact Parliament had power to create the Board of Commerce. The Canadian Manufacturers' Association was represented on the argument by Mr. W. N. Tilley, K.C., as special counsel.

Six judges of the Supreme Court of Canada were equally divided as to the validity of these Acts and would not render judgment thereon, but by consent, referred them to the Privy Council. The Privy Council gave judgment on November 11th, 1921, holding, *inter alia*, that both Acts were *ultra vires* the Dominion Parliament, for the reason that it was a question of "property and civil rights" which fall within the jurisdiction of the provincial legislatures.

As the Combines Investigation Act of 1910 was wholly repealed by the Combines and Fair Prices Act of 1919, the effect of the judgment of the Privy Council is to wipe out entirely civil legislation in Canada on the subject of contracts in relation to prices. The Criminal Code fully provides for the prevention of the undue enhancement of prices.

### Federal Income Tax Law

Under an amendment of the Federal Income Tax Act, 1921, considerable modifications of the penalties imposed in the original Act were introduced effective as of 1st June, 1920.

Your Legislation Committee submitted to the Minister of Finance in anticipation of the issue of this year's budget, a memorandum recommending that the Income War Tax Act be amended to the effect: (1) that net loss resulting from any trade or business carried on by the taxpayer for any taxable year should be a deduction from the taxpayer's net income for the succeeding year, and that any unabsorbed balance should be a deduction from net income for the next succeeding year, following the Federal Revenue Act of the United States; (2) that stock dividends should not be taxable until sold; and (3) that income tax payable to a province should be declared an "expense of doing business" and allowed as such. But no changes in the Income Tax Act are announced for the present.

There can be no question of the hazard by which industry is faced by reason of the disproportionately heavy burden of taxation it is made to bear; it impairs the productiveness of industry and thereby hurts the welfare of all. We believe that there are too many tax-gatherers under our three-government system, and that some plan of co-ordination and uniformity is essential.

It is believed that the bulletins issued at different times by the Legal Department to our entire membership, explanatory of the provisions of the law, have contributed materially to relieve the difficulties experienced by companies with

respect to annual returns and tax incidence.

While the Canadian Income Tax Act gives to United States citizens or other non-residents, the same terms of income tax as our own people have, namely, a basic rate of 4% on the excess over \$2,000 for married persons, and \$1,000 for unmarried persons; Canadians who live in Canadian border communities and work on the south side of the line are subjected to the 8% American tax on excess over \$1,000. The object of this tax is to keep out aliens or make it difficult for them to do work that Americans could have.

Accordingly, the present House of Commons passed a resolution urging the Finance Minister to put a retaliatory tax of 8% on income over \$1,000.00 of aliens in Canada.

### Research Council

Although a bill submitted by Sir George Foster to establish a National Research Institute was approved by your Legislation Committee last year, no provision has yet been made for the erection or equipping of quarters in Ottawa for this desirable institution. There is, however, a vote of \$120,000 to the Honorary Advisory Council which, being the same as the amount voted last year, will enable that body to carry on its work but only on the same limited scale as since its inauguration.

### Uniformity of Commercial Law

The independent action of the various provincial legislatures naturally results in a certain diversity of legislation. In some cases diversity is inevitable, as for instance, when the Province of Quebec legislates upon subjects within the purview of the Civil Code of Lower Canada and according to principles derived from the old law of France, and the other provinces legislate upon similar subjects according to principles derived from the common law of England. In such cases the possibility of securing uniformity is confined to the common law provinces. There are, however, many other cases in which no principle of either civil law or common law is at stake, with regard to which the problem of securing uniformity is the same in all the provinces. Both these classes of cases include subjects of legislation as to which it is desirable, especially from the point of view of merchants doing business in different parts of Canada, that legislation should be made uniform throughout the provinces to the fullest extent possible.

In the United States, work of great value has been done by the National Conference of Commissioners on Uniform State Laws. Since the year 1892 these Commissioners have met annually. They have drafted uniform statutes on various subjects, and the subsequent adoption of these statutes by many of the state legislatures, has secured a substantial measure of uniformity. The example set by the state commissioners in the United States was followed in Canada when, on the recommendation of the Council of the Canadian Bar Association, several of the provinces passed statutes providing for the appointment of commissioners to attend an interprovincial conference for the purpose of promoting uniformity of legislation.

The first meeting of commissioners and representatives of the provinces took place at Montreal on the second of September, 1918, and at this meeting the Conference of Commissioners on Uniformity of Legislation in Canada was organized. The second annual meeting of the Conference took place at Winnipeg on the 26th, 27th, 28th, and 29th of August, 1919, the third at Ottawa on the 30th and 31st of August and the first, second and third of September, 1920, and the fourth at Ottawa on the second, third, fifth, sixth, seventh and eighth of September, 1921.

In 1919 the Conference considered and adopted a report on legislative drafting, containing a carefully prepared selection of extracts from books written by the leading authorities on the subject, and directing attention to many important rules to be observed by draftsmen of statutes.

In 1919 and 1920 the Conference secured the adoption of the Sale of Goods Act, 1893, and the Partnership Act, 1890, in those common law provinces which had not already adopted them, and these two codifying statutes are now in force in all the provinces of Canada except Quebec.

In 1920 the Conference revised and approved model uniform statutes relating to legitimation by subsequent marriage and to bulk sales.

In 1921 the Conference revised and approved model uniform statutes respecting fire insurance policies and warehousemen's liens.

Draft statutes relating to conditional sales, reciprocal enforcement of judgments and life insurance have been considered by the Conference, and it is hoped that in 1922 model uniform statutes on these subjects will be revised and approved.

### Other Subjects Discussed

Other subjects which have been considered by the Conference or which have been referred to committees for report are: companies, devolution of estates, wills, succession duties, mechanics' liens, workmen's compensation for injuries and fraudulent conveyances.

Statutes have been passed in some of the provinces providing both for contributions by the provinces towards the general expenses of the Conference and for payment by the respective provinces of the travelling and other expenses of their own commissioners. It is hoped that similar statutes will be passed by the other provinces. The commissioners themselves, receive no remuneration for their services.

It seems desirable to direct attention to the fact that the appointment of commissioners does not bind any province to accept any conclusions arrived at by the Conference, and that such uniformity of legislation as may be secured by the labors of the Conference will depend upon the subsequent voluntary acceptance by the provincial legislatures of the recommendations of the Conference.

Your Legal Department is represented at the annual Conference by the Legal Secretary and is thus kept in close touch with the work of the Commission.



## Provincial Legislation

The following is a summary of the matters which have more immediately engaged the attention of the Divisional Legislation Sub-Committees during the year:—

### Ontario Division

The number of bills introduced in the present session, to date, is 270, some of which are being referred to Special Committees of the Legislature for consideration, during the recess. Much of the new legislation, if submitted to the light of research and mature judgment, would never be brought before the Legislature at all.

#### (a) Workmen's Compensation.

The Ontario Government have seen fit to introduce class representation into the constitution of the Workmen's Compensation Board by the appointment of a Labour representative. The Ontario Division asked for, but did not receive, a representative of the employers on the Board.

Two amendments, however, are proposed in a bill introduced by the Minister of Labor, increasing from ten dollars to fifteen dollars the monthly allowance for each child of a deceased workman, where the widow dies and securing an award at the Ontario rate to railway workers whose runs cross the international border.

The Workmen's Compensation Act of Ontario went into effect on first of January, 1915.

The Canadian Manufacturers' Association have on many occasions gone on record as being in favour of the principle of workmen's compensation provided that some contribution toward the compensation were made by the employee. In adding this proviso, they have behind them the support and authority of one of the greatest experts in the world on these questions, namely Lord Asquith.

In spite of the fact that the Ontario Compensation Act was introduced without any provision for contribution by the employee, the members of this Association have from the beginning accepted the situation and co-operated in trying to make the Act a success.

At the session of 1920 the Legislature saw fit to increase the scale of compensation from 55 to 66½% and also to increase certain other benefits, e.g. to widows and children. This increase in the scale of compensation was vigorously opposed by this Association and by employers generally for this reason, among others, that a substantial increase in the scale would undoubtedly increase the difficulty of getting men back to work, that is, would increase malingering.

During the first year under the new scale the number of accidents increased by 10,592, though the number of workmen employed was practically the same. The total amount of compensation awarded increased from less than 4¼ millions to more than 7¾ millions. It is true that of this amount of 7¾ millions approximately 2¼ millions went to pay the increases in respect of old cases, but this leaves 5½ millions for 1920 as against 4¼ millions for 1919. Even bearing in mind that the increased scale was in force for the last six months of 1920, it is obvious that this startling increase is largely due to the increase of

10,592 in the number of accidents, which in turn is undoubtedly due, in part, to increased malingering.

Coming now to the figures for 1921 we find that there was a falling off in the number of accidents of approximately 17%. This would entitle one to assume, if the scale of compensation had been the same for both years, that there would be approximately 17% decrease in the total awards. As a matter of fact, of course, the 66½% scale while it was in force for the whole of 1921 was only in effect for six months of 1920, so that one is not entitled to expect 17% decrease in the total awards; but neither would one expect to find that the total awards had actually increased by approximately \$100,000. Again, it is submitted, the explanation to no small extent is that injured workmen are not returning to work as promptly as was the case when the scale of compensation was 55%. The importance of this point will only be appreciated if it is realized; first, that 50% of the cases are one to two weeks cases, and second, that the cost of medical aid is in a very great many cases more than the actual compensation awarded.

Early in February a questionnaire was sent out to the entire Ontario membership asking for replies on the advisability of:—

1. A three-day absolute waiting period;
2. A contribution by the employees to cost of medical aid;
3. A contribution by employees to the cost of benefits;
4. Exclusion of clerical staff and salesmen.

The questionnaire also asked for particulars as to the cost of compensation under the present Act as compared with the cost before the Act came into force, also particulars of the amount of money spent on safety appliances, etc., and finally information as to concrete cases of malingering.

Three hundred and seventy-eight replies were received. The replies to the first four questions show that 70% of the membership are in favour of the three-day absolute waiting period in preference to the present seven-day non-absolute waiting period; that 70% are in favour of contribution by the employees to the cost of medical aid; that on the question of contribution by the employees to cost of benefits there is no clear-cut majority one way or the other; and that 85% of the membership is in favour of the exclusion of clerical staff and salesmen.

With regard to the cost of compensation under the present Act, as compared with the cost prior to the coming into force of the Act, it goes without saying that the cost under the Act is very much greater,—in some cases three or four times as much,—but it must, of course, be remembered that the benefits under the Act are much greater.

As to the amounts spent on safety appliances and safety work generally, no definite figures could be obtained as in most cases no separate account was kept of these expenditures.

The problems of accident prevention and compensation received a full discussion at a Joint Safety Convention held in the King Edward Hotel, Toronto, on April fourth and fifth. The Convention

assembled under the auspices of the Canadian Manufacturers' Association, the Workmen's Compensation Board, and allied organizations. Important addresses were delivered by authorities on compensation experience, including Mr. Samuel Price, Chairman of the Workmen's Compensation Board, Professor C. L. Starr, Mr. John R. Shaw and others. It is the generally accepted view that any relief from the present heavy assessment charges can only be looked for through a substantial reduction of accidents, and thus the benefit of organized discussions on safety problems cannot well be over-stated.

#### (b) Ontario Assessment Act.

The Ontario Assessment Act has undergone revision in each of the past few years. The most important amendment came two years ago, when the exemption from income tax that had existed in the case of dividends from mercantile and manufacturing institutions since 1904 was deleted. Last year an amendment was put through providing that agents and guardians could be required to file returns of income received by them on behalf of any other person.

This year, other legislation is being sought to make the income tax provisions even more drastic. If the amendments go through, every person or partnership now paying business tax will be required to pay the mill rate on the amount by which his income exceeds his business assessment.

By a further amendment, however, it is proposed that the rate of assessment on the business of a wholesale merchant will be reduced from 75% to 30% of the assessed value.

The cumulative effect of the various amendments has been to exact a taxation in Toronto which is probably the highest proportionately of any City in the Province.

There was a bill introduced in the present session of the Provincial Legislature proposing that dividends derived from shares in the stock of corporations carrying on a mercantile or manufacturing business (such corporations having already paid the business assessment) should be exempt from further taxation in the hands of shareholders.

The amending bill also contained certain other amendments which were strongly advocated by our Legislation Committee.

The bill was supported by members of the Municipal Committee of the Legislature, as well as by a delegation from the Ontario Division and the Toronto Board of Trade.

All the members of the Ontario Division were previously advised of the seriousness of the present act, and its effect on industry in the province, and were urged to place those facts before their representatives in the Legislature. We also retained special counsel to assist our Legal Department in promoting the bill.

Notwithstanding this, strong delegations from the principal municipalities throughout the province appeared before the Municipal Committee of the Legislature in opposition to the bill. The Municipal Committee was also inundated by protests from many of the municipalities not represented, resulting in the



defeat of the bill, with the exception of two minor clauses.

The clause defining "retail" for the purposes of business assessment was allowed, as well as the clause providing that annual returns by companies are to be made to the various municipalities in Ontario as of one fixed date, instead of companies being called upon, as heretofore, to make out their returns as of a different date for every different municipality. The former will be of substantial benefit in any lines of industry carrying on both a manufacturing and retail business, because the manufacturing portion will be taxed at the sixty per cent. rate, while the retail portion will now be assessed at the retail rate of 25 per cent. The advantage of making annual returns at one date will also save considerable inconvenience to the accounting departments of all the industries.

With regard to the principal clause—that relating to the taxation of dividends—the various arguments advanced by our spokesmen, viz.:—the injustice of the double taxation involved, the danger to industry and its development in this province, and the checking of the flow of capital into industry, made a considerable impression on the Committee, and were not in any way met or refuted by the municipalities. The latter in effect simply took the position that they required the additional revenue and that this was the easiest way of getting it.

The situation is now so inequitable that it cannot remain on the present footing.

#### (c) *Mechanic's Lien Act.*

In the last session of the Ontario Legislature, a Committee was appointed "to consider a bill respecting liens of mechanics, wage earners, supply men and others," this Committee being authorized to sit during the recess and report to the House in the next session. The Committee, accordingly, presented their report at the present session on March 3rd. After hearing the opinion of representatives of your Legal Department, and the interests affected, the Committee of the Legislature decided that the bill which was founded on the laws of Ohio and Michigan, was for the most part inapplicable to conditions in Ontario. Its main provision was that the liability of the owner of property to see to the payment of all claims should be extended from 15% to 20% of the contract price, to 100%.

The Committee came to the conclusion that the law as it stands, with certain minor amendments, provides adequate protection to contractors, sub-contractors and material men, as well as wage-earners. This is in accordance with the view submitted by your Legal Department.

The suggested amendments which would simplify procedure under the Act, are embodied in a bill now before the provincial Legislature.

#### (d) *Factory, Shop and Office Building Amendment Act, 1922.*

This bill introduced by the Hon. W. R. Rollo, Minister of Labor, is designed to provide "safety" devices in the installation and operation of personal and freight elevators. The bill, as originally introduced, was open to serious objection by reason of the expense it im-

posed on manufacturers. Your Legal Department, accordingly, arranged conferences with representatives of elevator manufacturers to meet with the Deputy Minister of Labour, and the Chief Inspector of Factories, and the bill has been dropped for the present.

#### (e) *Private Detectives Act.*

The Private Detectives Act amendment provided that licensees should furnish the Superintendent of Provincial Police with a list showing the name and place of residence of their employees engaged as private detectives and industrial service operators or investigators, the effect of which would be that the publicity given by registration would render their services wholly ineffective. Your Committee submitted objections to the bill with the result that the objectionable provision was deleted.

#### (f) *Steam Boiler Act, 1922.*

An amendment to the Steam Boiler Act designed to exempt from the definition of the Act "a portable boiler rated at 25 h.p. or under," was considered by your Committee and referred for the consideration and advice of the Threshers' Section.

#### (g) *Electricians Licensing Act.*

A bill cited as the "Electricians Licensing Act" proposing to enact restrictions respecting the examining and licensing of electrical contractors, journeymen, electricians, and apprentices engaged in electrical work was considered, and upon representations by your Legal Department, the bill as presented was dropped.

#### (h) *Sale of Securities Act, 1922 (Blue Sky Law).*

The Sale of Securities Act, 1922, commonly known as Blue Sky Law, has been introduced in the Legislature by the Hon. W. E. Raney, Attorney-General, and it has been referred to a special committee which will meet during recess. The bill provides:—First, for the appointment of an officer to be known as the Commissioner of Securities, who is empowered to institute and prosecute any action or proceeding for the enforcement of any provision of the Act in relation to alleged fraudulent promotions. He may hold investigation and has the usual powers for summoning and enforcing the attendance of witnesses and requiring them to give evidence. It is significant that in England where larger financial transactions are more common, no such paternal legislation has been hitherto considered necessary. Your Committee will in due course ask for the views of our members and be guided thereby.

#### (i) *Commercial Agreements Act, 1922 (Anti-Combine Law).*

This bill, which is cited as "An Act for the Better Prevention of Certain Provincial Agreements" commonly known as Anti-Combine Law, has been introduced by the Hon. W. E. Raney. Under this legislation the Attorney-General desires to bar the fixing of any resale price of an article and to make illegal any agreement under which it is possible for wholesalers or others to refuse to deal with any persons who refuse or fail to abide by fixed resale prices. The bill provides for damages and penalties.

The Attorney-General stated that it was not the intention to bring the Farmers' Co-operatives under the sweep of the bill. It should also be noted that the judgment of the courts in the Government's action against the Wholesale Grocers' Association or against certain of its members, has not yet been announced, and therefore, the reason for precipitating the legislation at this time is not apparent. In the meantime, it is announced that the bill has been referred to a special committee of the Legislature. Your Legislation Committee has communicated the purport of the bill to all our members in the Division.

#### (j) *The Privy Council Appeals Act, 1922.*

The constitutionality of this legislation is disputed by eminent legal authority. The right of appeal is supported by Imperial legislation and confirmed by Colonial legislation of the old United Provinces of Upper and Lower Canada, and there seems no doubt that it is approved by the bulk of the legal profession. During the period from 1867 to 1920, there have been only 96 reported cases of appeal from Ontario to the Privy Council. This figures out at less than two reported cases a year. Of the total number, twenty-five were purely constitutional cases.

It should be pointed out that the cost of maintaining this splendid body of experts in the Privy Council is borne by Great Britain alone.

The Canada Law Journal in a recent editorial disposes of the matter thus:—

"As therefore, the change is not wanted, and as it would, if made, weaken the ties that bind the Empire together, it would be well to bury the subject, and turn to other matters which need the attention of all who desire to do something practical for the welfare of our country."

#### Quebec Division

During last year's session of the Quebec Legislature 102 public bills were introduced and 65 private bills.

A few unimportant amendments were made to the Code of Civil Procedure. The Quebec Mining Law was amended, but these amendments were of little importance; while the Quebec Companies Act was amended, and the amendments to the Act respecting Motor Vehicles were amended. The changes were of very little importance.

Important amendments to the Corporation Tax Act were passed upon by the Legislature, and in each instance these amendments were of a distinct advantage to the manufacturers doing business in the province, and aimed to make the Act a more equitable piece of legal machinery than it has hitherto been. The amendments to this Act did not go as your Committee would have desired, but an interview with the Provincial Comptroller of Revenue some weeks ago, leads to the belief that if we prepare early next fall the amendments we desire, the Legislature will be pleased to give any reasonable suggestions its favorable consideration. The most important change which your Committee has in mind is in respect of the principle now in vogue under the Act, that where a company has more than



50% of its paid-up capital invested in the Province of Quebec, it must pay taxes on its total paid-up capital. In many cases this has worked a serious hardship, and the Government, we understand, is prepared to amend the Act in this respect at the next session of the Legislature provided we present our views to them.

By far the most important work of your committee during the past year has been that in connection with amendments to the workmen's compensation law of the Province. We were successful early last fall in getting together the representatives of the International Trade Unions and the National Catholic Unions to discuss with us amendments to the law. We worked in collaboration for a time, and finally the International Trade Unions representatives withdrew from the conference. The representatives of the Catholic Unions however remained and a common conclusion in the matter was reached, our proposals for amending the Act being accepted. The International Trade Unions, however, approached the Legislature independently, pressing for the replacement of the present law by an act embodying the principle of compulsory state insurance administered by a commission.

Premier Taschereau and his colleagues, in taking cognizance of the various representations made to his Government, remarked that while the manufacturers of the Province were at one on the question, apparently Labour could not agree and, therefore, no change would be made in the Act at that session of the Legislature.

As regards matters of Dominion jurisdiction your Committee has been concerned with regulations issued at Ottawa rather than with actual legislation. Drug and Extract sections in the Division have been called upon during the past twelve months, more than any other sections, to take objection to certain regulations, and present their views regarding legislation.

Representatives of the Quebec Division took part with representatives from other parts of Canada shortly before the present session of Parliament in presenting to the new Government the views of the Association as a whole upon matters of Dominion-wide application.

### Maritime Division

The following is a summary of the legislation affecting manufacturers in the Maritime Provinces.

In the 1922 session of the New Brunswick Legislature 110 bills were introduced, of which 100 passed, and in the Nova Scotia Legislature 180 bills were introduced, of which 150 passed.

#### 1. New Brunswick.

Early in the session of the New Brunswick Legislature, we had an assurance from reliable sources that no legislation would be enacted at this session which would place additional burdens on industry and that it would not be necessary to organize the usual yearly pilgrimage to Fredericton. The Attorney-General introduced a bill amending the Compensation Act, some of the clauses of which were of a contentious nature. After strenuous opposition was taken to these features,

it was decided to eliminate them as time did not permit proper consideration thereof.

The New Brunswick Companies Act, 1916, was amended making the provisions of the Act with reference to incorporation of companies for charitable and philanthropic purposes, applicable to political objects.

#### 2. Nova Scotia.

A resolution was introduced in the Nova Scotia Legislature requesting the Government to take proper steps in conjunction with the municipal and federal authorities to expend money to relieve the distress due to the present condition of employment and also requesting the Government to introduce legislation providing a proper system of unemployment insurance. This resolution was not adopted.

Another bill was introduced providing for a compulsory eight hour day in connection with the coal mining industry. In lieu of a direct recommendation either for or against this bill, a resolution was adopted providing for an enquiry into the desirability and practicability of such a measure.

### Part Time Education

A member of the Government introduced a bill amending the Education Act and providing for part time education for adolescents between the ages of 16 and 18 years of age, who are employed in industry. This bill provided that each employer, by arrangements with the local board of school commissioners, shall cause the adolescents in his employ to absent themselves from work and to attend part-time classes for at least 300 hours each year, and such adolescents shall be paid by employers for such time at the same proportional rate as if they were working in his establishment. It is also stated that a city or incorporated town shall provide part-time classes when the number of adolescents in that place shall exceed the number of fifteen.

A similar act is in force in Ontario and has the general approval of the employers. Although the principle may be sound, it is very questionable if it can be carried out practically under the conditions existing in Nova Scotia. The bill was dropped.

A bill was introduced in the Nova Scotia Legislature amending the Workmen's Compensation Act but these amendments only dealt with purely administrative features.

The Nova Scotia Companies Act was amended to the effect that companies for promotion of science, art, and similar objects, which devote their profits to promotion of such objects and pay no dividends, may dispense with use of the word "limited."

The Domestic, Dominion and Foreign Corporations Act of Nova Scotia was amended to the effect that Dominion or Foreign companies with nominal capital exceeding \$500,000 and doing at least 50% of their business outside of Nova Scotia, may obtain a reduction of their registration fees on the basis of the nature and importance of the business in Nova Scotia. Hitherto this provision applied only to companies having a nominal capital exceeding \$1,000,000.

### Prairie Division

#### 1. MANITOBA.

The following bills were introduced:  
An Amendment to the Fair Wage Act.  
An Amendment to the City Charter.  
Trade Association Bill.  
Trades Dispute Bill.  
Peaceful Picketing.  
Eight Hour Day Bill.  
A Plumbing Bill.

N.B. The last three bills were put forward by Labor.

(a) *Fair Wage Act.*—An amendment was introduced to the Fair Wage Act, transferring the duties of the Fair Wage Board to the Joint Council of Industry. This latter body has to do with the investigation of trade disputes and makes recommendations as to wages, etc., on other than Government contracts. With its fund of knowledge it appeared that it would be in a better position than the Fair Wage Board to deal also with wages on Government contracts. It looked as though this amendment would carry, but when the House cut down the appropriation for the Joint Council of Industry, practically doing away with the Council, the amendment to the Fair Wage Act was automatically killed.

Another amendment was introduced to the Winnipeg Charter, giving corporations the right to name a representative to vote on money by-laws. This bill was defeated in Committee.

(b) *Trade Associations Bill.*—Arrangements were made for the introduction of a bill providing that all trade associations must be registered with their constitution and by-laws and the names of their officers. Unfortunately this bill was not introduced before the vote of censure was passed which resulted in the wind-up of the session.

(c) *Trades Disputes Bill.*—This bill provided for the reference of all trade disputes to the Joint Council of Industry before a strike or lockout should take place and was in our opinion an excellent suggestion from all points of view. This bill also went by the Board owing to the sudden collapse of the Government.

(d) *Peaceful Picketing.*—A bill was introduced providing for what was termed "Peaceful Picketing." This is a hardy perennial and would have the effect of relieving members of trades unions from liability for acts committed in connection with trades disputes which otherwise would be illegal. This bill was defeated in Committee.

(e) *Eight Hour Day Bill.*—A bill introduced by a Labour member providing for an eight hour day and forty-four hour week. This was defeated in Committee.

(f) *Plumbing Bill.*—A bill introduced by another Labour member provided that all plumbing work should be performed by plumbers who had passed an examination before a board of examiners, except plumbers now engaged as such. This bill was defeated in Committee. It would have constituted the present plumbers of Manitoba a close corporation.

(g) *Workmen's Compensation Act.*—The Norris Government introduced a bill to amend the Workmen's Compensation Act providing for:



1. Reduction in minimum compensation from \$15.00 to \$12.50 per week.

2. Decreasing funeral benefits from \$150.00 to \$125.00.

3. Increasing benefits to widows from \$30.00 to \$40.00 per month and to dependent children up to 16 years from \$7.50 to \$10.00 per month.

These changes were proposed to bring the Manitoba Act into agreement with the Ontario Act.

Strong opposition was made to the proposed increase to widows and dependents. This is another bill which was dropped after the vote of censure of the Government was passed.

(h) *Provincial Income Tax*.—A bill was introduced by the Norris Government providing for a provincial income tax. The scale of taxes proposed was quite severe on private income. In addition to this the bill provided for a tax of 4% on incomes of businesses and where such tax was paid no relief was given to private persons whose income was derived from such business, resulting in double taxation. Very strong opposition to this bill developed from many quarters, and it was dropped.

A Manitoba Tax Payers' Association later came into being throughout the Province with the platform of "Reduced expenditures and no increased taxation." The municipalities objected to the Provincial Government collecting an income tax, maintaining that with the provincial government's municipal levy the municipalities were entitled to an income tax and not the Provincial Government.

It was reported that the Provincial Government was willing materially to reduce the scale of taxation provided in the bill and to turn over to the various municipalities half of the tax collected therein. This bill, too, was dropped with the consent of the various groups.

## 2. ALBERTA.

(a) *Corporation Taxation Act*. Following the Saskatchewan lead, the Province of Alberta increased the provincial tax upon corporations from 20c. to 40c. per \$1,000.00 of capital, minimum \$500.00. A protest was made against this tax at a meeting of Alberta members of The Canadian Manufacturers' Association with Premier Greenfield and members of his cabinet, but without avail, the Greenfield Government taking the position that the cost of government had gone up like other services. It had to have more revenue and it was getting it in the easiest possible way.

(b) *Minimum Wage Bill*. The Alberta Government at the recent session passed a minimum wage bill authorizing a board consisting of one representative of employers and one representative of employees and a third independent party to make investigations and fix minimum wages and working conditions for female workers, similar to the laws in the other three Western Provinces.

Several changes were secured while the bill was before the Legislature with the result that in the form in which it was passed it was satisfactory to employers of female workers in Alberta.

The Executive Committee of the Alberta branches are taking steps with a

view to having reasonable fair-minded persons appointed on this board.

(c) *Bureau of Labor Act*. An act was passed providing for the inauguration of a Bureau of Labour by the Provincial Government to embrace the various departments now dealing with labour matters, similar to that existing in other provinces.

(d) *Provincial Income Tax*. Several cities in Alberta applied to the Provincial Government for amendments to their charters empowering them to collect an income tax. These applications were refused by the Provincial Government, Premier Greenfield stating that the Government intended to investigate this subject during recess of the Legislature and would probably introduce a provincial income tax at the next Session.

## 3. SASKATCHEWAN.

An amendment to the Corporation Tax Act was passed at the last session of the Saskatchewan Legislature increasing the tax on corporations to the following figures:

Capital not exceeding \$ 25,000.00..	\$10.00
" " " 50,000.00..	20.00
" " " 100,000.00..	40.00
" " " 250,000.00..	50.00
Over \$2250,000.00 20c. per \$1,000.00 of capital, Maximum \$500.00.	

This action followed the decision of the Privy Council of 25th Feb., 1921, to the effect that the provinces have not the right to license Dominion incorporated companies who do business in the province but that the provincial governments have the right to tax such corporations.

*Workmen's Compensation*. In Saskatchewan the Workmen's Compensation Act simply provides that the maximum amount of compensation the injured workman, or his dependents, can recover is \$2,500.00, with the result that when workmen suffer injury they sue under their common law rights and very heavy damages have occasionally been secured.

## British Columbia

There has been no session of the British Columbia Legislature since that which closed on December 4th last, it having been decided by the Government to hold the session hereafter in the fall of the year.

(a) *Act to Amend the Workmen's Compensation Act*, providing for various increases to dependents of injured workmen; also providing for an increase from 55% to 66 $\frac{2}{3}$ % of average earnings in the case of disability through accident. This bill was opposed and dropped.

(b) *Act to Amend the Boilers Inspection Act*. This act was introduced as a result of various conferences between the boiler inspection authorities of the different provinces and is, it is understood, in line with similar action taken elsewhere with a view to uniformity in these regulations throughout the Dominion. The bill passed.

(c) *Act to Amend the Mechanics Lien Act*, providing for improved security for suppliers of materials to contractors. This act was of direct benefit, particularly to our lumber manufacturers.

(d) *Personal Property Tax Act*. The personal property tax in this province

has heretofore been optional, being only collected where it provided a greater revenue to the province than would accrue from the collection of the income tax provided under the British Columbia statutes. The intent of the Act introduced at the last session of the British Columbia Legislature was to make this tax an arbitrary tax in addition to the income tax. The proceeds of the personal property tax were to be turned over to the municipalities for their local use. The proposed legislation had the strong support of the Union of British Columbia Municipalities and some of the larger individual municipalities. This legislation was strongly opposed and dropped.

(e) *Act to amend the "Night Employment of Young Persons Act."*

(f) *Act to amend the "Night Employment of Women Act."*

(g) *Act to amend the "Employment of Children Act."*

(h) *Act to Amend the "Maternity Protection Act."*

(i) *Act to Amend the "Hours of Work Act."*

The Acts to which the foregoing were amendments were passed at the first 1921 session of the British Columbia Legislature and carried the proviso that they should only be brought into force on proclamation of the Lieutenant-Governor-in-Council and not then until or after similar legislation had been put in force in other provinces. The bills introduced at the 1921 fall session of the British Columbia Legislature were designed to bring this legislation into effect on May 1st, 1922. The effect of these Acts on British Columbia employers, failing similar legislation in other provinces, would have been a considerable handicap to British Columbia employers, and it was on these grounds, and not on the question of the principles involved that opposition was offered. The most harmful of these acts, it was felt by the heads of industries in British Columbia, was that relating to hours of work, which provided for a uniform eight hour day in industry in this province. It was felt that the enforcement of such restriction on our industries, many of which are seasonal in their nature, would have been disastrous, more particularly in the case of fishing, fruit and vegetable canning, and to a certain extent in logging and lumbering.

(j) *Act to Amend the Government Liquor Act*. The principal provisions of this amendment were to facilitate the securing of and handling of alcohol used by our members in this province in the manufacture of extracts, pharmaceutical preparations and certain food products.

## General Service of the Department

The above comprise some of the more important matters dealt with by your Committee.

A large number of matters of lesser importance, legislative and executive, have been the subject of consideration and action.

The Legal Committee, comprising Messrs. Macfarlane, Hossack, Morden and Berkinshaw (acting along with the legal officers of the Department) to which were referred the more important Parliamentary bills has again ungrudg-



ingly rendered expert service which not only facilitated business, but was of the highest value to the Association.

All the Parliamentary bills, federal and provincial, over 900 in all; also Orders-in-Council and other technical documents were examined by the Department, some of the subjects being reviewed by the legal secretary in *Industrial Canada*, for the information of our members, as well as being the subject of extensive correspondence with manufacturers and others. In some cases also disputes regarding business transactions between members were arbitrated by the Legal Secretary to the satisfaction of all parties, thus saving law costs and irritation inseparable from litigation. Members should feel free at all times to call on the Association's Legal Department regarding all matters of doubt or difficulty.

In addition to keeping in touch with legislative activities throughout the Dominion and endeavoring to protect the interest of manufacturers in the broader spheres, the department over which your Committee presides has enjoyed a year of greatly increased activity in advising members in the special branches of com-

mercial law, taxation and other problems, to which it has been devoted. The Legal Department has also co-operated very closely with our Industrial Relations Department with satisfactory results. The Legal Department is also finding an increased field of activity in advising and co-operating with the Divisional Executives and other Departments, and there is every prospect of a considerable enlargement of the work during the coming year. Each successive Parliamentary session sees an increasing volume of legislation of various kinds, which requires the most careful study and consideration by the Legal Department.

The constant co-operation of our Ottawa Office in legislative matters during the year has again greatly facilitated the work of the Legal Department, and all calls made upon our divisional sub-committees and secretaries have been promptly and efficiently met.

All of which is respectfully submitted,

J. C. MACFARLANE, H. MACDONALD,  
Chairman. Legal Secretary.  
J. E. WALSH,  
General Manager.

## The Industrial Relations Committee

### Questions Affecting Relations between Employer and Employee considered during past year

The Industrial Relations Committee begs to report as follows:—

#### International Labor Committee Geneva

The third General Conference of the International Labor Organization of the League of Nations, constituted under the provisions of the Treaty of Peace, was held in Geneva, Switzerland, from October 25th to November 19th, 1921. The Conference was attended by representatives of thirty-nine countries which may be classified as follows:—Asiatic 4, South American 8, European 25, together with Australia and South Africa. Of the delegates present at the Conference, 68 were delegates appointed on behalf of the Governments, 25 were appointed on behalf of the employers and 25 on behalf of the workers. In addition to the delegates there were 234 advisors who may be classified in approximately the same ratio. It will be seen that, particularly as compared with the Washington Conference held in November, 1919, the Geneva Conference was predominantly European in character. The agenda of the Conference was for the most part a matter of applying to agriculture the various conventions and recommendations relating to industry which were passed at the Washington Conference. In addition to the agricultural questions the three most important matters were:—

1. The disinfection of wool infected with anthrax spores.
2. Prohibition of the use of white lead in painting.
3. The weekly rest day in industrial and commercial employment.

Consideration by the commissions and afterwards by the general Conference resulted in the adoption of seven draft conventions and eight recommendations as follows:—

#### Conventions:

- (1) Minimum age of trimmers and stokers in ships.
- (2) Medical inspection of children and young persons in ships.
- (3) Use of white lead in painting.
- (4) Right of association of agricultural workers.
- (5) Workmen's compensation for agricultural workers.
- (6) Employment of children in agriculture.
- (7) Weekly rest in industrial undertakings.

#### Recommendations:

- (1) Technical education for agricultural workers.
- (2) Unemployment among agricultural workers.
- (3) Social insurance for agricultural workers.
- (4) Night work of children in agriculture.
- (5) Night work of women in agriculture.
- (6) Maternity among agricultural workers.
- (7) Living-in conditions of agricultural workers.
- (8) Weekly rest in commercial establishments.

The action taken on the first question mentioned above, viz: the disinfection of wool, was to refer it to an Advisory Committee which is to report to the 1923 Conference. The proposal which

had been submitted to the Conference for the universal compulsory disinfection of wool exported from one country to another was not favoured by the commission which took the view that this subject had not yet been sufficiently studied to justify the adoption of a draft convention.

#### White Lead in Painting

On the second item of the agenda cited above, viz: the prohibition of the use of white lead in painting, the Conference succeeded,—after three weeks' continuous discussion by the commission and after majority and minority reports had been made,—in agreeing upon a compromise draft convention along the following lines:—"For internal painting of buildings (except railway stations and industrial establishments) the use of white lead to be prohibited after six years, but its use in external painting to be allowed subject to proper regulations." Eventually this compromise was adopted by the Conference in the form of a draft convention.

Another draft convention which calls for some explanation is that relating to the weekly day of rest in industry. The terms of this convention are to the effect that there should be a rest period of at least twenty-four consecutive hours in each week for all workers in industry, subject to exceptions to be made by the governments after consultation with employers' and workers' organizations and to be reported with reasons to the International Labour Office. Where rest periods are suspended or reduced, compensatory rest is to be given as far as possible.

In addition to passing the various draft conventions and recommendations cited above, the Conference adopted a resolution directing the International Labour Office to confer with the League of Nations on the question of the distribution of raw materials and present a report on the social aspect of this inquiry at the next annual Conference.

#### The Unemployment Crisis

The International Labor Office was also instructed to institute a special enquiry on the national and international aspect of the unemployment crisis, and on the means of combatting it, and the Governing Body of the International Office was instructed to undertake all necessary negotiations for the convocation of an international conference to study the remedies of an international character likely to put an end to the unemployment crisis.

Taking a broad view of the Conference, the two outstanding points would seem to be, first, that it was predominantly a European conference and, second, that the United States was not represented, owing, of course, to the fact that it is not a member of the League of Nations. In these circumstances the representatives of the employers of Canada, namely Mr. S. R. Parsons and his advisor, Mr. E. Blake Robertson, were the only exponents of the views of the employers of North America. The significance of this will only be realized if it is borne in mind that the Conference was, as pointed out above, predominantly European in character and that the point of view of European em-



ployers is not necessarily identical with that of North American employers.

### Possible Legislation arising out of Washington Labor Conference Conventions

Of the various conventions passed at the Washington Conference in November 1919, the two most important are those relating to the 8-hour day and unemployment insurance.

1. *Eight-hour Day*—Up to the present time the draft convention approving of the eight-hour day and the forty-eight hour week has been ratified by only four countries, of which the most important, industrially and politically, is Greece. In other words the convention has been practically a "dead letter." Even Great Britain, where the eight-hour day is in effect in a certain number of industries and public utilities, refuses to commit herself by legislative enactment to the general principle of the eight-hour day as a hard and fast rule throughout all industry. Again France, which introduced the eight-hour day principle in certain industries, now proposes to abolish it.

As regards Canada, the late Dominion Government ruled that the eight-hour day question was one coming within the jurisdiction of the province. The only province which has so far passed legislation giving effect to this convention is British Columbia, and even there it is provided that the act shall only come into force "concurrently with or after the coming into operation in the other provinces of similar legislation."

It only remains to add that, in the view of your Committee, the arguments advanced at the Washington Conference in 1919 against any eight-hour day legislation in Canada are just as cogent today, namely:

- (a) That in addition to all the objections that apply in more settled countries, in a new undeveloped country like Canada, to which it is essential to attract new capital, new industries, the effect of such legislation would be disastrous.
- (b) That it is absolutely impossible for Canada to think of passing such legislation unless and until similar legislation is passed in the United States.

2. *Unemployment Insurance*—The question of unemployment insurance was declared by the late Dominion Government to be one of federal jurisdiction. In so deciding, the late Government pointed out that the experience of other countries has demonstrated that any such system, in order to be effective and successful, must be "merely ancillary or complementary to a system of labor exchanges, the whole being adapted to the principal function of finding work for unemployed insured workmen."

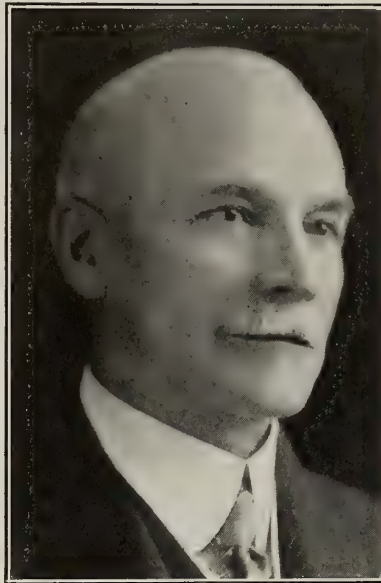
Since the new Federal Government took office it has been suggested that a Dominion-Provincial conference should be held to discuss the whole question of unemployment insurance as well as other matters arising out of the International Labor Conference conventions.

As regards the policy of the Association, your Committee's study of the question leads them to believe that the various schemes of unemployment insurance which have been tried in Eng-

land and other countries, have conspicuously failed; resulting on the one hand in enormous Government burdens passed on to the public at large and on the other hand in a distinct tendency to pauperize the insured. We therefore hold the view that no Government scheme of unemployment insurance is required or would be advisable in Canada. Generally speaking, except in periods of abnormal depression, such as the last eighteen months, there is work for all to do in a new country like ours.

### Workmen's Compensation Legislation

Though it was rumoured in several of the provinces that efforts would be



S. R. Parsons

British American Oil Co., Limited, Toronto.  
Chairman, Industrial Relations Committee

made this year to secure an increase in the scale of compensation to 75%, no such legislation has actually been introduced in any province, though in several of the provinces increased benefits of a minor character have been granted. Your Committee feels it its duty to report that there is reason to believe that even with a 66⅔% scale of compensation there has, during this period of depression, been a tendency for a certain type of workman to malingering. This being the case even with a 66⅔% scale your Committee feels that to increase the scale to 75% would be most unwise. It is to be remembered, of course, that the 66⅔% scale, which is in force in most of the provinces is the most generous scale in force anywhere in the world.

Your Committee also begs to report that to its mind, experience has conclusively shown that no scheme of workmen's compensation or unemployment insurance is sound which is not based on the principle of contribution by the workmen.

### Cost of Living in Canada

According to the latest Department of Labour figures, the cost of living in Canada has declined since July, 1920,

approximately 40%. The items which have declined most are, of course, food and clothing, while the only item which, instead of declining, has increased, is rent. The principal reason for this unpleasant fact is, of course, that there has been no reduction of wages in the building industry similar to the reduction which has taken place in general industry. In the building industry, owing to the fact that there is no nation-wide competition, and also owing to the fact that in certain large centres the civic wage rates have not been reduced as in general industry, the rates of pay are practically the same as under peak conditions,—a situation which as pointed out above, is largely responsible for the unduly high cost of rent. This situation is all the more deplorable because building is a key industry and a reduction in the cost of building would have the most direct and beneficial effect, not only on the cost of living but on business activity generally.

### Shortage of Skilled Men

Your Committee thinks it well to call attention to the fact that reports from many of the larger centres in the United States and in Canada show that already there is a shortage of skilled labour and that there is reason to believe that this condition will become accentuated as business revives. During the war years, and the boom period immediately following the war, attention was concentrated upon production and no proper steps were taken to arrange for the training of apprentices. Your Committee feels that the present period of depression is the proper time to give careful attention to this question so that when industry revives it may not be handicapped by a shortage of skilled workers.

### Unemployment in Canada

While the past autumn and winter have, of course, seen serious trade depression and unemployment, the situation has been not nearly so bad as was feared last summer. The relief measures which were adopted by the Dominion Government, the Provincial Governments and the various municipalities were successful in taking care of cases of distress and preventing any danger of disturbances. In this connection, mention should be made of the excellent work done by the Bureaux of the Dominion Employment Service Department, of which there are some seventy-five throughout the country. These Bureaux rendered valuable service in placing men in employment and also collaborating with the relief organizations to ensure that no man got relief unless he was unable to get work.

With the coming of spring, the employment situation has, of course, materially improved and it may be anticipated that for the next four months, there will be no serious unemployment. This improvement, however, is, to date, only seasonal and unless the basic industries, such as iron and steel, revive considerably, there is likely to be considerable unemployment next autumn and winter.

### Co-operation in Industry

Your Committee during the past year has given considerable attention to the question of the need of promoting co-



operation between employers and employees. Your Committee feels that the real solution and the only solution of the so-called problem of industrial relations is the development of a spirit of mutual good-will and co-operation instead of one of antagonism. While anything in the way of paternalism is, of course, to be deprecated, your Committee is convinced that much useful work can be done along lines of working together and that good results will show themselves not merely in improved relations between management and men, but also, in the most tangible way, in improved production and efficiency.

This is a question which your Committee feels to be of vital importance at the present time for the reason that if Canadian industries are to compete successfully with other manufacturing nations where standards of living and of wages are so much lower, it is essential to reduce the unit cost of production. And if the need for co-operation is clear at the present time, equally clear is the opportunity to develop it,—an opportunity which does not present itself when industry is booming, and there is a tendency for employers and employees, to some extent to disregard each other's interests. It only remains to add that while your Committee approved thoroughly of the principal of "freedom of employment" to all workers, irrespective of their affiliation with any church, order or union—it feels that the common interests of employers and employed would be greatly furthered if some form of co-operative working, adapted as might be applicable thereto, were introduced in the particular units of industry.

### Works Councils

A considerable increase in the development of works councils and shop committees which are, of course, forms of co-operative working, has been noticeable during the past year particularly in the United States, but also, to a lesser degree, in Canada. Your Committee watched with interest what would happen to these works councils when it became necessary for wage reductions to be put into effect. As a matter of fact, in the majority of cases, in the United States particularly, those industries which had developed a works council were able to make wage reductions with less trouble and bitterness than industries which had no works councils. Your Committee feels that the development of works councils is in accord with the policy of the employers of Canada as laid down at the National Industrial Conference in September, 1919, to the effect that dealings between employers and employees should be within the particular plant or unit of industry.

All of which is respectfully submitted.

S. R. PARSONS, J. E. WALSH,  
Chairman, General Manager.

H. W. MACDONNELL,  
Secretary.

## Report of the Insurance Committee

### Discussion of the Taxation of Unlicensed Insurance and Insurance Legislation of the past year

**Y**OUR committee begs to report on the following matters relating to insurance affecting manufacturing:—

#### Fire Losses in Canada

The following figures compiled from returns made to the Dominion Fire Commissioner show a serious increase in the damage to property from fire throughout Canada. During the year 1921 there were 25,916 fires reported. These fires caused a loss of 155 lives, fire losses, \$45,015,930. These figures do not include forest fires, for which the loss cannot be estimated. The figures for the last four years are as follows:—

Years.	Lives Lost	Damage to Property.
1918 .....	241	\$33,817,050
1919 .....	225	25,361,240
1920 .....	224	28,745,590
1921 .....	155	45,015,930

The statistics for 1921 are further analyzed as follows:—

Of the total loss, approximately \$34,000,000 or 75 per cent. was covered by insurance. On the basis of population, the loss in Canada amounted to \$5.22 per capita as compared with \$0.90 per capita in Great Britain where fire losses in 1921 only amounted to \$36,400,000. By provinces, the distribution of the fire loss in Canada was as follows: Alberta, \$2,875,000 or \$4.95 per capita; British Columbia, \$3,050,000 or \$5.82 per capita; Manitoba, \$2,864,000 or \$4.67 per capita; New Brunswick, \$2,735,982, or \$7.02 per capita; Nova Scotia, \$3,177,000, or \$6.06 per capita; Ontario, \$15,444,817, or \$5.28 per capita; Prince Edward Island, \$216,478, or \$2.44 per capita; Quebec, \$10,897,653, or \$4.64 per capita; and Saskatchewan, \$3,765,000, or \$4.93 per capita. As reported by municipal officials, the losses in cities having populations of more than 10,000 amounted to \$13,616,951 or \$4.29 per capita; in towns of from 1,000 to 10,000 population, \$6,184,085, or \$7.32 per capita, and in villages and rural districts, \$25,214,894, or \$5.31 per capita. In places having municipal fire protection systems the loss was \$4.90 per capita, and in unprotected places, \$5.25 per capita. There were 59 fires where the loss exceeded \$100,000; 46 with a loss of from \$50,000 to \$100,000; 261 with a loss of from \$10,000 to \$50,000; 3,992 with a loss of from \$1,000 to \$10,000; and 21,558 with a loss of less than \$1,000. The 59 larger fires entailed an aggregate loss of \$15,824,801 and the 21,558 smaller fires an aggregate loss of \$4,644,817. Classified according

to the character of the property involved, the more destructive fires occurred as follows:—49 in industrial property with a loss of \$8,188,200; 32 in mercantile property with a loss of \$5,659,000; 9 in institutional property with a loss of \$1,948,561, and 15 in miscellaneous property with a loss of \$4,301,465.

Throughout the year your Committee continued the Association's policy of co-operating with other organizations to educate the public in regard to the urgent necessity of reducing our national fire losses.

#### Annual Conference of Provincial Superintendents of Insurance

The annual conference of Provincial Superintendents of Insurance was held in Quebec on October 4th, 5th and 6th, 1921, and was attended by the Manager of the Insurance Department. At this conference a considerable volume of useful work was done, especially in relation to the standardization of forms of policies throughout the Dominion. The question of making fire policy conditions uniform throughout Canada had been discussed very fully at the previous conference held in 1920, and the draft conditions prepared by the Commission for the Uniformity of Legislation were again examined and in the main approved. Drafts of suggested statutory conditions to govern automobile insurance policies and sickness and accident policies were submitted to the conference and approved with amendments. The legal advisor to the Ontario Motor League was present on behalf of the League, and made certain suggestions which he considered advisable on behalf of the insured public.

There was considerable discussion as to the best form of regulations which could be imposed on insurance agents and brokers, but no definite decision was arrived at.

#### Taxation of Unlicensed Insurance

The Finance Minister's Budget places a tax of 5% on insurance premiums paid to insurance companies and underwriters not licensed in Canada.

This Association has always consistently opposed attempts to place a tax on unlicensed insurance for the following reasons:—

- (1) The revenue which such a tax would produce would be trifling. The greater part of insurance placed with unlicensed companies is with companies known as New England Mutuals, at an average net rate of about 10¢ per \$100. A tax of 5 per cent. on these net premiums would yield a revenue of about \$10,000 to the Government. A very large proportion of the remaining insurance now placed with unlicensed companies would cease to be so placed and competition would be proportion-



ally reduced without any adequate results from a revenue standpoint. The probability is that the cost of collecting the tax would almost equal the revenue derived.

- (2) Approximately 95 per cent. of all fire insurance placed in Canada is placed now with licensed companies leaving only about 5 per cent. which is placed with unlicensed companies. It is submitted that the 5 per cent. now placed with unlicensed companies constitutes a minimum degree of competition. As the taxation proposed would undoubtedly reduce this 5 per cent, it is evident that the element of competition would almost disappear. However little present competition may now be used by Canadian property owners its very existence has been of incalculable benefit in maintaining insurance rates at a reasonable level in this country.
- (3) By far the largest proportion of insurance placed with unlicensed companies is now placed by the licensed companies themselves, and the individual insured should not be deterred from using the facilities which are used by the licensed insurance companies themselves.
- (4) The insurance companies, licensed to transact insurance in Canada, are subject to taxation for the privilege of carrying on a profitable business. Banks are also taxed for the same privilege, but no one so far has suggested that a Canadian borrowing money from a bank in New York should be made pay a tax on the amount borrowed. Canadian manufacturers are sometimes charged with inconsistency in opposing the taxation of unlicensed insurance because they ask for tariff protection of manufacturing. In reply to this statement, it is pointed out that licensed insurance companies are already protected to a far greater extent than manufacturers. No unlicensed company may open an office, solicit business, inspect a risk or even adjust a loss in Canada. A Canadian who wishes to introduce competition into his insurance costs must himself approach the unlicensed companies of Canada. Canadian manufacturers would consider themselves very fortunate if they had 95 per cent. of the manufacturing business of this country.

The proposal to tax unlicensed insurance has been discussed at various times since 1909. In 1910, a Committee of the Senate made very thorough investigations into the subject, heard evidence from all interested parties, and decided that any tax on premiums paid to unlicensed companies would be undesirable.

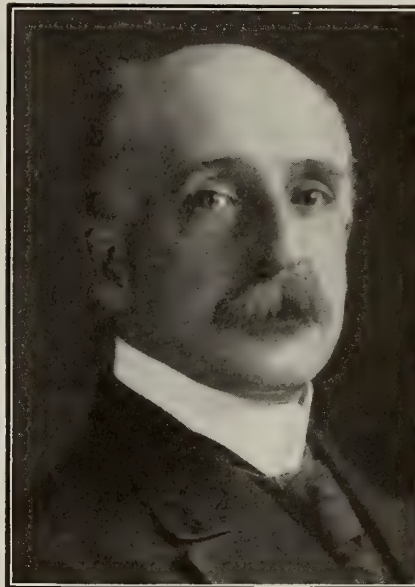
At the instance of the Ontario Government, the Honorable C. A. Masten made a very exhaustive inquiry into insurance conditions in Ontario in 1917, and stated, in his opinion, that a tax on premiums paid to unlicensed companies would tend to lessen competition, and that nothing should be done which would lessen the competition now existing. In 1920 and 1921, Sir Henry Drayton, Ex-Minister of Finance, considered the advisability of imposing this tax, but, after

hearing representations from all parties, abandoned the proposal.

On behalf of the Association strong representations were made to the Government against the imposition of the tax, but without success.

### Insurance Legislation

The Insurance Superintendent of the Province of Ontario drew up a revised Insurance Act to replace the Act at present in force. Many drastic alterations in the existing insurance law were recommended, most of them based on Mr. Justice Masten's report of the Ontario Insurance Commission. A select committee of the House was appointed to examine the new Act and hear evidence from interested parties as to the



Arthur Hewitt

Consumers' Gas Co. of Toronto Limited  
Chairman, Insurance Committee

desirability or otherwise of the amendments. The sessions of this committee were attended by the Manager of the Insurance Department.

One bill provided for the licensing by the Province of foreign reciprocal fire insurance exchanges, without the necessity of a government deposit. This bill evoked considerable opposition from the licensed insurance companies and also from the Dominion Superintendent of Insurance who contended that the licensing of foreign insurance companies came solely under his department's jurisdiction. The bill, however, was submitted to the House and passed, with the understanding that it would not come into force until the question of jurisdiction as between the Province and the Dominion had been decided by competent authority.

A further bill dealt entirely with the supervision of agents and brokers. Your Association found it necessary to oppose certain sections of this bill, and the Provincial Superintendent of Insurance accepted alterations which were suggested by the Manager of the Insurance Department.

Another bill provided for the supervision of rate making bureaus. It gave the Superintendent power to receive complaints from any insurer of discrimination or unfairness in rating, and to demand that the rating bureau in case of such complaints should submit to him details showing how the rate was made up and any other necessary information. The Superintendent may then make an order prohibiting any rate which he considers discriminatory. The bill also empowered the Superintendent to act as mediator between the insurer and the insured where such mediation was considered necessary. The two last-mentioned Bills also passed and will come into effect at once.

### Insurance Rates. Prairie Provinces

A committee of the Prairie Division of the Association has been very active during the past year in an endeavour to secure relief from the high cost of fire insurance in the prairie provinces. This committee felt that the only effective method of reducing the present high rates was to introduce some element of competition. The committee have taken the matter up and are endeavouring to provide for the western provinces some of the competition which already exists in the east.

No other insurance legislation was introduced into the legislatures of the other provinces which was of special interest to manufacturers. During the year the Insurance Committee and the Insurance Department carefully scrutinized all proposals to change the insurance laws or customs in order that the interests of manufacturers would be properly safeguarded and the necessary representation made to the proper authorities.

### Insurance Department Services

During the past year the Insurance Department has given services to members on 304 occasions and has been consulted by about 220 members in all.

The following table is an analysis of the various kinds of service given by the Department and the number of times each kind of service was given during the year.—

Standing of Companies .....	30
Policy Wordings .....	70
Insurance Values .....	28
Rate Reductions .....	106
Inspector Service .....	85
Building Construction .....	4
Automatic Sprinkler Equipments .....	29
Claim Collections .....	10
General Information .....	15
Marine Insurance .....	8
Co-Insurance .....	6

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All of which is respectfully submitted.

ARTHUR HEWITT, J. T. STIRRETT,  
Chairman, General Secretary.  
J. E. WALSH,  
General Manager.



# Report of Membership Committee

## Notwithstanding Period of Depression Association makes net gain in Membership of Forty-one

**Y**OUR Committee begs to report that 452 new members joined the Association during last year.

The Association began the year on May 1st, 1921, with a total membership of 4,231. Applications received and passed during the year totalled 452, resignations accepted numbered 411, leaving a net gain of 41. The total membership of the Association on May 1st, 1922, was 4,272. Applications and resignations by Divisions were as follows:

During the year ending April 30th, 1922, members added to the arrears and resignations' list, numbered 510.

the necessity for the increase in fees was explained.

Of the resignations, 260 were for 1920-21 and 151 were for 1921-22. There are now 200 of the 1921-22 arrears whose resignations have not been accepted.

### Reasons for Resignations

The reasons for the 411 resignations accepted this year are as follows:

Discontinued manufacturing, dissolved, no longer eligible .....	225
Poor business conditions .....	51
Amalgamations .....	29
Arrears including those who gave no definite reason .....	106
	411

	Applications.	Resignations.	Number.	Gain Revenue	Loss Number.	Revenue <sup>e</sup>
Ontario Division .....	210	178	32	\$1,080.00	..	.....
Quebec Division .....	82	92	..	.....	10	\$1,270.
Prairie Provs. Divn. ....	100	81	19	360.00	..	.....
Maritime Provs. Divn. ...	17	36	..	.....	19	770.
British Columbia Divn. ...	43	24	19	760.00	..	.....
	452	411	70	\$2,200.00	29	\$2,040

Summary: Net gain in membership 41; in revenue \$160.

Resignations accepted .....	151
Retained by correspondence .....	159
Undecided (still corresponding) ....	200
	510

In addition to the above, 72 members, with fees amounting to \$2,420, who resigned previous to April 30th, 1921, were induced to renew by personal visits and correspondence.

Since the increase in fees became effective on July 1st, 1921, we corresponded with 207 members who asked for a reduction owing to decreased staffs, and only 35 complained of our charge, gradually all of whom remitted when

The following table shows by years the net growth of the Association's membership since 1899, when it was reorganized on a national basis:

Fiscal Year	Association's Total Membership	Net gain over preceding year
1899 .....	132	—
1900 .....	340	208
1901 .....	825	485
1902 .....	1,080	255
1903 .....	1,275	195
1904 .....	1,511	236
1905 .....	1,839	328
1906 .....	2,104	265
1907 .....	2,189	85

1908 .....	2,185	4*
1909 .....	2,356	171
1910 .....	2,608	252
1911 .....	2,725	117
1912 .....	2,753	28
1913 .....	3,007	254
1914 .....	3,043	36
1915 .....	3,061	18
1916 .....	2,983	78*
1917 .....	3,239	256
1918 .....	3,305	66
1919 .....	3,530	225
1920 .....	4,061	531
1921 .....	4,231	170
1922 .....	4,272	41

\*Loss.

Note.—The gain shown in the third column is net, i.e., the difference between new applications and resignations accepted.

Dulness of trade makes membership work difficult. In 1908 and 1916, the periods of two previous depressions, the membership suffered a net loss of 4 and 78 respectively. The Association has gone through the last two years of trade depression with net gains of 170 last year and 41 this year.

The table in the appendix shows the distribution of the membership in each province according to the fees and the amount of fees paid by members in each class.

Your Committee has used every practical means during the year to maintain and increase the membership, and to that end has co-operated closely with Divisional and Branch membership committees. Your Committee desires to thank the Divisional and Branch membership committees and also individual members for the hard work they have done and the great assistance they have furnished during the year.

Your Committee strongly recommends that every possible assistance be given to the incoming Membership Committee in this important branch of the Association's activities during the coming year.

All of which is respectfully submitted,

P. E. JOUBERT, J. T. STIRRETT,  
Chairman. General Secretary.

J. E. WALSH,  
General Manager

### Membership Fees

	\$10	\$15	\$25	\$35	\$50	\$75	\$100	\$120	\$150	\$175	\$200	\$250	\$300	\$350	\$400	\$450	\$600	\$750	\$1,000	Total
Ontario .....	144	571	361	381	301	189	105	33	92	27	6	29	20	7	3	6	3	2	2	2,282
Quebec .....	38	295	162	152	112	81	40	13	41	15	4	9	14	4	3	2	4	3	1	994
British Columbia .....	16	71	32	45	22	12	4	2	5	..	1	..	3	..	..	..	..	..	..	213
Manitoba .....	74	171	49	35	21	14	2	2	4	1	..	..	..	..	..	..	..	..	..	373
Alberta and Saskatchewan .....	49	39	25	17	14	2	1	..	1	..	..	..	..	..	..	1	..	..	..	149
Nova Scotia .....	12	46	19	18	13	4	5	1	1	2	2	..	1	..	1	..	..	..	1	126
New Brunswick .....	15	25	16	19	18	10	5	3	1	2	1	..	1	..	..	..	1	..	..	118
Prince Edward Island .....	3	8	3	1	2	..	..	..	..	..	..	..	..	..	..	..	..	..	..	17
Totals .....	351	1,226	667	658	503	312	163	54	145	48	14	38	39	11	7	9	8	5	4	4,272



# Commercial Intelligence Committee

## Expanding Work of the Department Outlined and Efforts to Extend Trade Explained.

**A**S forecast in the last annual report of this Committee to the Annual Meeting the definite grouping of its work into domestic services and export services has become even more accentuated. Attendant on and largely resulting from a great mass of detail and routine work, goes an important and increasing list of constructive measures. The Department is a general information bureau on matters pertaining closely or remotely to manufacturing interests. It acts in many cases as a testing and inspection laboratory on commercial and economic propositions. A great array of facts and sincere thought in attempting to arrive at the probabilities are the tools, equipment and apparatus used in the tests and inspections.

In domestic activities the following have been foremost subjects:—the planning of a series of graphic exhibits of Canadian products; co-operation with the Ottawa Office and the Bureau of Statistics regarding the production of a concise general statistical statement dealing with Canadian business; propagation of the Made-in-Canada idea, negotiating particularly with large buyers, municipal corporations, etc., with a view to getting general acceptance of Made-in-Canada principles; furnishing data to the Canadian Red Cross Society to enable it to locate promptly adequate supplies of relief commodities in case of any great emergency,—fires, floods, etc.; close study of a new movement suggesting reforms in the distribution and credit systems.

Export questions include: investigations into probable export tonnage available in the event of direct sailing to Mexico being established; thorough investigation and report on the Franco-Canadian Exhibition Train; plans for the British West Indies trip; plans for co-operation with the Department of Trade and Commerce on many questions relating to the Overseas Commercial Intelligence Service; preparation of data relating to the economic conditions in China and Canada's relation thereto for use at the Disarmament Conference in Washington; preparation and circulation of articles, bulletins and pamphlets dealing with export opportunities for Canadian products; checking misinformed anti-Canadian propaganda in foreign publications; maintaining interchange of information and ideas among the export clubs; research into the possibilities of credit insurance for export trade, and plans for the various export features taking place at this Annual Meeting.

Under direction from the Council, the Committee has undertaken the supervision of the editorial work on the new edition of the *Canadian Trade Index* which will be ready for distribution early in 1923. This work is of equal importance to both domestic and export services, and together with material gathered on the information schedules

of the Trade Index returns, supplemented by our extensive library of statistical and technical reference books, foreign trade publications, constant communication with specialists in Canada and abroad, forms the basis from which the routine work and even some of the constructive work of the Department grows.

This opportunity should not be allowed to pass without acknowledging with great appreciation the assistance that has been received from many individual members of the Association, who on very numerous occasions, have been of invaluable assistance in furnishing information enabling the Department to deal adequately with various questions that arose.

### Domestic Trade

During the year, over 2,000 inquiries relating to domestic trade have been handled. These inquiries are of various kinds: statistics of imports, exports and productions; sources of supply for raw materials, names of Canadian manufacturers of certain products, lists of firms, and occasional requests for suitable agents. The *Canadian Trade Index* which provides the basis for much of this work is being constantly revised and kept up-to-date. The names of new members are listed in the office copy of the book and in this way, and by other means, is kept a continuous record of the changes that are taking place daily in firms and products. The wide circulation of the book throughout Canada and in other countries places the names of members of the Association before possible buyers. Further, by having their names placed in the book new members are certain that they will not be overlooked in answers to inquiries. Both the domestic and foreign circulation will be enlarged and plans are being worked out so that in the future either a supplement or an annual edition will be issued.

### New Products

On numerous occasions the Dominion Bureau of Statistics, at the instance of this Department, has made special investigation into the productions or importations of various commodities. These investigations have frequently revealed much more effective information than is or can be published broadcast. The work of the Bureau has been supplemented and checked in each of these cases by special work of the Department in gathering data from the wholesale trade and large consumers. A concise statement of the results thus obtained is passed on confidentially to the enquirer without disclosing any individual source of information. This information is supplied largely to two groups; Canadian manufacturers seeking new lines to manufacture and United States and British manufacturers who are making a bona-fide effort to establish a plant to produce goods not now made in Canada. As an illustration of

the latter group, the Department has very recently supplied exhaustive information to a British firm contemplating the manufacture of a textile material. In numerous cases no special enquiries have been conducted, but companies have been supplied with data within the range of knowledge of the Department that assisted them in coming to decisions regarding proposed new products or the location of new factories. In a similar manner the Department has obtained data as to the location in Canada of kaolin clay, silica sand and other chemical and mineral deposits. In this work the Department co-operates with any recognized organization which may be in a position to acquire and furnish useful information, and is operating to increase the industrial power of Canada.

### Foreign Trade Enquiries

Foreign trade enquiries have been received from our numerous correspondents abroad and through the Department of Trade and Commerce. These have been circulated as widely as possible by mail, by mimeographed bulletins and through the columns of *Industrial Canada*. Through the action of the manager of a Canadian bank in Venezuela, Canadian manufacturers were given the opportunity to quote on the requirements of electric wire of a large organization in that country; and it may be noted simply as an example that two Canadian firms have been awarded contracts in connection with the building of the \$15,000,000 electrical plant at Morwell, Australia, information and tender forms having been supplied by the Department through the zeal and courtesy of the Canadian Trade Commissioner in Melbourne.

### Assistance to Exporters

An interesting feature during the past year has been the development of the export activities of the Department, and many new exporters have called upon us to assist them in export trade problems. The questions asked by correspondents and by visitors at the office deal with the various methods of conducting foreign trade, the securing of commercial representation abroad and specific information about conditions in other countries. As instances only we might mention that a Canadian salesman going to Peru was provided with regulations covering the entry of samples into that country; several manufacturers going to the West Indies were given data, and many visiting representatives were put in touch with exporters. The Committee has also caused the publication of the pamphlets "Foreign Trade Conditions" and "The British West Indies and South America as Markets for Canadian Manufactured Goods." The former booklet aims to familiarize the reader with conditions abroad and general principles for the conduct of export trade, and the latter to point out special features of certain markets for Canadian goods.

### Investigation of Foreign Markets

When it was desirable to procure information confidentially as to the extent of foreign markets for specific lines of Canadian made goods, and to ascertain competitive conditions and other par-



ticalars, enquiries were conducted, using the facilities of the Department of Trade and Commerce and Banks, and supplemented by communication with our own correspondents, which also resulted in material of considerable value being placed at the disposal of members.

#### Credit Information on Foreign Firms

The service of providing credit information on firms outside Canada and the United States shows an increase of 50% over the previous year. Specific credit reports are a necessity to every manufacturer engaging in export trade, and through arrangements entered into two years ago reports have been supplied to members free of charge. These reports are kept on file and are being added to continuously. Consideration is now being given to the development of a system of interchange of information now on file in the credit departments of individual members, and an inquiry is being conducted into the operations of foreign credit insurance exchange methods as used in the United States.

#### Translation Service

The number of foreign letters received during the year just ended is slightly larger than that of the previous year, and the number of members using this service has increased in the year from 114 to 134.

Early in the summer of 1921, there was a marked falling off in the number of foreign letters received, but after that they picked up again and have since been coming in very frequently. There is a growing demand for catalogues and general information from abroad regarding products of Canadian manufacture, and latterly there have been increasing numbers of requests from foreign firms or agents to resume business connections formed prior to the war, which operations have been at a standstill for several years. This would seem to be a fair indication that business conditions are improving.

Many foreign correspondents fail to mention where they obtained the addresses of the Canadian firms to whom they write, but in some instances they do, and it can therefore be definitely stated that some of these negotiations are directly traceable to the *Canadian Trade Index*, *Industrial Canada* and other publications of the Association.

During the last year letters have been received from the following countries:

Argentine.  
Austria.  
Bavaria.  
Belgium.  
Bolivia.  
Brazil.  
British West Indies.  
Chile.  
Colombia.  
Cuba.  
Czechoslovakia.  
Dominican Republic.  
Dutch West Indies.  
Egypt.  
Germany.  
Greece.  
Guatemala.  
Haiti.  
Hungary.

Italy.  
Mexico.  
Panama.  
Peru.  
Poland.  
Portugal.  
Roumania.  
Sicily.  
Spain.  
Switzerland.  
Syria.  
Venezuela.

#### Financial and Economic Conditions Abroad

Your Committee has been watching closely any developments abroad which affect the interests of Canadian exporters, and also gathering general specific information regarding opportunities for the sale of Canadian goods. This information is collected from correspondents in other countries, trade reports and foreign buyers who visit the office. Particular attention has been given to the British West Indies, Mexico, Russia and China. The Department has now on file the names of British firms who at one time had large trading connections with Russia and comprehensive and recent information on Mexico and the British West Indies. A booklet on another market is in the course of preparation and will be issued at an early date. As exporters are vitally interested in any measures which will better conditions in Europe and increase international trade, your Committee suggested to the Department of Trade and Commerce the preparation of a report on the various Export Trade Financing Schemes. This report has been completed and is available to interested members.

#### Direct Sailings to Mexico

In view of the possibilities of increased trade between Canada and Mexico, your Committee has given consideration to measures which would assist its development. A Commission from the Canadian Government spent three months studying trade conditions in that country, and the Canadian Government Merchant Marine have just completed an investigation of the transportation requirements. The Department has collected tonnage figures and other data bearing on the development of trade and this information has been forwarded to the Transportation Department of the Association. From the evidence gathered it appears that the increase of trade is to a great extent dependent on steamship connection between Canadian and Mexican ports. Partially as a result of the confidence expressed by members to do increased business there, it is understood that a Trade Commissioner will shortly be placed in Mexico City, thus extending facilities for getting useful information.

#### Exhibitions and Fairs

From time to time the Department receives information concerning exhibitions and fairs in various countries, and whenever the exhibition is of sufficient importance, members of the Association are supplied with full particulars. The Department is communicating with members of the Association for the purpose of obtaining their experience as

to the value of trade fairs and thus collecting a body of opinion to guide their future action.

#### Export Clubs

The work of organizing and doing executive work in connection with the various export clubs that have been formed has engrossed a good deal of time of members of the staff of the Commercial Intelligence Department and of the Divisional and Branch Secretaries. Clubs directly under the auspices of the C. M. A. have been organized in Toronto and Montreal, and an outline of organization, followed in all except one particular, was supplied to organizers of a club for Central Ontario with headquarters in London, which meets at Brantford, London, Stratford and Windsor alternately. Negotiations are now under way looking to the establishment on an active basis of clubs in British Columbia and the Maritime Provinces. The Divisional Secretaries have heartily co-operated in getting the clubs established, realizing that they offer a further opportunity for service to members. The objects of the clubs have been to promote a better understanding of the factors which influence the development of our export trade and to stimulate the spirit of mutual assistance on the part of the members. The Canadian National Export Club has been the means by which the local clubs have been connected with the Association. It has acted as a clearing house for information, supervised or prepared articles for *Industrial Canada*, kept in touch with the C.M.A. Departments on all subjects of mutual interest, and from time to time issued bulletins conveying to members information of a more intimate character than could be used in *Industrial Canada*.

Authority was recently given by the Executive Council whereby the work of the Commercial Intelligence Committee has been separated for the sake of convenience, despatch and adequacy of treatment, into Domestic and Export "Services" with a Committee in charge of each Service, these two Committees jointly forming the Commercial Intelligence Committee. The work formerly carried on by the Canadian National Export Club will be taken over by the Export Service of the Commercial Intelligence Committee, the local clubs continuing to serve their districts and to report to the Export Service of the Commercial Intelligence Committee.

It is anticipated that this specialization will enable the Association to avail itself of the services of members specially interested in one or other of export or domestic work and so make for increasing efficiency and for the further development of the constructive side of both classes of work.

The Export Club of Toronto has held nine monthly meetings. Addresses have been given by experts in banking and marine insurance, manufacturers who have a first hand knowledge of certain foreign markets, trade commissioners, and members of the Club who have had experience in selling goods abroad. It has been the custom for those present to ask the speaker questions on any phase of the subject in which they were especially interested, and benefit has



been derived from the exchange of information between members of the Club, both in the meetings and outside.

Some of the subjects dealt with have been:

Financial and Business Conditions in South America.

Markets for Canadian Products in Caribbean Countries.

The Development of an Export Market.

The Use of the Parcel Post in Export Trade.

Clauses and Conditions in Marine Insurance Policies.

Trade Possibilities in Mexico.

The World Situation as it affects Canadian Export Trade.

The Foreign Markets, Foreign Transportation and Executive Committees have met during the year and considered questions which have arisen from time to time. These include: "Marine Insurance Rates," "To Order" shipments to Venezuela and Colombia, and Difficulties with Shipments to Australia. A number of members are interested in the development of Parcel Post Services to foreign countries. The Foreign Transportation Committee investigated this question and found that in several respects Canadian exporters were handicapped as compared with shippers from the United States and other countries. With the approval of the Club a memorandum has been prepared and forwarded to the Post Office Department.

The Export Club of Montreal and District was organized in November, 1921, and has held frequent meetings. At one meeting the Directors of the Commercial Intelligence Service of the Department of Trade and Commerce and one of the Trade Commissioners outlined a number of essential phases of export work and explained the services the Commercial Intelligence Service could give to manufacturers seeking export trade. Hon. J. A. Robb, the Minister of Trade and Commerce, outlined the policy of the Department, and Mr. S. R. Parsons spoke on general business conditions arising from his observations in Europe. The Club has also been addressed by an authority on the trade of Haiti, by the Commercial Attaché to the Venezuelan Legation in London, and by some of the members who had experience in South America.

The Executive Committee of the Club has been very active, and the following indicate the type of questions considered: Parcel Post Service to Mexico, Marine Insurance Rates, and the Registration of Trade Marks in foreign countries.

In general the meetings of the Clubs have been found to be a source of strength to the individual members of the Club and the Association in that they give rise to constant friendly interchange of information. From time to time points are brought up that require the attention of other special departments of the I.M.A.

#### British West Indies Trip

Your Committee introduced the question of sending a representative delegation of Canadian business men to visit the British West Indies and other places in or adjoining the Caribbean Sea. In submitting plans to the Council, emphasis

was laid on the desirability of having the delegation assume the character of a semi-diplomatic mission rather than a purely business venture. It is felt that this longer view has been amply justified by the results. A host of West Indian business men and officials have been provided by personal contact with some idea of the Canadian business viewpoint and methods and are more fully informed with regard to Canadian products generally. The personal relationships established by this interchange of views will aid greatly in maintaining and increasing Canadian-West Indian trade. Already the Department is dealing with several important enquiries, some general and some specific, the solution of which will be of mutual benefit. The question of direct imports from the West Indies is one of the most vital and may entail the undertaking of some work outside the ordinary scope of the Department, but since it remains a fact that greater imports of raw materials, etc.,

from the West Indies will ultimately result in greater exports of Canadian goods to the West Indies the slight diversion from the usual course will be justified.

Full reports on the trip are being printed for the information of interested members. All the members of the party have rendered great service to the Association and to individual members doing or seeking to do business in the British West Indies, and the full reports obtained have been made possible through the courtesy, zeal and enthusiasm of Mr. C. H. Payne, Department of Trade and Commerce, Ottawa, and Mr. Graham F. Towers, Royal Bank of Canada, Montreal, who accompanied the delegation.

All of which is respectfully submitted.

L. L. McMURRAY, ALEX. MARSHALL,

Chairman. Manager, Commercial Intelligence Department.

J. E. WALSH,  
General Manager,

## Report on the West Indian Trip

### Detailed Statement of the Experience and Findings of Party who visited West Indies

THE members of the Canadian Manufacturers' Association who have just completed a tour through the British West Indies and British Guiana have appointed the undersigned as a committee to make a report to you covering that tour in a general way, and embodying, as well, a little more detailed information, which might be of service to our Commercial Intelligence Department.

The party was composed of the following:—

Mr. W. S. Fisher, President, Canadian Manufacturers' Association, Emerson and Fisher, St. John, N.B.

Sir Alexander and Lady Bertram, John Bertram & Sons Co., Ltd., Montreal, Que.

Col. & Mrs. R. W. Leonard, Mr. Douglas Mutch, Coniagas Reduction Co., Ltd., St. Catharines, Ont.

Mr. G. Clifford McAvity, Mr. & Mrs. J. W. Davidson, T. McAvity & Sons, St. John, N.B.

Mr. & Mrs. Geo. J. Lippert, Geo. J. Lippert Table Co., Ltd., Kitchener, Ont.

Mr. & Mrs. R. H. Turner, J. J. Turner, Ltd., Peterboro, Ont.

Mr. & Mrs. H. Pocock, London Concrete Machinery Co., Ltd., London, Ont.

Mr. & Mrs. C. H. Payne, Mr. Payne is Secretary of the Commercial Intelligence Branch of the Department of Trade and Commerce of Canada.

Mr. & Mrs. A. H. Whitman, Robin Jones & Whitman, Halifax, N.S.

Col. Arthur Hatch, Canada Steel Goods Co., Ltd., Hamilton, Ont.

Mrs. James Anderson, Representing the Border Cities Chamber of Commerce, Windsor, Ont.

Mr. W. H. Shapley, Goold, Shapley & Muir Co., Ltd., Brantford, Ont.

Mr. H. V. Greene, Hiram Walker & Sons, Ltd., Walkerville, Ont.

Mr. J. D. Johnson, Canada Cement Co., Ltd., Montreal, Que.

Col. H. L. Edmonds, John Morrow Screw & Nut Co., Ltd., Ingersoll, Ont.

Mr. & Mrs. A. H. Stratton, Peterboro Review Co., Ltd., Peterboro, Ont.

Mr. W. J. Aitchison, D. Aitchison & Co., Ltd., Hamilton, Ont.

Mr. S. L. Gunn, The McClary Mfg. Company, London, Ont.

Mr. & Mrs. I. D. Bradshaw, Mr. W. J. Bradshaw, Bradshaw's Limited, Toronto, Ont.

Mr. Graham F. Towers, Superintendent Foreign Trade Dept., The Royal Bank of Canada, Montreal, Que.

Mr. C. K. Howard, General Tourist Agent, Canadian National Railways and Canadian Government Merchant Marine, Ltd.

We regret that Sir Alexander and Lady Bertram, Col. and Mrs. R. W. Leonard, Col. Arthur Hatch and Mr. Douglas Mutch found it impossible to proceed farther than Jamaica, since this undoubtedly made the party less representative than we could have wished, having in view the official welcome which we received at all the points we visited.

We went south with the object of making ourselves more familiar with business and general conditions in the British West Indies, British Guiana and Bermuda, places with which Canada is becoming constantly more closely associated, and with which we are doing a steadily increasing trade.

The party sailed from Halifax on the *Canadian Fisher* on February 16th. The first stop was at Nassau in the Bahamas, the second at Kingston, Ja., and from there we proceeded to Panama, Venezuela, Trinidad, British Guiana, Grenada, St. Vincent, Barbados, St. Lucia, Dominica, Montserrat, Antigua, St. Kitts, and finally Bermuda. A stay of eleven days was made at Port of Spain, Trinidad, and one of three days at Georgetown, British Guiana, and Bridgetown, Barbados. The transportation arrangements throughout were of the best, and we desire to put on record our appreciation of the services of Mr. C. K. Howard, General Tourist Agent of the Canadian National Railways, who did so much in this connection. We have seen to it that letters of thanks were sent to the Captain of the *Canadian Fisher*, which took the party from



Halifax to Jamaica, and to the Captain of the White Star Liner *Megantic* on which boat we travelled from Jamaica to Trinidad. The kindness of Captain Hill and the officers and crew of the R. M. S. P. *Chaleur* requires special mention. From the time we got on board the *Chaleur* at Trinidad on March 17th to the time we disembarked at St. John on April 12th, Captain Hill worked unceasingly to make our trip a success.

The cordiality of the reception we met with at all the places we visited cannot be over-emphasized. Not only had the local chambers of commerce or agricultural societies arranged business meetings, where the members of our party could get in touch with the leading men of the community, but they had also made complete arrangements for our entertainment. We were received at the residence of the Governor or Administrator at practically every port, and, in general, the houses of our hosts were thrown open to us. Lunches or dinners were arranged for, and, not content with looking after us in this way, the local people had almost invariably arranged for us to do some sight-seeing in cars which they lent for the purpose. We come back under a debt of gratitude to the citizens of the British West Indies, British Guiana and Bermuda for all their kindness to us as individuals and as members of the Canadian Manufacturers' Association, and we hope that the Executive of the Association, whenever the occasion arises, will make a special point of assisting B. W. I. individuals or firms, who come to our Commercial Intelligence Department or other departments for information or advice.

#### Business Conditions from the Canadian Standpoint

During the last two months, it has been brought to our attention that while certain Canadian products were sold in quantity in the South, other products were extremely weak. It may be of interest to name the articles which were mentioned in this connection:—

#### Canadian Products.

Well known in the British West Indies.

Flour  
Fish  
Potatoes  
Butter and Cheese  
Hay  
Oats  
Cement  
Paints  
Brushes and Brooms  
Tires  
Paper  
Cordage  
Box Shooks and Lumber  
Canvas shoes with rubber bottoms  
Nails  
Patent Medicines  
Matches  
Sulphate of Ammonia  
Bags, Trunks and Valises  
Lanterns  
Cotton Bathing Suits  
Split Peas  
Eran  
Pollard  
Carbide  
Carb. of Ammonia

Partly known and in which sales could be increased.

Packing House Products  
Canned Goods  
Jams  
Biscuits  
Fertilizers (basic slag and tankage)  
Soap  
Drugs  
Granulated Sugar  
Condensed Milk  
Clay Products  
Enamelled Wares  
Road Building Machinery  
Cornmeal  
General Hardware items

Little known in the British West Indies.

Textiles  
Cotton Prints  
Clothing  
Boots & shoes  
Furniture  
Corrugated Sheets  
Machinery  
Hardware for bldgs.  
Oleomargarine and many other lines

We were impressed by the way in which our flour millers had practically gained control of the British West Indian market. They have followed the system of appointing good agents at every point, and, in addition, have their own representatives make periodical trips through the territory. We believe that the sending of capable representatives through the South is the only way to open up new business. This method should be followed by any firm which believes that the possibilities for the sale of its product warrant the expenditure involved. Once the goods are introduced the business in many cases may be carried on by the appointment of local agents. We are attaching a summary of the trade of Canada with the British West India Colonies during the last 21 years.

The imports into British West India Colonies, 1912, 1914 and latest available statistics are:

	United Kingdom	United States	Canada	All Countries
1912 .....	\$21,759,000	\$20,925,000	\$4,868,000	\$56,290,000
1914 .....	19,528,000	19,630,000	5,605,000	53,060,000
Latest Available Statistics .....	15,707,000	41,467,000	12,400,000	86,602,000

#### The Tariff

Goods are not exhaustively classified

which operate on the products of the soil which they export.

	Preferential Tariff	General Tariff
	9% per cent	12½ per cent
The Bahamas .....	10 " "	20 " "
Barbados .....	11 " "	22 " "
British Guiana .....	10 " "	20 " "
British Honduras .....	10 " "	20 " "
Trinidad .....	10 " "	15 " "
Grenada .....	10 " "	15 " "
St. Lucia Windward Islands .....	10 " "	15 " "
St. Vincent .....	10 " "	15 " "
Antigua .....	10 " "	15 " "
Montserrat .....	10 " "	15 " "
St. Kitts-Nevis Leeward Islands .....	10 " "	15 " "
Dominica .....	8 " "	12 " "
Virgin Islands .....	15 " "	20 " "
Jamaica .....		

in the West Indian tariffs. The item covering unenumerated goods in any tariff is therefore of much importance. Furthermore, the rate on unenumerated

#### Business Conditions

Practically all the products of the West Indies were affected by the general decline in prices which commenced in 1920. Sugar was exceptionally hard hit. Cocoa was low in price and difficult to dispose of. The banana industry, which is one of the main industries in Jamaica and operates almost entirely with the United States probably came through more successfully than any other. These generally bad conditions in the market for West Indian commodities naturally brought in their train a good many difficulties for commercial firms. We were not led to believe, however, that failures were any more serious than in Canada. Cocoa prices have now recovered substantially from their low point of April, 1921, and sugar is firmer. These two industries are now probably able to pay expenses, and may even be making a certain profit. The coconut and banana industries are probably on a reasonably good basis. Sea Island cotton commanded a fair price. Lime juice is still somewhat affected, stocks of the poorer grades still being heavy in London. In general, however, it may be said that the West Indies feel they have turned the corner.



### How Business is Done and the Risk Involved

We found that business is conducted in the British West Indies very much along the same lines as in Canada, so far as extension of credit goes. One trip to the South would convince anyone that the risk of doing business there is no greater than in our own country. Most of the larger importing firms are in a good financial position. Our banks are prepared to advise us at all times whether a firm is or is not deserving of credit. The trouble in the past has been that some exporters have shipped to small houses in the South who should not have obtained goods except for cash in advance or under an established letter of credit. We emphasize again, therefore, the necessity of obtaining credit reports from the Royal Bank of Canada, The Bank of Nova Scotia, the Canadian Bank of Commerce or the Bank of Montreal, before acting on an order from a new customer. This information they are as a rule able to supply immediately from records on file in their head offices in Canada.

### Competition from New York

We found that in most lines New York was an active competitor. The commission houses of that city apparently are in a position to quote relatively favorable prices on many lines. They are particularly resorted to by firms in the smaller islands who are attracted by the convenience of including in one order the variety of small purchases they are making. While we in Canada have indent houses of the type under discussion, it is obvious that the purchasing facilities of the New York houses who do business on a very large scale must enable them to quote prices which we, at times, find difficult to compete against.

### Documentation and Packing

We were surprised by the reference which was made at nearly every point to the late arrival of documents covering shipments from Canada. It might not be out of place for our Commercial Intelligence Department to give this matter special emphasis. Undoubtedly considerable annoyance and delay has been caused to importers in the British West Indies either because of bills of lading arriving late, or, worse still, of certificates of origin being delayed. Where the latter do not arrive on time, goods must be put in bond (which involves expense), or the full duty must be paid. Some English firms send the certificate as soon as they receive the order, their invoices being stamped "incomplete" in order to get over the fact that the price on it might not be the rate which would prevail by the time shipment was made. Documents should always be included in the ship's mail of the vessel carrying the goods unless some other way of forwarding them to point of destination gives absolute assurance that they will be there as soon as or before the goods concerned. In connection with the prior arrival of documents, we found that cases arose of merchants having to pay sight drafts before the arrival of the goods. They dislike this very much.

It is most important that invoices should show packing costs separately. For safety the packing cost should not

even be included in the same total with the charge for the goods, since collectors of customs apparently stick closely to the letter of the law, and are liable to assess duty on the total value shown. In any event duties are invariably assessed on packages—in one place it is twenty-five cents per package—in some others it is two per cent. on their value.

The fact that vessels do not dock except at Jamaica, Bermuda, St. Lucia and British Guiana, makes it necessary for goods to be transferred to shore by lighters. They undergo considerable handling and require to be strongly packed. Firms receiving orders should pay careful attention to instructions they receive. Even where some peculiar request is made, it may arise from a desire to sell the container after use, since the low paid natives of the West Indies utilize any material they can lay their hands on.

While weights and measurements should be stencilled on each case, it is inadvisable to indicate contents where these are subject to pilferage. Even a makers' name should not be included, where the name suggests the contents.

### Banking Facilities

We were impressed by the volume of business done by our Canadian banks in the South, and by their evident high standing in the community. Even in a foreign country such as Cuba, the Royal Bank of Canada was the main banking institution. There were only two points we visited during our entire trip where we did not find a branch of that bank. The Bank of Nova Scotia is strong in Jamaica, where it has been established since 1887. We found the Canadian Bank of Commerce opening at various places, and through the islands came in touch with the Colonial Bank, an English institution in which the Bank of Montreal has recently acquired an interest. These banks are able and willing to furnish Canadian firms with credit reports on the houses of the South, and they are sincerely anxious to assist Canadian trade by providing names or obtaining information of almost any description. The head offices of the banks usually are the centre for conducting this service. We believe their willingness to provide information or to assist trade by performing such services, as, for example, the completion and despatch of documents from shipping ports should be brought more to the attention of manufacturers. At every point which we visited, the Canadian bank managers took a leading part in the arrangements for our entertainment. Their constant kindness and the business information they were able to give our members increased the pleasure and value of our trip.

### Trade Commissioner Service

We naturally came in touch with the Canadian Trade Commissioners or commercial agents in the West Indies. We are led to give our hearty endorsement to the opinion expressed and recommendation regarding the value of the Canadian Trade Commissioners' service made by the delegation from the Canadian Manufacturers' Association, which went to Ottawa on February 23, 1922.

### Transportation

In regard to transportation arrangements with the British West Indies, Canada is in a relatively favorable position. The Clyde Line, the Trinidad Line and Furness-Withy are the main services from New York, but the only service at present running from England is an intermittent one conducted by the Harrison Line. Poor transportation greatly hampers English exporters. The Canadian Government Merchant Marine, the Canadian Pacific Steamships, the Royal Mail Steam Packet and Pickford and Black, maintain services between Canada and various points in the British West Indies, British Honduras, British Guiana and Bermuda.

While the improvements and extensions made in these services during the past few years are much appreciated and have been important factors in developing trade, the business people throughout the territory are looking forward with deep interest to the improved services contemplated by the Canadian Government, which, when put into effect, will give a greatly increased impetus to the business relations between the two countries.

At many points in the South they expressed the hope that Canadians would travel more and more in the British West Indies. British Guiana and the various islands are ideal places for a winter tour, and it is our opinion that the more Canadians there are who go to these places, the more familiar will the British West Indies become with Canada and the readier they will be to buy Canadian goods. We noted that although items of news from the United States were prominent in the papers, there was a great lack of Canadian news. We think this should be corrected and believe it would be worth while to place the Chamber of Commerce of each point in the mailing list for *Industrial Canada*, also the clubs and banks.

### Business from the West Indian Standpoint

The main products of the British West Indies are—sugar, molasses, rum, cocoa, cocoanuts, copra, bananas, coffee, limes, sea island cotton, rice and other similar products, as well as oil and pitch, which are produced in Trinidad. We found rather a general feeling throughout the South that Canada was not buying enough from them. British Guiana was an exception to this, since we have always purchased a very large quantity of sugar from that Colony. In the other places we pointed out that our purchases were increasing steadily, and would continue to do so as our population increased. They are keen for us to buy direct instead of buying some British West Indian products in New York. There seems to be no doubt that our direct purchases in the British West Indies could be increased to our mutual advantage, and that although in some cases grading or blending facilities draw us to New York, in others our importers are probably overlooking opportunities. We pointed out that the personal representation which is thought so necessary for the sale of Canadian goods in the South was just as necessary if more British West Indian products are to be sold in Canada.



We found that the recently constituted preferential tariff arrangements with Canada are greatly appreciated through the British West Indies, British Guiana, British Honduras and the Bahamas. In some of these countries, however, they do not yet realize the great opportunities in the Canadian market which have been opened to them by the Canadian Customs tariff preferences. These preferences average about 50%.

The following are examples of the articles imported into Canada at preferential rates from the British West Indies, British Guiana, British Honduras and the Bahamas:—

Articles	Preferential Tariff	General Tariff.
Cocoa beans	Free	\$1.50 per cwt
Grapefruit	50c per cwt.	\$1 per cwt.
Onions	Free	30%
Arrowroot	1½c per lb.	11½c per lb.
Limes	Free	15%

There appears to be a lack of information in regard to the preferences now granted by Canada on sugar. The fact is, that they have a commanding preference, as the following items from the Canadian Customs Tariff, indicate:—

	British Preferential Tariff	General Tariff
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All sugar above number sixteen Dutch standard in colour, and all refined sugars of whatever kinds, grades or standards, not covered by tariff item No. 135, when not exceeding eighty-eight degrees of polarization	per one hundred pounds	\$1.33	\$2.00
Sugar above number sixteen Dutch standard in colour when im-			

ported by a recognized sugar refiner, for refining purposes only, under regulations by the Minister of Customs and Inland Revenue; and sugar, n.o.p. not above number sixteen Dutch Standard in colour, sugar drainings or pumpings drained in transit, melado or concentrated melado, tank bottoms, sugar concrete, and molasses testing over fifty-six degrees and not exceeding seventy-six degrees; when not exceeding seventy-six degrees of polarization per one hundred pounds .70 \$1.16

The rates for sugar of greater strength are proportionate, and maintain the same ratio of preference throughout.

The United Kingdom gives West Indies sugar a preference of only one-sixth; the United States gives Cuban Sugar a preference of only one-fifth; Canada gives West Indian sugar a preference ranging from one-third to slightly greater than one-third.

With such a preference, West Indian sugar should command the Canadian market, provided, of course, selling plans are wisely made and vigorously carried out.

In Dominica where the lime industry is supreme, they brought strongly to our notice the good quality of their green limes. They are anxious to develop trade with Canada in this article, which they thought superior in flavor and in other ways to the lemon. Mr. Riviere of Roseau made an offer to send

240 barrels (1200 limes in each) of green limes free to good Canadian fruit handling houses in order to make their product better known and to open the Canadian market.

It can be said that we found the British West Indies and British Guiana deeply interested in Canada, and desirous of increasing their trade with us, not at the expense of the Mother Country, with whom they are so closely in touch, but rather at the expense of those countries outside the Empire, who are now supplying them with a very considerable portion of the goods they consume.

In conclusion, to sum it all up, we feel there is an excellent opportunity for the expansion of trade between Canada and the sections visited, which can be brought about much more rapidly and satisfactorily by a study of the markets in person by those interested.

The people there are anxious and willing to buy from Canada any goods that we can supply of the right quality and at the right price. The market will expand as the people advance in education and prosperity. At present many lines of goods which Canada should supply are brought in from the United States, chiefly because their representatives are on the ground catering to it and gathering in the business. To procure our share we must do the same.

Signed on behalf of the Party,

W. S. FISHER (Chairman), ALEXANDER BERTRAM, R. W. LEONARD, G. CLIFFORD McAVITY, GEO. J. LIPPERT, R. H. TURNER, H. POCKOCK, A. H. WHITMAN, ARTHUR HATCH, W. H. SHAPLEY, H. V. GREENE, J. D. JOHNSON, A. H. STRATTON, W. J. AITCHISON, S. L. GUNN, I. D. BRADSHAW, H. L. EDMONDS.

## Statement Showing the Development of Trade Between Canada and the British West India Colonies During the Last 21 Years

Fiscal years ended	Bermuda		British Guiana		British Honduras		British West Indies		Total	Total
	Imports from	Exports to	Imports from	Exports to	Imports from	Exports to	Imports from	Exports to	Imports	Exports
March 31	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
1900* .....			67,660	281,383	nil	1,425	801,613	1,673,163	869,273	1,955,971
1905* .....	nil	544,430	2,547,722	465,138		3,179	4,970,158	2,374,200	7,517,880	3,386,947
1910 .....		479,192	2,980,238	584,631	18,523	4,418	5,777,698	3,055,574	8,776,459	4,123,815
1915 .....	23,923	357,712	2,993,514	675,660	497,786	9,450	6,163,296	4,333,095	9,678,539	5,275,917
1918 .....	84,940	823,407	6,716,647	1,978,323	352,028	13,468	10,550,550	6,838,563	17,704,165	9,653,761
1921 .....	76,959	1,523,992	9,085,108	3,594,118	134,739	38,783	14,833,746	13,030,225	24,130,552	18,187,118

\* Years ending 30th June.

## Total Trade Between Above Countries and Canada for the Periods 1900-1911 and 1912-1922

	Imports \$	Exports \$	Total \$
1900-1911 .....	72,205,000	36,867,000	109,072,000
1912-1922 .....	163,938,000	102,047,000	265,985,000
Grand Total .....	236,143,000	138,914,000	375,057,000



# Year's Work of Tariff Committee

## Tariff Revision in Many Countries has added to the labor of the Tariffs Department

**T**HE past three years have witnessed numerous changes in the tariffs throughout the world. Practically every industrial country has revised its tariffs since the war and these revisions, with the single exception of Canada, have been upward. As a result, the work of your Committee and the Department has been greatly increased owing to the extensive requests for information in regard to these new rates. The international situation to-day is that trading countries are fenced about with tariffs much higher than those in existence before the war. This has an important bearing on Canadian trade.

### The Budget 1922

Your Committee arranged to have the full text of the Budget Speech and the tariff and taxation changes contained therein mailed to every member of the Association the day following the announcement of these changes in the House of Commons. This was followed up by circulars analyzing and describing the effect of these changes.

The following acts were repealed by the Budget:—The Act regulating depreciated currency, the anti-dumping legislation of 1921, and the act providing for the marking of country of origin on imported goods. For the latter a new provision was substituted by which marking may be prescribed in any case by order-in-council. The most serious change was the elimination of safeguards against dumping of goods from countries with depreciated currencies. Such countries, in the absence of these safeguards, can lay down goods in Canada at much less than their cost of production in Canada and, in many lines, greatly below their pre-war prices. The necessity for such legislation is based upon the fact that there is a wide difference between the value of such currencies for transactions within their own borders and their gold value which is used in international trade. This is clearly indicated by reports of the United States Tariff Commission and by the Washington Commerce Reports, viz:

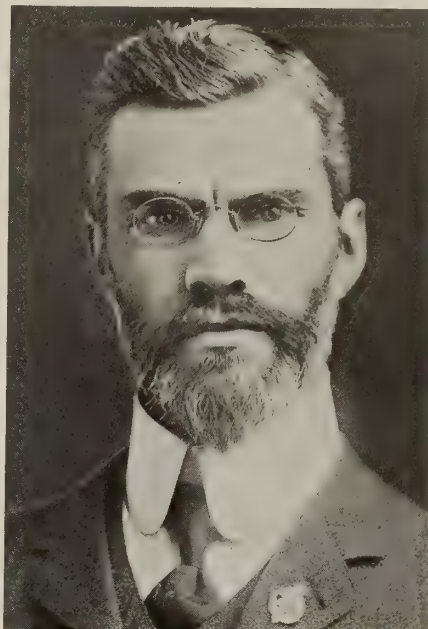
U.S. Tariff Commission, Jan. 9th, 1922.

"In the case of Germany, however, there is yet a great discrepancy between the internal value of the mark and its gold value, slightly more than 2 to 1 in 1921."

Commerce Reports, May 8th, 1922.

"It is obvious that a distinction must be made between the gold value of the German mark, as expressed in terms of dollars and other foreign currencies, and its real value calculated in terms of purchasing power in Germany. As in all countries with a greatly depreciated currency, the German price level has not risen commensurately with the decline in gold value of the national currency. This has been particularly true in Germany because of the artificial regulation of bread prices, rents, and public-utility rates by the German Government, and because of the Government's efforts to prevent profiteering."

It is also established by various schedules of wages referred to in recent issues of "Industrial and Labor Information" published at Geneva by the International Labour Office, which set forth in brief that the yearly rates of pay for German Government officials as decided upon on March 11, 1922, shall be from 11,000 marks to 40,000 marks which, computed into Canadian funds on the basis of valuing the mark at  $\frac{1}{3}$ c, would mean a yearly salary to Government officials



Joseph Picard

Rock City Tobacco Co., Quebec  
Chairman Tariff Committee

of from \$36.67 to \$133.34; that the wages of manual workers employed by Germany have been increased up to 12½ marks (\$.05) per hour for those over 24 years of age, and up to 11 marks (\$.04) per hour for those under 24 years of age, and that in Berlin during December, 1921, the following were the weekly rates of wages: printers (married) 553 marks (\$1.84); railway mechanics, 418 marks (\$1.40); railway laborers, 379 marks (\$1.27); bricklayers, 552 marks (\$1.84); building laborers, 522 marks (\$1.74); navvies, 381 marks (\$1.27).

In such circumstances, it is impossible for Canadian producers to compete while retaining the improved living conditions to which Canadian workmen have been accustomed.

The increase in the Sales Tax and other taxation features of the Budget have been fully commented upon in our circulars to members.

### Representations to the Dominion Government

Your Committee supervised the preparation of the briefs presented to the Dominion Government by a deputation from the Association in Ottawa on February the 23rd on the following subjects:—(a) French Treaty; (b)

Depreciated Currency; (c) Anti-Dumping Legislation; (d) Marking of country of origin on imported goods; (e) Preferential Tariff between Canada and Australia; (f) Amendments to the Sales Tax Act. These briefs were published in full in *Industrial Canada* and also in pamphlet form.

### Tariff Legislation

The outstanding tariff changes in other countries during the past year were as follows:—

(a) The United States—the revised United States Tariff which is now before Congress has already passed the House of Representatives and has been reported on favorably by the Finance Committee of the Senate. Our information is that it will become law, with but few important changes, in the not-distant future. This Bill provides protection higher, on the whole, than any previous tariff of the United States. An analysis showing the present and proposed United States tariff rates and their effect on some of the principal exports from Canada has been forwarded to our members. Attention is directed to an important Act which was passed in May, 1921, which greatly strengthened the anti-dumping provisions of the United States Customs Act. If the United States Customs find any one article that is being imported at a lower price than the home market price in the country of export an order is issued to their Customs officials which results in the complete prohibition of all imports in that class from any producer in such country of export.

(b) France, Italy, Belgium, Denmark, Spain, Portugal, Sweden, Switzerland, Greece, Bulgaria, Serbia, Roumania, Germany, Japan, and other countries have made substantial increases in their tariffs since our last annual meeting. There has been an erroneous impression that the Safeguarding of Industries Act, which became effective on August 19th., 1921, is Great Britain's only protective measure. On the contrary, since 1915 the United Kingdom has enforced high protective duties on behalf of its motor cars, musical instruments, gramophone, record, moving picture film and other industries.

### Invoice Certificates and Bills of Lading

There has been an unusually great number of changes in the forms of certificates required on invoices of goods shipped from Canada into other countries. The Department has furnished a great number of sample invoices and certificates at the request of our members exporting to other countries; and has always been able to supply these certificates and the information regarding them promptly as changes were made.

### Customs Investigating Officers, Europe

Before the war Canada maintained a Customs investigating officer in Europe. This officer secured information which prevented frauds upon the Customs and the illegal dumping of goods into Canada. When the war broke out he was withdrawn and has never been replaced. The Association has urged that other officers be appointed, but although the Civil Service Commission have advertised two positions they have not yet been filled. So many shipments are now



coming forward from European points invoiced at in-bond prices that the revenue provisions in the Canadian Customs law cannot be properly enforced without the aid of such investigating officers.

#### Export Ex-Warehouse of Bonded Goods

A very important decision on this subject was issued by the Customs Department on December, 1921, viz:—"That goods entered for exportation ex-warehouse and re-imported into Canada may be valued for duty purposes at home consumption values on date of final shipment".

#### Circulars

The Department has promptly notified the members by circular of all important changes in the Customs and Excise rulings and explanations of the Sales Tax regulations. Further details were published in *Industrial Canada*.

During the year the treatment of most of the questions mentioned above required the compilation of a great deal

of information, which was published and distributed in circular and pamphlet form. As this is all in the possession of members, your Committee will not attempt to repeat or even to summarize it, which explains the brevity of this report.

Your Committee recalls to members that the Department is equipped to give information in regard to the Customs Law of Canada and its interpretations, foreign and colonial tariffs and Customs regulations, questions of valuation for duty purposes, errors in Customs entries, difficulties in connection with drawbacks, rates of duty or refunds of duties overpaid and to all other Customs questions.

All of which is respectfully submitted.

JOS. PICARD,

Chairman.

J. R. K. PRISTOL,

Manager,  
Tariff Dept.

J. E. WALSH,

General Manager.

## Transportation Committee's Report

**D**URING the past year your Transportation Committee has given careful attention to the various questions affecting the transportation interests of members and begs to report as follows:—

#### Transportation Situation in General

In reviewing the railway situation for the past year railway officials generally have indicated that they consider 1921, as the worst year the railways have had to face. Owing to business conditions a considerable decline occurred in the traffic handled, necessitating the most rigid economy in operating costs. Wages were reduced approximately 10 per cent. and staffs were cut wherever possible. The expense of maintenance of ways, structures and equipment has been deferred in every possible way. Under these conditions, however, from the actual figures, which are now obtainable for the year ending December, 31st., 1921, it can be safely said that the Canadian railways have managed to come through the year much better than might have been expected. The figures published by the Bureau of Statistics, Transportation Branch, show the following:

*Economics in Railway Operation.* The operating position of the railways shows that there was an improvement during 1921. The ratio of operating expenses to revenue declined from 97.34 per cent. to 92.14 per cent. for all lines. The decline in operating ratios follows:

Railway.	1921	1920
Canadian Government	113.64%	123.46%
Canadian National (Canadian Northern)	109.75%	125.25%
Canadian Pacific	80.90%	83.84%
Grand Trunk	92.61%	93.58%
Grand Trunk Pacific	170.34%	124.03%

Referring to the marked change in the position of the Grand Trunk Pacific Railway, the summary report of Railway Statistics for 1921, issued by the Transportation Branch of the Dominion Bureau of Statistics, states the following:

Increase in freight traffic due to operating arrangements with Canadian National (Canadian Northern) Railways	41%
Increase in Revenue	15%
Reduction in Expenses	16%

	1921	1920
Total Railway Operating Revenue	\$449,141,059.16	\$483,509,035.60
Total Railway Operating Expenses	\$413,816,234.67	\$470,562,123.36
Ratio of Operating Expenses to Revenue	92.14%	97.34%
Number of Revenue Tons Moved	95,319,587	118,279,153
Number of Revenue Tons Moved One Mile	26,219,571,240	31,413,219,797
Total Amount of Pay Roll	239,851,718.24	\$287,843,361.99
Ratio of Pay Roll to Operating Revenue	53.4%	59.5%
Ratio of Pay Roll to Operating Expenses	58.0%	61.2%
Average Operating Revenue Per Freight, Passenger and Mixed Train Mile	\$4.36	\$4.21
Average Operating Expense Per Freight, Passenger and Mixed Train Mile	\$4.02	\$4.10
Average Freight Receipt Per Freight and Mixed Train Mile	\$5.36	\$4.94
Average Number of Tons Per Loaded Freight Car.	25.9	25.4

It is also pointed out in the same report that the increase in freight traffic did not entail a diversion of traffic from the Canadian Northern. The reduction in expenses, it is shown, is due largely to decrease in maintenance of way and structures expenses which amounted to 30 per cent.

In connection with the C. P. R., the report states there is a reduction of 11 per cent. in maintenance of way and structures costs and a reduction of 20 per cent. in maintenance of equipment.

The reductions in maintenance of way, structures, and equipment costs, the report points out, on first thought, might appear to mean drastic retrenchments or deferring of necessary maintenance costs. While there is no doubt that this, to some extent, is a fact, it is explained that, owing to reduction in wages and decline in prices of materials, the situation is not as bad as it appears and, when necessary work can be deferred no longer, the cost will be less than in 1921.

*Reduction of Freight Rates.* On January 1st, 1921, in accordance with General Order 308, by the Board of Railway Commissioners, freight rates were reduced by taking 5 points from the amount of increase named in the order which became effective September 13th, 1920. This left the amount of increase over rates in effect prior to September 13th, 1920, of 35 per cent. in Eastern Canada and 30 per cent. in Western Canada. On December 1st, 1921, a further reduction was ordered of 10 points, leaving the rates higher by 25 per cent. East of Fort William and 20 per cent. West of Fort William than the rates prior to September 13th, 1920. These two reductions combined produced a decrease of approximately 12 per cent. from the level of rates existing at September 13, 1920.

In July 1921, a tentative agreement, reducing wages of various railway employees by an average of approximately 10 per cent. was put into effect. The reduction in rates and wages have not kept pace with the reduction in the costs of commodities. This is generally recognized not only by those who pay the rates but also by railway officials in their public statements. But there are decided differences of opinion as to the extent of the reduction and the manner in which it should be effected. Moreover, the situation is complicated by the Crow's Nest Pass Agreement, the case before the Board of Railway Commissioners known as "The Equalization of Eastern and Western Freight Rates," and the problem of making a further reduction in the wages of railway employees. The railway companies have stated their view is that the Crow's Nest Pass Agreement should be further postponed and that a reduction should be made in the rates on basic commodities; the railways to define what the term "basic commodities" shall include. But the shippers will not accept the railways' definition of basic commodities and the necessity of reconciling conflicting views will delay reductions. The public does not want further delay; it wants reductions in freight rates. Therefore, your Committee took the position that all freight rates should be immediately reduced to the level of the rates in effect prior to September 13,



1920, and that the rates on grain and grain products from the Prairies should be reduced to the basis set forth in Section E, of the Crow's Nest Pass Agreement. This plan would assure two things: first, all rates would be reduced and everyone would benefit; and, second, the Western farmers, who have had to bear more than the general increase within the Western territory because their rates were increased to a greater extent, would be favored with special treatment and thus assisted in marketing their crops which would undoubtedly be a benefit to the whole country.

*The Government Railways.* The Government has stated Government ownership is to be given a fair trial and that the consolidation of the various Government lines into one system, to be operated under regional management, is to be adopted as soon as possible. We trust that this policy will be made effective at the earliest possible moment. There should be no delay if the railways are to be operated efficiently and economically.

### Board of Railway Commissioners

During the year the Board of Railway Commissioners held hearings totalling 96 days at different points from coast to coast. The association was represented at hearings totalling 28 days. While the majority of hearings attended were held in Ottawa, representatives of the association also attended hearings held in Vancouver, Halifax and St. John.

### Car Service

*Car Supply.*—The question of securing cars in the past year, owing to business conditions, has not been a serious matter. At no time, on the whole, was there a shortage of equipment. In the early part of the year surplus cars in good order numbered about 50,000, reduced later by moving the grain crop to about 7,000. Since that time there has been a fluctuation and on May 1st, the total surplus cars in good order was 34,875.

During the year arrangements were made through the courtesy of the Railway Association of Canada to publish figures covering the car situation in *Industrial Canada* for the information of our members.

### Claims

*Collection.*—During the year the Department handled 23 claims for various members aggregating \$28,001.88. The disposition of these claims was as follows:

Paid .....	\$1,914 41
Declined .....	716 33
Withdrawn .....	43 18
Suit Entered .....	24,885 77
Pending .....	442 19

### Contracts of Carriage

*New U. S. Forms.*—Effective March 15th, 1922, by Supplement 15 to Consolidated Freight Classification No. 2, the carriers in the United States adopted the following new bill of lading forms:

(a) Domestic Bill of Lading.

This form to be used in connection with all shipments except live stock, moving between points in the United

States and from the United States to adjacent foreign countries as prescribed by the Interstate Commerce Commission in 54, I.C.C., 357.

(b) Uniform Live Stock Contract.

This form to be used in connection with shipments of live stock between points in United States and from United States to adjacent foreign countries, also prescribed by the Interstate Commerce Commission in 64, I.C.C., 357.

(c) Uniform Export Bill of Lading.

This form is to apply on all shipments moving from points in the United States to non-adjacent foreign countries comprising two sets of conditions, one covering the movement to the port of export in the United States, and the other the movement from that port by vessel to port of destination in a non-adjacent foreign country prescribed by the Interstate Commerce Commission in 64, I.C.C., 347.

Generally speaking, the purpose was chiefly to secure uniformity and a clearer statement of the law regarding the liability of the carrier. This is true of both the domestic bill of lading and the live stock contract. Shippers' organizations had considerable evidence to offer in connection with the conditions in these new forms and a number of suggestions they made were adopted.

With the export bill of lading there are still certain complications which may change these conditions at a later date. We have reference particularly to the so-called Hague Rules, 1921, which relate to the liability of ocean carriers. The National Industrial Traffic League and other bodies in the United States have taken exception to these Hague rules on the grounds that they are not entirely in conformity with the Harter Act, which they claim should be the basis of liability, subject to an amendment set forth in the McKellar Bill. This Bill (No. S-327) was introduced in the United States Senate, 67th Congress, 1st Session, on April 12th, 1921, and later referred to the Senate Committee on Interstate Commerce. Briefly, it provides that the ocean carrier shall be responsible for the full value of goods lost or damaged from negligence, default or failure in proper loading, storage, custody, care or proper delivery of any merchandise admitted to its charge.

Under the present form of ocean bills of lading, the United States Harter Act, and the Canadian Water Carriage of Goods Act, a limit is placed upon the value of any package for which the ocean carrier may be liable. The Hague Rules provide a limitation although an increase is made from that formerly in effect in bills of lading issued by the ocean carriers on business from foreign countries. The department is keeping in close touch with this question with a view to protecting the interests of our members.

### Demurrage

*Application for Reduction in Charges.*

—Our application for reduction in the charges for demurrage on carload shipments was heard by the Board of Railway Commissioners at Ottawa, June 21st, 1921, and after consideration the Board of Railway Commissioners issued General Order No. 349, dated November 23rd,

1921, ordering into effect a new scale of charges as follows:

Charge to be assessed for demurrage after free time has expired will be \$1.00 per car per day, for the first day, \$1.00 per car per day for the second day, and \$5.00 per car per day for the third and each succeeding day, fractions of a day being counted as a day.

The effect of this order was to reduce the charge for the second day following free time by \$1.00, and to increase the charge for the third day by \$2.00, and for the fourth day by \$1.00.

At the hearing we suggested that we would be willing to accept \$1.00 per car per day for the first three days following free time after which the charge would be \$2.00, \$3.00, \$4.00 and \$5.00 per car per day respectively. We took exception to this decision (G. O. 349) on the grounds that the Board intimated they were meeting the views of shippers' representatives as expressed at the hearing. After consideration of our protest, which was concurred in by other parties, the Board dismissed it. Therefore, the charges as established in their order now apply.

### Export Trade

*Ocean Rates.*—During the year there has been a continued lack of cargo offering with a large surplus of ocean tonnage (vessels) available; consequently ocean freight rates have declined. It is true that by various conferences ocean steamship companies endeavor to maintain a basis of rates between certain ports, but these agreements cannot be maintained in the face of competition from tramp lines or rival lines among those represented at the conference. The general cargo rates from the Atlantic ports to United Kingdom and European countries have not been materially reduced, but this is modified by the fact that quite a number of commodities have moved at considerably lower rates. There is still room for a further decline in ocean rates. In fact the general cargo rates quoted are entirely too high at the present time to move traffic to any great extent. This has been clearly established in the past year because any traffic which has moved in any large quantity has been given lower rates. One of the chief items which must be borne in mind in connection with ocean rates is the competition from the United Kingdom and various foreign countries on the Continent in the trade with Australia, New Zealand, and various other countries.

*Steamship Services.*—The importance of proper services from various Canadian ports to the ports of the world is recognized by your Committee, and efforts have been made towards assuring that adequate services are established and maintained. During the year services from Canadian Atlantic ports to the West Indies have received the attention of the Department as well as services from Vancouver to the west coast of Mexico, South America and the South Sea Islands.

*Port Charges.*—With the opening of navigation, the port of Montreal issued a revised tariff covering various charges at that port, making a reduction from those formerly in effect. In a like manner certain charges at Vancouver were reduced. This policy should assist export trade.



### Freight Classification

*Applications.*—During the year the Department has handled a number of applications for changes in the Canadian Freight Classification, covering a number of commodities. It is unnecessary to enumerate these requests. However, in connection with the more important ones we would advise that a reduction was secured on carload shipments of rubber pneumatic tires from 2nd to 3rd class and provision was made for the inclusion of rubber boots and shoes in the rubber list of the classification, enabling shipment at 3rd class carload rating in mixed cars with rubber articles. A reduction was also secured in the less than carload rating on belting or sprocket chain in bundles to 3rd class and the less than carload rating on aluminum articles nested reduced to 2nd class, while a carload rating of 4th class minimum weight 20,000 pounds was established.

*Supplements to Classification 16.*—During the year two supplements to this classification became effective—No. 17, which contained the new items on rubber tires and tubes, and No. 18, cancelling Rule 24. In connection with the latter it should be stated that this rule was put into effect by Supplement No. 15, on May 16th, 1921, and provided that shipments in outside packages weighing less than 20 pounds or measuring less than 36 united inches, would be required to pay one class higher than the rating for the particular article shown in the Classification. The Department took exception to this rule on the grounds that it would work a great hardship upon shippers and, after circularizing the members on the subject, arranged a conference between the Classification Committee and a representative delegation of shippers with the result that it was cancelled.

In addition to the above, Supplement 19, which has just become effective, contained a number of items of interest to our members, and after the usual conferences the various objectionable features were satisfactorily adjusted.

*Proposed Classification 17.*—The Special Classification Committee composed of three representatives of the railway companies and three representatives of shippers' organizations as follows:

Geo. C. Ransom, Chairman, C.F.A., Montreal, Chairman.

W. B. Lanigan, F.T.M., C.P.R., Montreal.

Geo. Stephen, F.T.M., C.N.R., Toronto

F. J. Watson, G.F.A., G.T.R., Montreal.

T. Marshall, Toronto Board of Trade, Toronto.

J. K. Smith, Montreal Board of Trade, Montreal.

S. B. Brown, Canadian Manufacturers' Association, Toronto.

commenced its conferences with interested shippers in February, 1921. Since that time 20 meetings have been held, totalling 47 days, and the Assistant Manager, who is a member of the Committee, has attended himself or been represented at all of these meetings. In addition to this the Department has had considerable work to do in connection with this question because interested members have been advised, by groups

or trade sections, of the particular items in which they are interested. Comparative statements, showing items as they appear under present Classification and those shown in Classification 17, together with a brief explanation of changes proposed, have been supplied and meetings held in the head office of the Association between the various members of the particular group, for the purpose of discussing objections and suggesting a uniform mode of procedure in dealing with the subject before the Classification Committee. The commodities considered have been so numerous as to make it rather difficult to give a list of the changes finally agreed upon in connection therewith. However, for the purpose of informing the members of the more important changes which were satisfactorily disposed of we submit the following:



W. S. Campbell

Canadian General Electric Co., Limited  
Chairman, Transportation Committee.

1. **Acids.** Shipments in carboys were proposed at  $1\frac{1}{2}$  times first class L.C.L. and 3rd class C.L. This was changed to 1st class L.C.L. and 5th class C.L. minimum 24,000 pounds at the request of interested manufacturers.
2. **Agricultural Implements.** The various items appearing under this heading were considered and a number of changes made in connection with packing arrangements and less than carload ratings, which were satisfactory to interested members. The large question, however, namely, the proposal of the railways to increase the carload rating from 6th to 5th class and the minimum weight from 20,000 to 24,000 pounds, was strongly opposed by the manufacturers present, they contending that the present basis should be maintained in view of the necessity of reducing costs of these articles. This question may have to be dealt with by the Board of Railway Commissioners.

3. **Furniture.** The carriers' proposal suggested that furniture would be classified under various carload ratings. That is, the lighter furniture was to be rated at 2nd class, minimum 10,000 pounds, and the heavier furniture at 24,000 pounds at 5th class, some lines being shown at 12,000 pounds 3rd class, 14,000 pounds, 16,000 pounds at 4th class. The representatives of manufacturers who appeared before the Committee clearly showed that this plan was only suitable for the movement of furniture of different kinds in straight carloads which they pointed out was not the practice in this country. The Committee accordingly agreed that the present basis, carload 4th class minimum 14,000 pounds, would be maintained.
4. **Wire Fencing.** The proposal carried an increase in the minimum weights ranging as high as 36,000 pounds with a 5th class rating in carloads. After discussion with the interested manufacturers arrangements were made to reduce the minimum to 24,000 pounds. Provision was also added permitting the shipment in mixed carloads of poultry netting and wire fencing at minimum of 24,000 pounds, including barbed wire, staples, stretchers and brace wire when not exceeding 20 per cent. of the total weight in the car.
5. **Electrical Appliances, Machinery and Supplies.** Quite a number of very drastic changes were proposed such as increases in carload ratings and increases in minimum weights. The Committee went carefully into the situation with interested manufacturers and arrived at a satisfactory adjustment to all concerned.
6. **Power Transmission Machinery.** At the present time no trade list is shown in the classification covering material which properly comes under this heading, and no arrangement of the kind was proposed. The Committee, after careful consideration, arranged to provide a trade list headed "Power Transmission Machinery," including various articles properly coming within this category. In fact the list adopted was that which is now contained under that heading in Consolidated Classification No. 2 applicable in the United States. The arrangement will permit shipments of these various articles in straight or mixed carloads at minimum weight of 24,000 pounds and carload rating of 5th class. The carload rating, however, was agreed to on the understanding that if machinery, which is now rated 6th class, was not increased to 5th the carload rating on power transmission machinery would be reduced to the basis of 6th class. Similar satisfactory arrangements were made for articles properly coming under the heading of "Conveying and Elevating Machinery."
7. **Paints and Varnishes.** A number of important changes were proposed, the paint manufacturers



appearing before the Committee and after going into the matter quite fully it was arranged that a list would be adopted covering paints, oils and varnish, allowing the shipment in straight or mixed carloads generally speaking at 5th class with minimum weight of 30,000 pounds. The proposal suggested higher minima and in some cases higher ratings. All parties interested considered the adjustment very satisfactory.

8. Stationery and Office Supplies. At the present time stationery and office supplies are provided for under the heading of "Stationery," allowing shipments in mixed carloads at 4th class minimum 24,000 pounds. Under the Proposed Classification 17 it was intended to eliminate this list and distribute the various items alphabetically throughout the classification. This would have prevented shipping in mixed carloads to points in Western Canada. The Committee representing the stationers and paper interests appeared before the Special Classification Committee and satisfactory adjustments were arranged.

Numerous other items were dealt with to the satisfaction of interested shippers, but it would take too much space to explain the changes which were proposed in connection therewith.

### Freight Charges

*Surcharge on Shipments between Canada and U. S.* This arrangement was put into effect on January 22nd, 1921, and is still operative. Recently the matter was taken up with the Board of Railway Commissioners for the purpose of finding out the amount of money collected by the carriers in Canada under this surcharge and the position of the carriers as to the revenue derived therefrom, that is, whether or not it has worked to the advantage of the carriers. Information on these points received from the Board of Railway Commissioners shows that up to October 30th, 1921, the carriers collected \$2,767,914.80 representing surcharge. This is a considerable sum of money and when we realize that, prior to January 22nd, 1921, the railways required shippers to pay all freight charges on international traffic in American funds, the arrangement put into effect has meant a saving to the shippers and receivers in Canada of the difference between the amount shown, which is 60 per cent. of the exchange and the full exchange, amounting to approximately \$1,845,276.54. Your Transportation Department was largely responsible for having this measure put into effect, having consistently pressed for some relief from the former arrangement made early in 1920.

*War Tax on Freight Charges in U. S. Cancelled.* Effective on January 1st, 1922, the 3 per cent. war tax which applied on freight charges covering shipments moving between points in the United States and on that portion of the freight charges within the United States covering shipments moving from Canada to that country, was cancelled.

### Freight Rates

*General.* At the beginning of this report the Committee's views as to a further reduction in freight rates were defined. In this section the work done by your Committee to secure reductions which have been made effective, as well as a further reduction, is outlined.

A memorandum was prepared and submitted to the Executive Committee of the Railway Association of Canada on August 18th, 1921. This Committee, which consisted of the presidents of the different railways, intimated that while they appreciated the necessity for some reductions in rates being made, they were unable to make a reduction at that time because the wage decrease, tentatively put into effect in July, had not been definitely settled. Within a week after our conference the Board of Railway Commissioners called the same Executives to Ottawa and informally discussed with them the question of reducing freight rates. The railways' representatives were the only ones invited to this conference, although it should be stated that we had supplied the Board or Railway Commissioners with a copy of the memorandum which we presented to the Railway Executives. Following this conference judgment was rendered stating that a general reduction in rates amounting to 10 points off the remaining portion of increase granted September 13th, 1920, should be put into effect. As the majority of the Board did not concur, the judgment did not become effective. The majority of the Board were of the opinion that savings accruing from reductions in wages had not been definitely determined and until they were, no reduction in rates could be made. Your Committee followed the matter further with the Railway Executive, but were unable to secure any satisfactory statement from them pending further action of the Board of Railway Commissioners. In November the Board issued another judgment which was concurred in by all members, ordering the same reduction as that just referred to, the reduction taking effect on December 1st, 1921. We understand that the carriers' representatives proposed to the Board that a reduction in basic commodities would be the proper method of decreasing freight rates, but the Board considered that the best interests of the country would be served by a flat percentage order.

As this reduction did not reduce the level of rates anything like that represented by the reduction in prices of commodities, your Committee, at a meeting on April 6th, considered further action for the purpose of securing a further substantial reduction. A sub-committee was therefore named for the purpose of assisting the Transportation Department in the preparation of a memorandum in support of this view. Many complications appeared, the chief among which was the action of the Government referred to in the Speech from the Throne regarding the question of reduction in basic commodity rates and the possible reinstatement of the Crow's Nest Pass Agreement on July 7th, 1922, also the so-called investigation re "equalization of Eastern and Western freight rates,"

commenced before the Board of Railway Commissioners in December, 1920, and concluded on March 30th, 1922.

*International Rates.* Rates between points in Canada and the United States have not as yet been reduced to the same extent as those between points in Canada, for the reason that the only general reduction made will not take effect until July 1st in accordance with a recent decision of the Interstate Commerce Commission. This recent decision, however, reduced the rates relatively to the same extent as reductions between points in Canada. For example, the rates in Eastern United States territory will be reduced on July 1st to a basis of 26 per cent. over the rates in effect on August 25th, 1920, whereas today they are generally speaking 40 per cent. higher. In Eastern Canada the rates since December 1st, 1921, have been 25 per cent. higher than they were on September 12th, 1920. In Western United States territory the new basis will be 21½ per cent. over rates in effect August 25th, 1920, whereas since December 1st rates in effect in Western Canada have been 20 per cent. over rates on September 12th, 1920. In United States Mountain-Pacific territory the new rates will be 12½ per cent. higher than those in effect August 25th, 1920, whereas in British Columbia the rates since December 1st have been 20 per cent. higher. The wide difference shown in the two Pacific coast territories is due to the fact that rates in United States Mountain-Pacific group were increased on August 26th, 1920, by only 25 per cent., whereas those in British Columbia were increased on September 13th, 1920 by 35 per cent.

During the year temporary reductions amounting to 10 per cent. were made in the United States on farm, garden, range and orchard products in all territories except New England, and between points West of Mississippi and Missouri Rivers the reduction was approximately 20 per cent. These reductions will be taken into account when the new reductions are applied on July 1st.

In connection with the reductions effective July 1st in the United States we have been advised that the Canadian carriers propose to make a similar reduction in international traffic. This will also have an effect on our "Export" rates via Atlantic ports as well as our "transcontinental commodity" rates owing to the relationship which they bear to rates in the United States.

*Class rates from Vancouver to Points in B. C. and Prairies.* In the report of last year we advised of the action taken by the Association in applying to the Board for an order requiring the railway companies to carry out the basic direction contained in its decision covering the "Western Rates Case" in connection with class rates from Vancouver to points in British Columbia and the Prairie Provinces. On October 11th, 1921, one year after our application was presented to the Board at Vancouver a decision was rendered giving full effect to our application. This action meant a material reduction in the rates from Vancouver but it is only fair to state that the reduction should have been put in effect on September 1st, 1914 when



tariffs in compliance with the "Western Rates Case" decision became effective. While it is impossible to say what saving per annum resulted from this reduction there is no doubt but what it meant a considerable amount. Our members in the British Columbia Division through their Executive Committee expressed their appreciation of the efforts of the Association in this connection.

**Commodity Rates—General.** During the year a number of commodity rate adjustments have been considered by the Department and reduction obtained for our members. The following will give you some idea of commodities and territories covered:

Clay. Junction Cut to Hamilton.  
Corn. Chicago to Eastern Canada.  
Glass. Hamilton to Canadian points.  
Iron and Steel Soil Pipe. Toronto to Maritime Provinces.  
Tan Bark. Various shipping points to tanneries.  
Roofing, prepared. Various shipping points to Maritime Provinces.

**Commodity Rates—Transcontinental.** The question of rail rates to the Pacific Coast has received the attention of the Department and negotiations are still in progress having in mind some reduction in these rates which will assist in meeting the competition from Eastern United States and the United Kingdom ports via the Panama Canal. A number of reductions have already been made in the "all rail" rates to the Pacific Coast which have assisted in meeting the competition but, owing to the fact that 25 shillings has been the prevailing rate from the United Kingdom to the Pacific ports the carriers say that whilst they cannot possibly meet this rate they are prepared to assist to the extent of their ability, enabling Canadian manufacturers to compete. Having this in mind it has been suggested to the carriers that they should make some definite statement as to just what they are prepared to do and, if they are not in a position to meet the competition, then some efforts will have to be made for the establishment of a steamship service between Canadian Atlantic and Canadian Pacific ports via the Panama Canal so that goods may be transported in competition with the conditions mentioned.

Three separate surveys have already been made in an endeavor to determine the tonnage which would be available for westbound movement if a steamship service was established but these surveys have not indicated that the necessary tonnage is available. The matter was recently discussed before a meeting of the Export Club of Montreal and District with the same result.

A general reduction was made on December 1st in transcontinental rates similar to that required in other rates so that to-day these rates are 23½ per cent. higher than those September 12th, 1920, whereas on September 13th, 1920, they were 33½ per cent. higher. The reduction in these rates was directed by the Board of Railway Commissioners in its Order although the basis generally speaking from Eastern Canada to the Pacific coast is the existing rates from contiguous United States territory. The

Canadian carriers will make a further reduction in these rates to meet that which will take effect in rates from Eastern United States to the American Pacific coast on July 1st. On that day the rates in the United States will be 20 per cent. higher than they were on August 25th, 1920 whereas to-day they are 33½ per cent. higher.

### Railway Legislation

Several important amendments to the Railway Act have had the consideration of your Committee during the past year, namely, Joint International Railway Commission, Interest on Overcharges and Reparation. However, in view of the unsettled railway situation they have not been pressed to an issue. The Department has these matters well in hand and when the proper time arrives will see that they are placed before proper authorities with the view of having amendments put into effect.

### Special Services and Arrangements Incidental to Transportation

**Milling in Transit of Grain.**—A few years ago the railway companies in Western Canada proposed an increase in the milling in transit charge from 1 cent to 2 cents per 100 pounds. At the request of interested members the Transportation Department made representation to the Board of Railway Commissioners resulting in the postponement of these tariffs. Later hearings were held throughout the country on the question together with an application of the Dominion Millers Association and Montreal Board of Trade for milling in transit arrangement on Ontario and Quebec grown grain. The Board of Railway Commissioners recently made an order stating that the milling in transit charge at any point in Canada should not exceed 1 cent per 100 pounds and that milling in transit arrangements should be accorded to all grain grown in Canada. The order also stated that a reasonable charge could be made by the carrier for out of line haul. While we are unable to state what amount has been saved to our members by this decision which we assisted materially in securing, it no doubt has meant a considerable sum.

### Telephone

**Application for Increase.**—Early in the year the Bell Telephone Company applied to the Board of Railway Commissioners and secured an increase in their tolls. A short while thereafter they again made application to the Board for a further increase on the grounds that the former decision, which had not granted the full amount of their former application had not resulted in giving them the amount of money which the Board stated would be sufficient. A decision was rendered declining the second application on the ground that it was not justified.

### Express

**General.**—Your Committee considered the question of applying for a reduction in express rates and along these lines the Department approached the express companies pointing out that as freight rates had declined, some attention should be

paid to reduction in express rates. The express companies intimated that they were not in a position at the time to make the reduction. Subsequently the question was complicated by a decision of the Privy Council referring back to the Board of Railway Commissioners that portion of its decision allowing an increase of 20 per cent. in commodity rates. This question was considered by the Board of Railway Commissioners at a hearing in Ottawa on April 20th but no decision has as yet been rendered. Until the decision is rendered your Committee feel that it would be difficult to secure a general reduction in express rates as the express companies are unable to make any definite statement pending some knowledge as to what the Board will require them to do in connection with these commodity rates.

There was also an increase in international rates effective on January 1st from Canada to the United States and on April 20th from United States to Canada. This increase however, was merely putting into effect certain increases on the Canadian portion of the through charge that has been allowed to Canadian express companies by the Board of Railway Commissioners in former decisions. The Interstate Commerce Commission postponed the north-bound tariffs from January 1st to April 20th holding a hearing on the subject January 23rd. At this hearing it was explained to the Commission exactly what the increase meant and their finding was that the tariffs should be allowed to take effect.

W. S. CAMPBELL, S. B. BROWN,  
Chairman. Asst. Manager,  
Trans. Dept.  
J. E. WALSH,  
General Manager.



W. C. Coulter.

Booth, Coulter Copper & Brass Co. Limited  
Toronto.  
Elected Chairman, 1922-23, Industrial Relations  
Committee



# Nominations Received

## Report of Committee which Nominated Officers and Com- mittees for 1922-23

**Y**OUR Committee on Nominations and Resolutions met at the Head Office, Toronto, on June 7th, 1922, to consider nominations received in response to circular No. 347 issued on May 9th in accordance with the by-law of the Association.

### Honorary Officers

The following nominations were received for honorary officers for the year 1922-23 and your committee recommend that they be elected unanimously.

President.—John R. Shaw, Canada Furniture Manufacturer Limited, Woodstock, Ontario.  
First Vice-President.—C. Howard Smith, Howard Smith Paper Mills, Limited, Montreal, Quebec.  
Second Vice-President.—Henry Bertram, The John Bertram & Sons Co., Limited, Dundas, Ontario.  
Treasurer.—Thomas Roden, Roden Brothers, Limited, Toronto, Ontario.

### Auditor

The by-laws require that an auditor shall be appointed every year by the members of the Annual general meeting. Your Committee recommend that Wilton C. Eddis of Wilton C. Eddis & Sons, Toronto, be appointed for the fiscal year 1922-23.

### Executive Council

#### Elected Members

The following nominations for the Executive Council were made at the Annual Meeting of the five Divisions of the Association



**C. Howard Smith**  
Howard Smith Paper Mills, Limited  
Elected First Vice-President, 1922-23

held during April and May. Your Committee recommend that they be elected unanimously.

John D. Palmer.....	Hartt Boot & Shoe Co., Ltd.....	Fredericton, N.B.
H. R. Silver.....	H. R. Silver, Limited.....	Halifax, N.S.
A. D. Ganong.....	Ganong Brothers, Ltd.....	St. Stephen, N.B.
Angus McLean.....	Bathurst Lumber Co., Ltd.....	Bathurst, N.B.
C. A. Lusby.....	Amherst Foundry Co., Ltd.....	Amherst, N.S.
L. W. Simms.....	T. S. Simms & Co., Ltd.....	St. John, N.B.
J. B. Thomson.....	James Thomson & Sons, Ltd.....	Vancouver, B.C.
J. H. McDonald.....	British Columbia Manufacturing Co.....	New Westminster, B.C.
N. A. Yarrow.....	Yarrows, Ltd.....	Victoria, B.C.
W. H. Leckie.....	J. Leckie Co., Ltd.....	Vancouver, B.C.
F. G. Evans.....	Dominion Cannery, B.C., Ltd.....	Vancouver, B.C.
J. O. Thorn.....	Metallic Roofing Company.....	Winnipeg, Man.
E. Parnell.....	Spiers Parnell Baking Co.....	Winnipeg, Man.
F. W. Drewry.....	Drewry's, Limited.....	Winnipeg, Man.
W. J. Fulton.....	Dominion Radiator Co., Ltd.....	Winnipeg, Man.
T. R. Deacon.....	Manitoba Bridge & Iron Works, Ltd.....	Winnipeg, Man.
D. I. Dyson.....	Dyson Vinegar Co.....	Winnipeg, Man.
W. G. Fraser.....	Beaver Soap Co., Ltd.....	Winnipeg, Man.
D. G. Sturrock.....	Royal Crown Soaps, Ltd.....	Calgary, Alta.
C. A. Pratt.....	Medalta Stoneware, Limited.....	Medicine Hat, Alta.
John East.....	John East Iron Works.....	Saskatoon, Sask.
R. A. McDiarmid.....	McDiarmid & Clark.....	Brandon, Man.
Joseph Beaubien.....	Frontenac Breweries, Ltd.....	Montreal, Que.
Joseph Daoust.....	Daoust, Lalonde & Co., Ltd.....	Montreal, Que.
R. M. Davy.....	Dominion Bridge Co., Ltd.....	Lachine, Que.
Art. Harries.....	Canada Paper Box Co., Ltd.....	Montreal, Que.
Geo. Henderson.....	Brandram—Henderson, Limited.....	Montreal, Que.
M. Hirsch.....	J. Hirsch & Sons Co.....	Montreal, Que.
A. H. Hopkins.....	Dominion Wire Rope Co., Ltd.....	Montreal, Que.
F. D. Huff.....	Riordan Pulp & Paper Co., Ltd.....	Montreal, Que.
John Irwin.....	McArthur, Irwin, Limited.....	Montreal, Que.
R. H. McMaster.....	Steel Company of Canada, Ltd.....	Montreal, Que.
S. F. Rutherford.....	Dominion Box & Package Co., Ltd.....	Montreal, Que.
A. Neighorn.....	Nichols Chemical Co., Ltd.....	Montreal, Que.
Paul F. Sise.....	Northern Electric Co., Ltd.....	Montreal, Que.
N. M. Yuile.....	Dominion Glass Co., Ltd.....	Montreal, Que.
F. R. Whittall.....	A. R. Whittall Can Co., Ltd.....	Montreal, Que.
P. E. Joubert.....	Lamontagne, Limited.....	Montreal, Que.
A. O. Dawson.....	Canadian Cottons, Ltd.....	Montreal, Que.
J. E. Warrington.....	John Ritchie Co., Ltd.....	Quebec, Que.
C. A. Joslin.....	Panther Rubber Co., Ltd.....	Sherbrooke, Que.
K. E. Barrett.....	E. & T. Fairbanks Co., Ltd.....	Sherbrooke, Que.
C. R. Whitehead.....	Wabasso Cotton Co., Ltd.....	Three Rivers, Que.
L. L. Anthes.....	Anthes Foundry, Ltd.....	Toronto, Ont.
E. M. Ashworth.....	Toronto Hydro-Electric System.....	Toronto, Ont.
Thos. Bradshaw.....	Massey-Harris Co., Ltd.....	Toronto, Ont.
Geo. Bridgen.....	Bridgen's, Limited.....	Toronto, Ont.
C. H. Carlisle.....	Goodyear Tire & Rubber Co. of Canada, Ltd.....	Toronto, Ont.
F. S. Corrigan.....	Sheet Metal Products Co. of Canada, Ltd.....	Toronto, Ont.
G. C. Crean.....	Robert Crean & Co., Ltd.....	Toronto, Ont.
E. J. Freyseng.....	Freyseng Cork Co., Ltd.....	Toronto, Ont.
E. H. Gurney.....	Gurney Foundry Co., Ltd.....	Toronto, Ont.
R. Harmer.....	Sawyer-Massey Co., Ltd.....	Toronto, Ont.
Sam Harris.....	Harris Lithographing Co., Ltd.....	Toronto, Ont.
T. A. Hollinrake.....	A. R. Williams Machinery Co., Ltd.....	Toronto, Ont.
Wm. Inglis.....	John Inglis Co., Ltd.....	Toronto, Ont.
W. C. Laidlaw.....	R. Laidlaw Lumber Co., Ltd.....	Toronto, Ont.
C. B. Lowndes.....	Lowndes Co., Limited.....	Toronto, Ont.
J. S. McLean.....	Harris Abattoir Co., Ltd.....	Toronto, Ont.
T. F. Monypenny.....	Imperial Varnish & Color Co., Ltd.....	Toronto, Ont.
A. T. Thom.....	Ontario Wind Engine & Pump Co., Ltd.....	Toronto, Ont.
W. H. Shapley.....	Sterling Action & Keys, Ltd.....	Toronto, Ont.
Col. G. W. Watts.....	Canadian General Electric Co., Ltd.....	Toronto, Ont.
J. P. Murray.....	Canadian Oil Producing & Refining Co., Ltd.....	Petrolia, Ont.
T. H. Watson.....	Canada Machinery Corporation, Ltd.....	Galt, Ont.
John M. Campbell.....	Kingston Milling Co., Ltd.....	Kingston, Ont.
E. J. Davis.....	Davis Leather Co., Ltd.....	Newmarket, Ont.
Geo. D. Forbes.....	R. Forbes Co., Ltd.....	Hespeler, Ont.
W. M. Gartshore.....	McClary Manufacturing Co., Ltd.....	London, Ont.
W. T. Goodison.....	John Goodison Thresher Co., Ltd.....	Sarnia, Ont.
Lloyd Harris.....	Canada Glue Co., Ltd.....	Brantford, Ont.
Fred Hatch.....	Hatch Manufacturing Co., Ltd.....	Whitby, Ont.
E. H. Jones.....	Canadian Yale & Towne Co., Ltd.....	St. Catharines, Ont.
R. W. Leonard.....	Cniagas Reduction Co., Ltd.....	St. Catharines, Ont.
R. O. McCulloch.....	Goldie & McCulloch Co., Ltd.....	Galt, Ont.
G. W. McFarland.....	Williams Shoe Co., Ltd.....	Brampton, Ont.
G. W. McLaughlin.....	General Motors, Ltd.....	Oshawa, Ont.
E. D. Smith.....	E. D. Smith & Sons, Ltd.....	Winona, Ont.
H. M. Snyder.....	Snyder Brothers Upholstering Co., Ltd.....	Waterloo, Ont.
W. C. Springer.....	Springer Lock Company, Ltd.....	Belleville, Ont.
R. Thompson.....	Hawthorne Mills, Ltd.....	Carleton Place, Ont.
C. M. Thompson.....	Brantford Roofing Co., Ltd.....	Brantford, Ont.
C. H. Waterous.....	Waterous Engine Works, Ltd.....	Brantford, Ont.
D. M. Wright.....	Geo. Lagan Furniture Co., Ltd.....	Stratford, Ont.
H. H. Champ.....	Steel Co. of Canada, Ltd.....	Hamilton, Ont.
A. F. Hatch.....	Canada Steel Goods Co., Ltd.....	Hamilton, Ont.
H. J. Waddie.....	Canadian Drawn Steel Co., Ltd.....	Hamilton, Ont.
Geo. H. Douglas.....	Thornton & Douglas, Ltd.....	Hamilton, Ont.
W. H. Marsh.....	Standard Underground Cable Co. of Canada, Limited.....	Hamilton, Ont.

### Executive Council

#### Appointed Members.

The By-laws provide that ten past Presidents may be appointed members of the Executive Council upon the recommendation of the Committee on Nominations and Resolutions duly approved at the Annual general meeting.



Your Committee recommends that the following be appointed:

John F. Ellis.....	Barber-Ellis, Ltd.....	Toronto, Ont.
Cyrus A. Birge.....	Steel Co. of Canada, Ltd., The.....	Hamilton, Ont.
H. Cockshutt.....	Cockshutt Plow Company, Ltd.....	Brantford, Ont.
Robert Hobson.....	Steel Co. of Canada, Ltd., The.....	Hamilton, Ont.
Nathaniel Curry.....	Canadian Car & Foundry Co., Ltd.....	Montreal, Que.
Sir Chas. Gordon.....	Dominion Textile Co., Ltd.....	Montreal, Que.
J. H. Sherrard.....	Simmons, Limited.....	Montreal, Que.
Thomas Cantley.....	Nova Scotia Steel & Coal Co., Ltd.....	New Glasgow, N.S.
W. R. Parsons.....	British American Oil Co., Ltd.....	Toronto, Ont.
W. J. Bulman.....	Bulman Brothers, Ltd.....	Winnipeg, Man.

## Executive Council

### Ex Officio members

Your Committee points out that the following past Presidents of the Association are ex officio members of the Executive Council for the three years next succeeding their retirement from office, and that consequently they will be members of the Executive Council next year.

T. P. Howard.....	Howard Smith Paper Mills, Ltd.....	Montreal, Que.
J. S. McKinnon.....	S. F. McKinnon & Co., Ltd.....	Toronto, Ont.
W. S. Fisher.....	Emerson & Fisher, Limited.....	St. John, N.B.

The President, the Vice-Presidents, the Treasurer, the members of the Executive Committee, the chairman of Standing Committees and the chairmen of Divisions and Branches are also ex officio members of the Executive Council under the By-laws.

## Standing Committees

Your Committee nominates the following for the various standing Committees of the Association for the year 1922-23:

### Tariff Committee

Joseph Picard, Chairman.....	Rock City Tobacco Co., Ltd.....	Quebec, Que.
J. D. Palmer.....	Hartt Boot & Shoe Co., Ltd.....	Fredericton, N.B.
C. S. Sutherland.....	Amherst Boot & Shoe Co., Ltd.....	Amherst, N.S.
A. D. Ganong.....	Ganong Brothers, Limited.....	St. Stephen, N.B.
J. W. F. Johnson.....	B.C. Sugar Refining Co., Ltd.....	Vancouver, B.C.
G. E. Herrmann.....	Vancouver Creosoting Co.....	North Vancouver, B.C.
F. G. Evans.....	Dominion Cannery, B.C., Ltd.....	Vancouver, B.C.
J. L. Costello.....	Woods Manufacturing Co., Ltd.....	Winnipeg, Man.
T. R. Deacon.....	Manitoba Bridge & Iron Works, Ltd.....	Winnipeg, Man.
W. G. Fraser.....	Beaver Soap Co., Ltd.....	Winnipeg, Man.
R. J. Hutchings.....	Great West Saddlery Co., Ltd.....	Calgary, Alta.
C. A. Pratt.....	Medalta Stoneware, Ltd.....	Medicine Hat, Alta.
Archibald Baillie.....	Dominion Oilcloth & Linoleum Co., Ltd.....	Montreal, Que.
W. S. Fallis.....	Sherwin-Williams Co. of Canada, Ltd.....	Montreal, Que.
John Lowe.....	Montreal Cottons, Ltd., The.....	Valleyfield, Que.
J. H. Giroux.....	St. Maurice Lime Co.....	Three Rivers, Que.
J. Rolland.....	Rolland Paper Co., Ltd.....	Montreal, Que.
P. A. Galarneau.....	Citadel Brick & Paving Block Co., Ltd.....	Quebec, Que.
Hon. E. J. Davis.....	Davis Leather Co., Ltd., The.....	Newmarket, Ont.
H. H. Champ.....	Steel Co. of Canada, Ltd., The.....	Hamilton, Ont.
Hon. E. D. Smith.....	E. D. Smith & Son, Ltd.....	Winona, Ont.
J. H. Baetz.....	Baetz Brothers & Co.....	Kitchener, Ont.
Geo. H. Douglas.....	Thornton & Douglas, Ltd.....	Hamilton, Ont.
Geo. McLaughlin.....	General Motors Corporation, Ltd.....	Oshawa, Ont.
F. Stewart Scott.....	Getty & Scott.....	Galt, Ont.
Hiram H. Walker.....	Hiram Walker & Sons, Ltd.....	Warkville, Ont.
H. I. Thomas.....	J. R. Booth, Limited.....	Ottawa, Ont.
Col. W. M. Gartshore.....	The McClary Manufacturing Co., Limited.....	London, Ont.
W. F. Paterson.....	Wm. Paterson & Son Co., Ltd.....	Brantford, Ont.
G. A. Baker.....	Canadian Leather Products, Ltd.....	Toronto, Ont.
G. W. McFarland.....	Williams Shoe, Ltd.....	Brampton, Ont.
J. A. Northway.....	John Northway & Son, Ltd.....	Toronto, Ont.
J. E. Ruby.....	Frost & Wood Co., Ltd., The.....	Smith's Falls, Ont.
C. H. Carlisle.....	Goodyear Tire & Rubber Co. of Canada, Ltd., The.....	Toronto, Ont.
Lloyd Harris.....	Russell Motor Car Co., Ltd.....	Toronto, Ont.
C. V. Harding.....	Toronto Carpet Manufacturing Co., Limited.....	Toronto, Ont.
John F. Ellis.....	Barber-Ellis, Limited.....	Toronto, Ont.
J. S. Knechtel.....	Knechtel Furniture Co., Ltd.....	Hanover, Ont.
James Malcolm.....	Andrew Malcolm Furniture Co., Limited.....	Kincardine, Ont.
J. W. Hobbs.....	Consolidated Plate Glass Co. of Canada, Ltd., The.....	Toronto, Ont.
G. A. Gruetzner.....	Hespeler Furniture Co., Ltd., The.....	Hespeler, Ont.
Boyd, A. C. Caldwell.....	Boyd, Caldwell & Co., Ltd.....	Lanark, Ont.
T. H. Watson.....	Canada Machinery Corp., Ltd.....	Galt, Ont.
A. Hutchinson.....	St. Lawrence Starch Co., Limited.....	Port Credit, Ont.

## Transportation Committee

W. S. Campbell, Chairman.....	Canadian General Electric Co., Limited.....	Toronto, Ont.
Angus McLean.....	Bathurst Lumber Co., Ltd.....	Bathurst, N.B.
H. R. Silver.....	H. R. Silver, Limited.....	Halifax, N.S.
R. E. Dickie.....	R. E. Dickie.....	Stewiacke, N.S.
H. J. Bigger.....	American Can Company, Ltd.....	Vancouver, B.C.
A. E. Mason.....	Imperial Grain & Milling Co., Ltd.....	Vancouver, B.C.
H. H. McDougall.....	Morrison Steel & Wire Co., Ltd.....	Vancouver, B.C.
J. Minihinnick.....	Cockshutt Plow Co., Ltd.....	Winnipeg, Man.
L. C. Stephens.....	G. F. Stephens & Co., Ltd.....	Winnipeg, Man.
N. J. Breen.....	Western Canada Flour Mills Co., Limited.....	Winnipeg, Man.
T. A. Harper.....	Robin Hood Mills, Ltd.....	Moose Jaw, Sask.
Wm. Inneso.....	P. Burns & Co.....	Calgary, Alta.



Henry Bertram

The John Bertram & Sons, Co., Limited, Dundas  
Elected Second Vice-President, 1922-23

W. R. Dunn.....	International Harvester Co. of Canada, Ltd.....	Hamilton, Ont.
W. R. Breyfogle.....	De Laval Co., Ltd., The.....	Peterborough, Ont.
C. H. Waterous.....	Waterous Engine Works Co., Ltd., The.....	Brantford, Ont.
F. W. Dean.....	Steel Co. of Canada, Ltd., The.....	Hamilton, Ont.
A. H. Thorpe.....	Wm. Davies Co., Ltd., The.....	Toronto, Ont.
W. R. Ingram.....	Swift Canadian Co., Ltd.....	Toronto, Ont.
R. P. D. Graham.....	Goodyear Tire & Rubber Co. of Canada, Ltd.....	Toronto, Ont.
Alex. W. Bell.....	General Motors Corp., Ltd.....	Oshawa, Ont.
C. O. Shaw.....	Anglo-Canadian Leather Co., Ltd.....	Huntsville, Ont.
W. R. Burgin.....	Ford Motor Co. of Canada, Ltd., The.....	Ford, Ont.
A. D. Huff.....	Riordan Pulp & Paper Co., Ltd., The.....	Montreal, Que.
A. H. Brittain.....	Maritime Fish Corp., Ltd., The.....	Montreal, Que.
B. J. Coghlin.....	B. J. Coghlin Co., Limited.....	Montreal, Que.
J. H. Fortier.....	P. T. Legare Co., Ltd.....	Quebec, Que.
G. D. MacKinnon.....	MacKinnon Steel Co., Ltd.....	Sherbrooke, Que.

## Insurance Committee

Arthur Hewitt, Chairman.....	Consumers' Gas Co. of Toronto.....	Toronto, Ont.
A. McCall.....	Nova Scotia Steel & Coal Co., Limited.....	New Glasgow, N.S.
J. Fraser Gregory.....	Murray & Gregory, Ltd.....	St. John, N.B.
C. D. Dennis.....	Canadian Car & Foundry Co., Limited.....	Amherst, N.S.
H. MacLaren.....	Simmons, Limited.....	Vancouver, B.C.
W. H. Leckie.....	J. Leckie Co., Ltd.....	Vancouver, B.C.
J. W. F. Johnson.....	B.C. Sugar Refining Co., Ltd., The.....	Vancouver, B.C.
H. B. Lyall.....	Manitoba Bridge & Works Iron, Limited.....	Winnipeg, Man.
J. S. Menzies.....	Stewart Sheaf Loader Co., Ltd.....	Winnipeg, Man.
Wm. Martin.....	Manitoba Gypsum Co., Ltd., The.....	Winnipeg, Man.
A. Milhalko.....	Saskatoon Pure Milk Co., Ltd.....	Saskatoon, Sask.
R. L. Cushing.....	R. L. Cushing Millwork Co., Ltd.....	Moose Jaw, Sask.
A. O. Dawson.....	Canadian Cottons, Limited.....	Montreal, Que.
J. H. Mailloux.....	St. Lawrence Furniture Co.....	Fraserville, Que.
Geo. Henderson.....	Brandram-Henderson, Limited.....	Montreal, Que.
P. L. Carignan.....	Champlain Oxide Co., The.....	Three Rivers, Que.
Harold E. Goodhue.....	Eastern Townships Lumber Co., Limited.....	Sherbrooke, Que.
H. W. Fleury.....	F. Fleury's Sons.....	Aurora, Ont.
W. H. Shapley.....	John Bull Manufacturing Co.....	Hamilton, Ont.
R. T. Kelley.....	A. R. Williams Machinery Co.....	Toronto, Ont.
T. A. Hollinrake.....	Consumers Box & Lumber Co., Limited.....	Toronto, Ont.
L. J. Enlow.....	Dominion Sheet Metal Co., Ltd.....	Hamilton, Ont.
A. T. Breithaupt.....	Breithaupt Leather Co., Ltd., The.....	Kitchener, Ont.
G. C. Crean.....	Robert Crean & Co., Ltd.....	Toronto, Ont.
C. Meadows.....	Meadows, The Geo. B., Toronto, Wire, Iron & Brass Works Co., Limited.....	Toronto, Ont.



D. O. Smyth	Massey-Harris Co., Ltd.	Toronto, Ont.
C. J. Bodley	C. J. Bodley, Limited	Toronto, Ont.
H. S. Cane	Wm. Cane & Sons Co., Ltd.	The Newmarket, Ont.
H. J. Wallace	J. Coulter Co. of Toronto, Ltd.	Toronto, Ont.
C. S. F. Mitchell	Canadian Chewing Gum Co., Ltd.	Toronto, Ont.
F. D. MacKay	Canadian Independent Telephone Company, Limited	Toronto, Ont.
John Wanless	John Wanless & Co.	Toronto, Ont.
G. D. Adams	T. Eaton Co., Ltd.	Toronto, Ont.
W. E. Sprague	Canadian Westinghouse Co., Ltd.	Hamilton, Ont.
T. L. Hay	Hay and Company	Woodstock, Ont.

### Membership Committee

B. W. Coghlin, Chairman	B. J. Coghlin Co., Ltd.	Montreal, Que.
C. N. Butcher	Scotia Pure Milk Co., Ltd.	Halifax, N.S.
Alex. Wilson	Wilson Box Co., Limited	St. John, N.B.
C. S. Sutherland	Amherst Boot & Shoe Co., Ltd.	Amherst, N.S.
J. B. Thomson	Jas. Thomson & Sons	Vancouver, B.C.
J. H. McDonald	B.C. Manufacturing Co., Ltd.	New Westminster, B.C.
H. A. Leigh	Brackman-Ker Milling Co., Ltd.	Victoria, B.C.
J. M. Thompson	Beatty Brothers, Limited	Winnipeg, Man.
A. L. Welton	Gregg Manufacturing Co., Ltd.	Winnipeg, Man.
M. F. Christie	G. F. Stephens & Co., Ltd.	Winnipeg, Man.
C. A. Graham	Great West Garment Mfg. Co., Ltd.	Edmonton, Alta.
R. P. Sparks	Sparks Harrison, Ltd.	Hull, Que.
A. Racine	A. Racine, Limited	Montreal, Que.
P. E. Joubert	Lamontagne, Limited	Montreal, Que.
O. A. Gignac	J. H. Gignac, Limited	Quebec, Que.
W. C. Laidlaw	R. Laidlaw Lumber Co.	Toronto, Ont.
W. C. Springer	Springer Lock Manufacturing Co., Limited	Bellevue, Ont.
C. Rehder	Bowmanville Foundry Co., Ltd.	Bowmanville, Ont.
Jas. A. Seace	Piano Cases & Phonographs, Ltd.	Brantford, Ont.
Jas. Innes	Sutherland Innes Co., Ltd.	Chatham, Ont.
C. A. Ahrens	Chas. A. Ahrens & Co.	Kitchener, Ont.
Ray Lawson	Lawson & Jones, Limited	London, Ont.
J. B. McCarter	The Eclipse Whitewear Co. of Toronto, Limited	Toronto, Ont.
Godfrey, S. Pettit	Delaney & Pettit, Ltd.	Toronto, Ont.
J. M. Sinclair	Eureka Mineral Wool and Asbestos Co.	Toronto, Ont.
H. P. Hubbard	E. C. Atkins & Co., Limited	Hamilton, Ont.
James Wagstaffe	Wagstaffe, Limited	Hamilton, Ont.
J. A. McMahon	Union Drawn Steel Co., Ltd.	The Hamilton, Ont.

### Legislation Committee

J. C. Macfarlane, Chairman	Canadian General Electric Co., Limited	Toronto, Ont.
W. S. Fisher	Emerson & Fisher, Limited	St. John, N.B.
J. E. McLurg	Halifax Shipyards, Limited	Halifax, N.S.
L. W. Simms	T. S. Simms & Co., Ltd.	St. John, N.B.
J. B. Thomson	Jas. Thomson & Sons, Ltd.	Vancouver, B.C.
N. A. Yarrow	Yarrows, Limited	Victoria, B.C.
Edward Tomlin	B.C. Cement Co., Ltd.	Victoria, B.C.
W. A. Lawson	Bemis Brother Bag Co.	Winnipeg, Ont.
J. W. Ackland	D. Ackland & Son, Ltd.	Winnipeg, Man.
W. J. Fulton	Dominion Radiator Co., Ltd.	Winnipeg, Man.
C. G. Robson	W. H. Clark & Co., Ltd.	Edmonton, Alta.
T. Reynolds	Quaker Oats Co., The	Saskatoon, Sask.
Kenneth T. Dawes	National Breweries, Limited	Montreal, Que.
Albert Tetreault	Tetrault Shoe Manufacturing Co.	Montreal, Que.
F. J. Campbell	Canada Paper Co., Ltd.	Windsor Mills, Que.
L. Letourneau	Quebec Preserving Co., Ltd.	Quebec, Que.
P. E. Boivin	Granby Elastic Web Co., Ltd.	Granby, Que.
J. G. Hossack	Massey-Harris Co., Ltd.	Toronto, Ont.
W. S. Morden, K.C.	Harvest Co., Ltd.	Toronto, Ont.
H. Barry	Goodyear Tire & Rubber Co. of Canada, Limited	Toronto, Ont.
W. M. Shaw	Canada Spool & Bobbin Co., Ltd.	Walkerton, Ont.
W. B. Tindall	Consumers Box & Lumber Co., Limited	Toronto, Ont.
Atwell Fleming	Atwell Fleming Printing Co.	Toronto, Ont.
A. Jephcott	Dominion Paper Box Co., Ltd.	Toronto, Ont.
Bruce Harvey	Coppley, Noyes & Randall, Ltd.	Hamilton, Ont.
H. G. Wright	E. T. Wright & Co.	Hamilton, Ont.
J. E. Riffer	St. Catharines Brass Works	St. Catharines, Ont.
R. J. Simpson	Arnprior Cabinet Co., Ltd.	Arnprior, Ont.
Wilbur Gordon	Steel Trough & Machine Co., Limited	Tweed, Ontario
Geo. E. Rason	Frederick Stearns & Co. of Canada, Limited	Windsor, Ont.
C. H. Waterous	Waterous Engine Works Co., Ltd.	Brantford, Ont.
Wallace Campbell	The Ford Motor Co. of Canada, Ltd.	Ford, Ontario
Geo. H. Douglas	Thornton & Douglas, Limited	Hamilton, Ont.
A. L. Page	Frost Steel & Wire Co., Ltd.	Hamilton, Ont.
W. R. Drynan	Dominion Cannery, Ltd.	The Hamilton, Ont.

### Industrial Relations Committee

W. C. Coulter, Chairman	Booth-Coulter Copper & Brass Co., Ltd.	Toronto, Ont.
L. W. Simms	T. S. Simms & Co., Ltd.	St. John, N.B.
W. D. Piercey	Piercey Supply Co., Ltd.	Halifax, N.S.
J. E. Ganong	St. Croix Soap Mfg. Co., The	St. Stephen, N.B.
J. R. Duncan	Vulcan Iron Works, Limited	Vancouver, B.C.
A. B. Weeks	Canadian North West Steel Co., Limited	Vancouver, B.C.
R. W. Mayhew	Sidney Roofing & Paper Co., Ltd.	Victoria, B.C.
L. R. Barrett	Vulcan Iron Works, Ltd.	Winnipeg, Man.
E. Parnell	Spicers Parnell Baking Co.	Winnipeg, Man.
E. R. Dowdell	Great West Saddlery Co., Ltd.	Winnipeg, Man.
John East	John East Iron Works	Winnipeg, Man.
A. R. McDiarmid	McDiarmid & Clark	Brandon, Man.
Raoul Grothe	L. O. Grothe, Ltd.	Montreal, Que.
E. G. Tanguay	Geo. Tanguay, Ltd.	Quebec, Que.
J. A. Foran	Plessisville Foundry Co., Ltd.	Plessisville, Que.
Vivian Burrill	Burrill Lumber Co.	Three Rivers, Que.
H. Biermans	Belgo-Canadian Pulp & Paper Co., Limited	Shawinigan Falls, Que.
A. A. Paradis	Victoria Hide & Skin Co., Ltd.	Victoriaville, Que.
F. M. Morton	International Harvester Co. of Canada Limited	Hamilton, Ont.

Melville P. White	Canadian General Electric Co., Limited	Toronto, Ont.
F. M. Bawden	Machine Co., Ltd.	Toronto, Ont.
F. M. Bawden	Limited	Toronto, Ont.
F. M. Bawden	Bawden Machine Co., Ltd.	Toronto, Ont.
John Firstbrook	Firstbrook Brothers, Ltd.	Toronto, Ont.
L. L. Anthes	Anthes Foundry, Limited	Toronto, Ont.
R. T. Harding	Toronto Carpet Company, Ltd.	Toronto, Ont.
G. C. Crean	Robert Crean & Co., Ltd.	Toronto, Ont.
F. P. Megan	Wm. Davies Co., Ltd.	Toronto, Ont.
A. T. Thom	Ontario Wind Engine & Pump Co., Limited	Toronto, Ont.
S. J. Williams	Imperial Varnish	Toronto, Ont.
T. F. Monypenny	Color Co., Ltd.	Toronto, Ont.
A. T. Reid	A. T. Reid Co., Ltd.	Toronto, Ont.
Morden Neilson	William Neilson, Limited	Toronto, Ont.
John Western	Dunlop Tire & Rubber Goods Co., Limited	Toronto, Ont.
C. B. Lowndes	The Lowndes Co., Limited	Toronto, Ont.
E. M. Wilcox	York Press	Toronto, Ont.
S. J. Williams	Keen's Manufacturing Co., Ltd.	Toronto, Ont.
Hugh Miller	British American Oil Co., Ltd.	Toronto, Ont.
S. R. Parsons	Goodyear Tire & Rubber Co., Limited	Toronto, Ont.
C. H. Carlisle		

### Education Committee

W. H. Miner, Chairman	Miner Rubber Co., Ltd.	Granby, Que.
J. E. McLurg	Halifax Shipyards, Ltd.	Halifax, N.S.
J. A. Reid	Hartt Boot & Shoe Co., Ltd.	Fredericton, N.B.
W. J. Clayton	Clayton & Sons	Halifax, N.S.
W. MacLaren	Simmons, Limited	Vancouver, B.C.
G. W. Fowler	Gutta Percha & Rubber, Ltd.	Vancouver, B.C.
H. C. Dittmars	Vancouver Granite Co., Ltd.	Vancouver, B.C.
W. J. Bulman	Bulman Brothers, Limited	Winnipeg, Man.
John Stovel	Stovel Co., Ltd.	Winnipeg, Man.
Jos. Merrett	Farmers Advocate of Winnipeg, Limited	Winnipeg, Man.
H. Hutchings	Western Printing & Lithographing Co., Limited	Calgary, Alta.
M. Esdale	Esdale Press, Limited	Edmonton, Alta.
Thes. H. Wardleworth	National Drug & Chemical Co. of Canada, Limited	Montreal, Que.
W. S. Atwood	Canadian Car & Foundry Co., Limited	Montreal, Que.
W. R. Granger	Glassford Brothers, Limited	Montreal, Que.
H. E. Price	Price Brothers & Co., Ltd.	Quebec, Que.
C. A. Reynolds	Belding Corticelli Limited	Montreal, Que.
Richard Thomson	Hawthorn Mills	Carleton Place, Ont.
J. D. McArthur	McArthur Beltings, Limited	Brockville, Ont.
J. W. Gale	Gale Manufacturing Co.	Toronto, Ont.
E. M. Thurber	Nicholson File Co.	Port Hope, Ont.
Wm. Stone	Rolph-Clark-Stone, Ltd.	Toronto, Ont.
P. Ford-Smith	Ford-Smith Machine Co., Ltd.	Hamilton, Ont.
Geo. Bridgen	Bridgen's, Limited	Toronto, Ont.
Fred M. Hatch	Canada Steel Goods Co., Ltd.	Hamilton, Ont.

### Commercial Intelligence Committee

L. L. McMurray, Chairman	Gutta Percha & Rubber, Ltd.	Toronto, Ont.
Col. Thomas Cantley	Nova Scotia Steel & Coal Co., Ltd.	New Glasgow, N.S.
S. E. Elkin	Maritime Nail Co., Ltd.	St. John, N.B.
Chas. K. Palmer	John Palmer Co., Ltd.	Fredericton, N.B.
F. Miller	Gosse-Miller Packing Co., Ltd.	Vancouver, B.C.
L. C. DeMerrall	Martin-Senour Co., Ltd.	Vancouver, B.C.
J. C. Pendray	British America Paint Co., Ltd.	Victoria, B.C.
F. J. C. Cox	L. B. Barrett Co. (c/o North West Travellers Association)	Winnipeg, Man.
W. H. Sheppard	Edmonton Brewing & Malting Co.	Edmonton, Alta.
E. G. Rogers	Canadian Rogers Sheet Metal & Roofing Co., Limited	Winnipeg, Man.
J. Brockests	O-Rib-O Manufacturing Co., Ltd.	Winnipeg, Man.
I. A. Turnbull	Canadian Fairbanks Morse Co., Limited	Saskatoon, Sask.
J. A. Lapres	Canada Cement Co., Ltd.	Montreal, Que.
F. R. Whittall	A. R. Whittall Can Co., Ltd.	Montreal, Que.
H. T. Diplock	Steel Co. of Canada, Ltd.	Montreal, Que.
C. J. Laframboise	Casavant Freres	St. Hyacinth, Que.
W. B. Wedd	Massey-Harris Co., Ltd.	Toronto, Ont.
Thos. Morton	Western Canada Flour Mills Co., Limited	Toronto, Ont.
T. F. Monypenny	Imperial Varnish & Color Co., Ltd.	Toronto, Ont.
L. M. Waterous	Waterous Engine Works, Ltd.	Brantford, Ont.
C. G. McGhie	Welland Vale Mfg. Co., Ltd.	St. Catharines, Ont.
H. J. Bassett	Galt Malleable Iron Co., Ltd.	Galt, Ont.
J. J. Foot	McClary Mfg. Co., The	London, Ont.
B. B. Ha'lday	Canada Cycle & Motor Co.	Weston, Ont.
Elmer Davis	Davis, A. & Son, Ltd.	Kingston, Ont.
Bruce Stewart	Bruce Stewart & Co., Ltd.	Charlottetown, P.E.I.
A. L. Page	Frost Steel & Wire Co., Ltd.	Hamilton, Ont.
W. E. Skelton	Canadian Shovel & Tool Co., Ltd.	Hamilton, Ont.
Col. H. C. Hatch	The Stanley Steel Co., Ltd.	Hamilton, Ont.
P. N. Mainguy	Ford Motor Co. of Canada, Ltd.	Ford, Ontario

### Publishing Committee

J. F. M. Stewart, Chairman	British Empire Steel Corp., Ltd.	Toronto, Ont.
J. E. McLurg	Halifax Shipyards, Limited	Halifax, N.S.
J. A. Reid	Hartt Boot & Shoe Co., Ltd.	Fredericton, N.B.
W. J. Clayton	Clayton & Sons	Halifax, N.S.
H. MacLaren	Simmons, Limited	Vancouver, B.C.
G. W. Fowler	Gutta Percha & Rubber, Ltd.	Vancouver, B.C.
W. C. Dittmars	Vancouver Granite Co., Ltd.	Vancouver, B.C.
W. J. Bulman	Bulman Brothers, Ltd.	Winnipeg, Man.
John Stovel	Stovel Co., Limited	Winnipeg, Man.
Jos. Merrett	Farmers Advocate of Winnipeg, Limited	Winnipeg, Man.
H. Hutchings	Western Printing & Lithographing Co., Ltd.	Calgary, Alta.
M. Esdale	Esdale Press, Ltd.	Edmonton, Alta.
W. B. Ramsay	A. Ramsay & Son Co.	Montreal, Que.
Eugene Tarte	La Patrie Publishing Co., Ltd.	Montreal, Que.
E. Rolland	The Modern Printing Co.	Montreal, Que.
A. Gareau	National Loose Leaf Co.	Montreal, Que.
A. P. Robitaille	La Brasserie Champlain, Ltd.	Quebec, Que.
J. H. Fortier	P. T. Legare Co., Ltd.	Quebec, Que.



F. P. Megan	The Wm. Davies Co., Ltd.	Toronto, Ont.
W. C. Kettlewell	Charles Bush, Limited	Toronto, Ont.
I. H. Weldon	Provincial Pulp & Paper Mills, Ltd.	Toronto, Ont.
G. T. Irving	Irving Umbrella Co., Ltd., The	Toronto, Ont.
T. L. Moffat	Moffat Stove Co., Ltd.	Toronto, Ont.
F. B. McFarren	Interprovincial Brick Co. of Canada, Limited	Toronto, Ont.
E. C. Scythes	Scythes Vocalion Co., Ltd.	Toronto, Ont.
C. H. Waterous	Waterous Engine Works Co., Ltd.	Brantford, Ont.
Reg. Scarfe	Scarfe & Company	Brantford, Ont.
T. H. Watson	Canada Machinery Corp., Ltd.	Galt, Ont.
C. R. H. Warnock	Galt Knitting Co., Ltd., The	Galt, Ont.
Fred M. Hatch	Canada Steel Goods Co., Ltd.	Hamilton, Ont.
C. R. McCullough	Ontario Engraving Company	Hamilton, Ont.

J. M. Gunn	McClary Mfg. Co., The	London, Ont.
D. N. Pannabaker	R. Forbes Company, Ltd., The	Hespeler, Ont.
Mark Rowe	Canada Furniture Mfrs., Ltd.	Woodstock, Ont.

### Honorary Member

Your Committee begs to nominate Mr. S. J. Williams, formerly of the Williams, Greene & Rome Company, Limited, Kitchener, Ontario, as an honorary member of the Association.  
All of which is respectfully submitted.

W. S. FISHER	J. E. WALSH	J. T. STIRRETT
President.	General Manager.	General Secretary

## Registration at 1922 Annual Meeting

Ackerman, W. C.	B. F. Ackerman Son Co., Ltd.	Peterboro, Ont.
Ackerman, Mrs. W. C.		
Andrews, H. V.	Yorkshire Wool Stock Mills	Toronto, Ont.
Angus, Geo.	Official Reporter	Toronto, Ont.
Angus, W. G.		Toronto, Ont.
Armstrong, R. E.	Board of Trade	St. John, N.B.
Anderson, T. N.	American Can Company	Hamilton.

Bartram, V. G.	Shawinigan Water & Power Co.	Montreal.
Beaubien, J.	Frontenac Breweries, Ltd.	Montreal.
Beaubien, Mrs. J.		
Beaubien, Miss.		
Bell, A. W.	General Motors of Canada, Ltd.	Oshawa.
Bell, Mrs. A. W.		
Bell, Ed. H.	American Can Co., Ltd.	Montreal.
Bertram, Alex.	John Bertram & Sons Co.	Dundas.
Bishop, Geo. S.	McClary Mfg. Co.	London.
Bisson, J. D.	Megantic Broom Company	Megantic.
Black, H. H.	The Financial Post	Montreal.
Black, J. D.	The Gleaner	Fredericton.
Boeckh, E. C.	Boeckh Co., Ltd.	Toronto.
Boeckh, Mrs. E. C.		
Bolsby, J. H.	Bolsby Mfg. Co., Ltd.	Toronto.
Brigden, Geo.	Brigdens, Ltd.	Toronto.
Brankley, J. W.	Miramichi Lumber Company	Chatham, N.B.
Brankley, Mrs. J. W.		
Brown, S. B.	C. M. A.	Toronto.
Brown, Mrs. S. B.		
Burns, Ed.	Warren Bros. Ltd.	St. Catharines and Toronto.
Burns, Mrs.		
Bristol, J. R. K.	C. M. A.	Toronto.

Cantley, Thos.	Nova Scotia Steel & Coal Co.	New Glasgow.
Chisholm, R. H.	Chisholm Milling Co., Ltd.	Oakville.
Cliff, Geo. J.	Canadian Salt Co.	Toronto.
Copley, Geo. C.	Copley, Noyes & Randall	Hamilton.
Coulter, W. C.	Booth, Coulter Copper & Brass Co., Ltd.	Toronto.
Coulter, Mrs. W. C.		
Craik, W. A.	Industrial Canada, C. M. A.	Toronto.
Cumming, J. T.	J. W. Cumming Mfg. Co.	New Glasgow, N.S.
Cumming, Mrs. J. T.		

Davidson, John W.	T. McAvity & Sons, Ltd.	St. John, N.B.
Davis, A. R.	Genesee Pure Food Company	Bridgeburg.
Diplock, H. D.	Steel Co. of Canada, Ltd.	Montreal.
Dolphin, Jos.	Canadian Cottons, Ltd.	Marysville, N.B.
Dolphin, Mrs. Jos.		
Dunn, W. H.	Borden Co., Ltd.	Montreal.
Dunn, Miss Aileen.		

Elkin, S. E.	Maritime Nail Co., Ltd.	St. John, N.B.
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Findlay, David	Findlay Bros. Co., Ltd.	Carleton Place.
Fisher, F. A.	Enterprise Foundry Co., Ltd.	Sackville.
Fisher, W. S.		
Fisher, Mrs. W. S.		

Ganong, A. D.	Ganong Bros., Ltd.	St. Stephen, N.B.
Ganong, Mrs. A. D.		
Gillies, D. B.	Industrial Canada, C. M. A.	Toronto.
Gould, R. W.	Quebec Division.	Montreal.
T. Geddes Grant	T. Geddes Grant Co., Ltd.	Trinidad, B. W. I.
Graham, J. W.	Canadian Cottons, Ltd.	Milltown, N.B.
Graham, Mrs. J. W.		
Grier, A. Monro	Canadian Niagara Power Co.	Toronto.

Harvey, Bruce	Copley, Noyes & Randall, Ltd.	Hamilton.
Harvey, Mrs. Bruce		
Harvey, Miss Mary		
Hatch, J. Clide	Hatch Mfg. Co., Ltd.	Whitby, Ont.
Hatch, A. F.	Canada Steel Goods Co., Ltd.	Hamilton.
Hatch, Mrs. A. F.		
Holder, S. L.	J. A. Marven, Ltd.	Moncton, N.B.
Holland, Norman	Holland Varnish Co., Ltd.	Montreal.
Howard, T. P.	Howard Smith Paper Mills	Montreal.

Jennings, F. X.	Telegraph & Times	St. John, N.B.
Johnson, Charles	Milne, Coutts & Company	St. George, N.B.
Joubert, P. E.	Lamontagne, Ltd.	Montreal.
Joubert, Mde. P. E.		

Kearns, Hugh	B. & S. H. Thompson Co., Ltd.	Montreal.
Kimball, J. H.	J. Kimble & Son, Ltd.	St. John, N.B.
Knowlton, F. W.	United Shoe Machinery Co.	Westmount, Montreal.
Knowlton, Mrs.		
Knowlton, Miss.		
Lea, Paul	Paul Lea Company, Ltd.	Moncton, N.B.
Lloyd, A. E.	C. Lloyd & Son, Ltd.	Wingham.

Macdonald, Hugh	Canadian Manufacturers Association	Toronto.
Macdonald, Mrs. Hugh		

Marvin, H. A.	Maritime Nail Co., Ltd.	St. John, N.B.
Marvin, Mrs. H. A.		
Macdonnell, Hugh M.	Canadian Manufacturers Association	Toronto.
McAvity, G. E.	T. McAvity & Sons, Ltd.	St. John, N.B.
McCall, A.	Nova Scotia Steel & Coal Co., Ltd.	New Glasgow.
Macdonald, J. L.	Atlantic Underwear, Ltd.	Moncton, N.B.
McIntosh, J. M.	Canadian Manufacturers Association	Toronto.
McLean, Angus	Bathurst Company, Ltd.	Bathurst, N.B.
McLurg, J. E.	Halifax Shipyards, Ltd.	Halifax.
McLurg, Mrs. J. E.		
Marshall, Alex.	Canadian Manufacturers Association	Toronto.
Mitchell, O. J.	Mitchell & Company	Ingersoll, Ont.
Moffatt, T. L.	Moffatts, Ltd.	Weston, Ont.
Moodie, R. R.	J. R. Moodie & Sons, Ltd.	Hamilton.
Morgan-Dean, W. F.	Canadian Toledo Scale Co., (Hamilton)	Windsor.
Morgan-Dean, Mrs. W. F.		
Morley, R. B.	Industrial Accident Prevention Association	Toronto.
Miner, W. H.	Miner Rubber Co., Ltd.	Granby, Que.
Neill, John	James S. Neill & Sons, Ltd.	Fredericton, N.B.
Nicholson, Rex. E.	Algoma Steel Corporation	Toronto.
Oland, G. B.	G. W. C. Oland Company	St. John, N.B.
Oland, Mrs. G. B.		
Oland, Miss Margaret		
Oland, Geo. W. C.		

Peters, C. L.	C. H. Peters & Sons, Ltd.	St. John, N.B.
Payne, C. H.	Dept. of Trade & Commerce	Ottawa.
Picard, Jos.	Rock City Tobacco Co.	Quebec, Que.
Piercey, W. D.	The Piercey Supply Co., Ltd.	Halifax, N.S.

Reid, D. S.	Reid Studio	St. John, N.B.
Renault, Raoul	Secretary, Quebec Branch	Quebec.
Reid, J. A.	The Hartt Boot & Shoe Co., Ltd.	Fredericton, N.B.
Reid, Mrs. J. A.		
Reynolds, H. R.	T. H. Estabrooks Co., Ltd.	St. John, N.B.
Reynolds, Mrs. H. R.		
Roberts, The Hon. W. F.		
Robitaille, A. P.	Champlain Brewery	Quebec.
Roden, Thos.	Roden Bros., Ltd.	Toronto.
Rolland, Jean	Rolland Paper Co., Ltd.	St. Jerome.
Rolland, Olivier	Rolland Paper Co., Ltd.	St. Jerome.
Rolland, Mrs. Olivier		
Rolph, F. G.	Rolph, Clark, Stone Co., Ltd.	Toronto.
Ritcey, W. T.	Acadia Gas Engines, Ltd.	Bridgewater, N.S.
Ritcey, Mrs. W. T.		

Schryver, Geo. A.	Bathurst Co., Ltd.	Bathurst, N.B.
Shapley, W. H.	Sterling Actions & Keys, Ltd.	Toronto.
Shaw, J. R.	Canada Furniture Mfg., Ltd.	Woodstock.
	Canadian Linderman Co., Ltd.	Woodstock.

Shaw, Mrs. J. R.		
Simms, I. W.	T. L. Simms Co., Ltd.	St. John, N.B.
Simms, Mrs. L. W.		
Smith, C. Howard	Howard Smith Paper Co., Ltd.	Montreal.
Smith, Mrs.		
Sparks, R. P.	Sparks, Harrison, Ltd.	Hull, Que.
Stevens, Miss A. K.	C. M. A.	Toronto.
Stewart, F. W.	Cluett, Peabody Co., Ltd.	Montreal.
Stirrett, J. T.	Canadian Manufacturers' Association	Toronto.

Stirrett, Mrs. J. T.		
Thompson, H. R.	Secretary, Maritime Division, C. M. A.	Amherst, N.S.
Terry, E. J.	The James Robertson Co., Ltd.	St. John, N.B.
Thorn, J. O.	Metallic Roofing Co., Ltd.	Winnipeg.
Thorn, Mrs. J. O.		
Thorn, Henry		
Thurber, E. M.	Nicholson File Company	Port Hope.
Thurber, Mrs. E. M.		
Tindall, G. W.	C. E. Fulford, Ltd.	Toronto.

Waddie, H. J.	Canadian Drawn Steel Co., Ltd.	Hamilton.
Waddie, Mrs. H. J.		
Waldon, J. B.	Champion Spark Plug Co. of Canada, Ltd.	Toronto.
Walsh, J. E.	Canadian Manufacturers Association	Toronto.
Walsh, Mrs. J. E.		
Whittall, Fred.	A. R. Whittall Son & Co., Ltd.	Montreal.
Williams, S. J.	Life Member	Kitchener.
Wilson, Alex.	Wilson Box Co., Ltd.	St. John, N.B.
Wilson, T. A.	Genesee Pure Food Company	Bridgeburg.
Winfield, Jos.	Canadian Manufacturers Association	Toronto.
Woodman	Canadian Pacific Railway	St. John, N.B.



# Final Proceedings of Parliament Reviewed

## Work of the House from May 28 to date of Prorogation—Changes Announced in the Budget—Railway Rates and the Wheat Board.

By Industrial Canada's Special Correspondent

THE first session of the fourteenth Parliament of Canada is ended and the views of the Government on the work accomplished during the session may be judged by the words of the Deputy Governor-General when at prorogation he said:

"The readjustment of the Customs Tariff, to the consideration of which much time has been given, will, it is hoped, meet in a considerable degree the desire for tariff revision, while not creating any serious disturbance of industrial conditions.

"The attention given to the question of transportation costs, the recommendations of the Special Committee of the House of Commons which has so fully investigated the whole problem, and the resultant legislation, will effect immediate substantial reductions of freight rates in a manner which cannot fail to be of far-reaching benefit to all parts of the Dominion.

"The measures passed to aid or control the marketing of certain farm products, and the manufacture, marking, and sale of fertilizers; for the expansion of cold storage facilities, and for further experimental and research work in the control of fruit diseases and the eradication of bovine tuberculosis should prove of substantial service in the development of the grain, live stock, dairying, and fruit production industries of the country, and in further protection against their natural foes.

"Pursuant to representations made on behalf of the prairie provinces, legislation has been adopted for the re-establishment of a Wheat Board, which it is hoped will meet the desire for a more equitable method of marketing Canadian wheat."

### The Budget Debate

With small interruptions to attend to other affairs of state, the Budget debate continued uninterruptedly from May 28th to June 13th, and was participated in by 32 Government members, 23 Official Opposition, 34 Agrarians and 2 Labor representatives. With the assistance of 9 Agrarians, the Government, when the vote was reached, secured a majority of 18. In Committee stages the discussion was continued, nor did speeches in Parliament constitute the only advice tendered the Finance Minister, the balance coming from interested delegations visiting Ottawa to make representations and the almost daily comments from the press throughout the country. Discrimination was the key-note of practi-

cally every complaint. Many delegations had no fault to find, and in fact often expressed approval of the Finance Minister's schemes of taxation, except that portion of such schemes as individually affected them. The key-note of the Minister's reply was that a country with a National Debt of over two and a half billion dollars could not continue indefinitely adding to its debt—that it was his duty to find the revenue and, while realizing that taxation was never popular with those who have to pay it, and while anxious to avoid any unnecessary friction in securing such revenue, the revenue must be obtained.

### Changes in the Budget

On June 12th, the Minister announced the changes from the May 23rd Budget which he had decided upon, and of which the more important were:—

1. Limiting of the stamp tax to \$2.00 on cheques, etc., of \$5,000 and over, the sliding scale up to that amount remaining as previously announced at 2 cts. for each \$50 or fraction thereof.

2. The alteration of the excise tax to 5% on the value of automobiles with an additional 5% on the value in excess of \$1,200.

3. Reduction of the excise tax on soft drinks from 10 cts. to 5 cts. per gallon, and on beer from 15 cts. to 12½ cts. per gallon.

4. A lowering of the tax on telegrams and cables from 5 cts. to 3 cts. per message.

5. A reduction of the proposed tax on beet sugar by one-half.

6. A re-arrangement of the duty on cigars and a reduction of the duty on cigarettes.

7. A tax of 2 cts. on each receipt for amounts of \$10.00 and over issued on and after January 1, 1923.

In the Budget speech, the Finance Minister announced the abolition of the Drayton Depreciated Currency Legislation without intimating the substitution therefor of any other measure, but on June 12th, he gave notice of a resolution which, as enacted into law, reads as follows:—

"In the case of importations of goods the manufacture or produce of a foreign country, the currency of which is substantially depreciated, the value for duty shall not be less than the value that would be placed on similar goods manufactured or produced in the United Kingdom and imported from that country, if such similar goods are made or pro-

duced there. If similar goods are not made or produced in the United Kingdom, the value for duty shall not be less than the value of similar goods made or produced in any European country the currency of which is not substantially depreciated."

### Valuation for Duty

The legislation placing the valuation for duty purposes on importations at cost of production, plus a fair profit which was enacted last year, was likewise repealed by the present Budget. The fruit growers of British Columbia proved that this provision had been of great benefit to them in preventing unfair competition from the Pacific States, and their agitation for a relief-providing measure was no doubt largely responsible for the amendment to the Customs Act by the addition of a new Section reading:—

"If at any time it appears to the satisfaction of the Governor in Council on a report from the Minister of Customs and Excise, that natural products of a class or kind produced in Canada are being imported into Canada, either on sale or on consignment, under such conditions as prejudicially or injuriously to affect the interests of Canadian producers, the Governor in Council may, in any case, or class of cases, authorize the Minister to value such goods for duty, notwithstanding any other provisions of this Act, and the value so determined shall be held to be the fair market value thereof."

Mr. Meighen's definition of this legislation was:—

"This provision is protection personified. This is the last emanation from the Government that denounced protection two or three days ago. For purposes of valuation the minister can fix the value where he likes, on any basis he likes, on any principle he likes, to suit any interest he likes, as low as he likes, as high as he likes, and when he likes. In a word, this simply puts into the power of the Minister the whole elevation of the tariff of this country."

### Agrarian Opinions

The debate was interesting in that it drew from one of the Agrarian members an expression of opinion not generally credited to that group, when T. G. McBride, of Cariboo, said:—

"We want to be fair and square in this matter. I want to back the Pro-



gressive party as long as they do what is right, but we, in British Columbia, must have protection'.

Mr. Caldwell, the Agrarian member from New Brunswick, in another debate, recognized that competition from other countries is a subject worthy of consideration, as in dealing with a proposal regarding the grading of potatoes, he said that a proposed amendment would: "have the effect of allowing United States potatoes to come into Canada and not bear this inspection, and compete with our home grown potatoes".

In contrast with these expressions of opinion may be quoted the remarks of Mr. Good, of Brant, who speaking of the beet sugar industry and the amount of capital invested therein, said:—

"For my part I think the country would be very much better off if the industry disappeared. It will be hard on those who have invested their money in the factories and on some of the farmers, but ultimately I think it will be better for Canada if the sugar beet industry disappears".

#### Tax on Insurance Premiums

In the Sessions of 1920 and 1921, Government proposals were put forward to place a tax of 15% on the premiums paid to unlicensed insurance companies. This year the Finance Minister proposed a tax of 5% on such net premiums. Several members opposed the proposition, but Mr. Fielding's explanation that:—

"I saw a letter written by one of these policy holders who was complaining of the high rates of the old line companies and he said:—'I am now getting for ten cents per hundred what I had at one time to pay a dollar and a half for—'. Where he paid 10 cts. before he will now have to pay 10½ cts. Of course all taxations is unpopular; nobody wants to be taxed. Every one of these resolutions is taxing somebody and naturally they all want to avoid it if they can. The tax is an exceedingly small one. All our Canadian companies are taxed in one form or other; and if these people are able to do business in Canada, although their headquarters are in the United States, surely it is not excessive for us to impose this little tax of half a cent which is added to the ten cents to which I referred",

was apparently accepted by the House as a whole as a satisfactory explanation, and the taxation scheme was endorsed.

The Special Committee appointed to: "Consider railway transportation costs and the effect upon Canadian National railways and other lines, as well as upon agricultural development and Canadian industry generally of the expiration or suspension of the Crow's Nest Pass agreement,"

held 29 meetings and heard and considered the oral and written evidence and representations from various interested sources. The evidence constitutes a bulky volume. Dissatisfaction with the mode of procedure finally resulted in the withdrawal from the Committee of all members belonging to the Official Opposition, after which the report was adopted on a vote of 14 to 1, the dissident being W. M. German of Welland. Some of the outstanding statements of the report are:

"Conditions relative to a consideration of this question are changing, or are likely to change, so rapidly that conclusions presently made will soon be found unreliable.....Fixing rates by legislation is no doubt generally a bad principle, because it hampers the free action of the Board of Railway Commissioners and may create a discrimination in favor of the commodities covered by statutory rates.....The matter of the Crow's Nest agreement becoming effective or being suspended is related to other concrete railway rate issues either pending or imminent.

"The one reacts upon the other, and both upon the whole freight rate structure which must, within a short period of time, undergo many substantial changes. The question would seem to be largely one that can best be treated by one body, the Board of Railway Commissioners.

"But it has been represented to your Committee that three important provinces of Canada are mainly devoted to the basic industry of grain growing.

"The prosperity of that basic industry is a factor vitally affecting the economic welfare of the nation at large.

"The grain grown in the prairie provinces is mostly for export purposes and the price of that commodity is settled by competition on the grain markets of the world.

".....factors have forced down grain prices towards pre-war levels much more rapidly than has been the case in respect of other commodities that grain growers are obliged to buy.

"Your Committee, therefore, recommends a suspension of the Crow's Nest Pass agreement, except in respect of grain and flour, for one year from July 6, 1922, with power to the Governor in Council to suspend for a further period of one year, if in its judgment the then existing conditions justify the same, and your Committee recommends that suitable legislation be enacted to make effective this recommendation.

".....Basic commodities which may be afforded reductions should have the earliest possible considera-

tion by the Board of Railway Commissioners.

".....Further, your Committee is of the opinion and wish to declare in the most emphatic manner, that railway operating costs should be decreased, and towards the achievement of that end we recommend the closest co-operation between the management of the different Canadian railways, and between the management of the railways and their employees."

#### The Wheat Board

Throughout the late campaign and since the election the organized farmers of Saskatchewan and Alberta pressed for the establishment of a Wheat Board patterned after that of 1919. The Privy Council decision on the Board of Commerce case was responsible for the prevailing opinion in the Capital that legislation along the proposed lines was outside the power of the Dominion Parliament, and when the Deputy Minister of Justice confirmed this view, it was believed that the matter would be allowed to drop. Contrary to expectations the Agrarian party still pressed for action, with the result that an Act was passed which will be compulsory where and in so far as it is made compulsory by the Provincial Legislature. During the Committee stages three amendments were made to the Bill as introduced:—one at the request of the Agrarians, giving the Wheat Board power to make regulations prohibiting or restricting the export of wheat by others than the Board, such regulations requiring the approval of the Governor-General-in-Council and the Lieutenant-Governor-in-Council of the Province affected; the second amendment, section 8, provides that:

"The Board shall have power to take such steps as, in its discretion, it may deem advisable for the fulfilment of bona fide contracts for the sale and purchase of wheat outstanding at the time when this Act shall come into operation; such outstanding contracts shall be intimated to the Board within fifteen days of said date."

and the third amendment, section 7, reads:

"Sales of wheat to Canadian millers and other cereal manufacturers shall be on the same basis with respect to prices, forms of delivery, etc., as sales to foreign buyers, either for immediate or future delivery, provided that such wheat is to be milled or manufactured in Canada and that the purchaser when required must give proof of its manufacture."

It will be noted that the Board is merely given power to recognize, but is not compelled to recognize, contracts outstanding when the Act comes into force, and that in connection with millers' requirements, they are not compelled to sell, although sales, if made,



must be on the same basis with respect to price, etc., as in the case of sales in foreign markets. During the discussion on the Bill some of the legal members of the House expressed doubts as to the legislation being *intra vires*.

The Income War Tax Act of 1917 has been amended by increasing from \$200 to \$300 the exemption on minor children, and by allowing the taxpayer a deduction from gross earnings of travelling expenses, including entire amount expended for meals and lodging while away from home in pursuit of trade or business. A new section to come into operation only upon proclamation provides that:

"Where any person liable to taxation under this Act is not resident in Canada and is not a British subject he shall not be entitled to the exemption provided for in paragraph (b) of subsection one of section three of this Act, and in lieu of the normal tax provided for in paragraph (a) of subsection one of section four of this Act, he shall pay a normal tax of eight per centum upon all income in excess of one thousand dollars."

In explanation of the new section the Finance Minister said:

"This relates to a provision which to our regret was inserted in the American law by which Canadians on our border line are placed at a disadvantage. We want to think it was a mistake, but a resolution having been already adopted in the House to say that we shall have a similar provision in our law, we are giving effect to it by this amendment. We hope that on the representations now being made to the American government they will change their legislation in that respect, but if they decline I suppose we will have to put this into operation."

In reply to questions on the Order Paper the House was informed that the total number of income taxpayers for each separate gradation of the act for the year ending March 31, 1921, was as follows:

Amount of Income		Corporations	Individuals	Total
\$ 1,000 to	\$ 6,000	1,590	171,230	172,820
6,000 to	10,000	665	11,534	12,199
10,000 to	20,000	529	5,339	5,868
20,000 to	30,000	236	1,240	1,476
30,000 to	50,000	226	776	1,002
50,000 to	75,000	101	238	339
75,000 to	100,000	85	98	183
100,000 to	200,000	130	85	215
200,000 to	400,000	74	17	91
400,000 to	600,000	22	2	24
600,000 to	800,000	11	—	11
800,000 to	1,000,000	8	—	8
Over	1,000,000	19	2	21
		3,696	190,561	194,257

and that for the year ending March 31, 1922, there had been collected as income taxes \$78,684,354.80.

It is sometimes stated that responsible Government does not tend towards the rapid settlement of live issues; the oleomargarine question in Canada furnishes a striking proof of this assertion. From time to time ever since 1886, oleomargarine has been discussed in the Dominion Parliament, and while this session, on a division, a negative vote was given on a resolution that,

"It is desirable in the public interest to discontinue the manufacture and importation of oleomargarine,"

the Minister directly affected contented himself with merely suspending the prohibitory legislation for another year, giving as an excuse for his action that the 133 new members of the House had not yet had a proper opportunity to study the subject. Next session the whole subject will again require to be threshed out.

The closing of Parliament was marked by a struggle between the two chambers over the Canada Temperance Act and the Dominion Lands Act, from which test of strength the doughty warriors of the Red Chamber emerged victorious. Just before prorogation the Prime Minister announced that a redistribution bill would be brought down at the commencement of next session, which is expected to commence early in January, 1923.

## New Power Plant on the Winnipeg River

On the invitation of Sir Augustus Nanton, President of the Manitoba Power Co., Ltd., Major E. G. Rogers, Chairman of the Prairie Division, C.M.A., accompanied a party of about 100 Winnipeg business men, who inspected the progress of work on the Company's 168,000 h.p. Hydro Electric Development, at Great Falls, on the Winnipeg River, recently.

A standard gauge railway, 13½ miles in length, has been constructed, connecting the Canadian Pacific Railway tracks at Lac du Bonnet, with the power site at Great Falls. This railway is now being

A 60,000 volt double circuit transmission line, eighteen miles in length, supported on steel towers forty-five feet high, has been constructed from a point on the Pinawa-Winnipeg line, of the Winnipeg Electric Railway Company, to the power site, and connection has been made to the City of Winnipeg Hydro-electric System's line for power supply during construction. This line will ultimately form one link of the permanent transmission system connecting the new development with the existing water power plant on the Pinawa Channel, and with the sub-stations in the City of Winnipeg. Electric power was made available over this line early in February, and all the construction plant is now being operated electrically. A temporary transformer has been constructed at Great Falls, which contains one bank of 600 kw. transformers. While they are now being used for construction purposes these are primarily designed for station service use in the power house. Power is being distributed at 2200 volts and a double circuit wood pole line has been run from this transformer house to White Mud Falls, where a sub-station containing about 700 h.p. in 2200 volt motors, operating compressors, derricks, etc., has been installed. With electrical operation at Great Falls, the work of rock excavation has been greatly facilitated.

The design of the plant is modern in every respect and in physical dimensions and quantity of water used the turbines are the largest for which contracts have ever been placed. The type of unit finally adopted is that recommended by a Water Wheel Committee consisting of five prominent Hydro-electric engineers, and the design of turbines was submitted by one of the largest Canadian turbine manufacturers, who has done very creditable work in developing a machine of such high speed and power output, resulting in a machinery cost of less than \$1,400 per h.p. including turbines, generators, exciters, thrust bearings, transformers and switches. The capital cost of the initial installation, including all permanent works for the complete development, is less than \$80.00 per h.p., which is declared to be the lowest unit cost per horsepower yet recorded on this continent for a plant of this magnitude.

The plan of development is in accordance with the general scheme of the Water Power Branch of the Dominion Government, and forms the principal link in a chain of potential developments extending from Lake of the Woods to Hudson's Bay, aggregating several million horsepower.

Sir Augustus Nanton is president of the Manitoba Power Company, Limited, and A. W. McLimont is Vice-President and General Manager, under whose direction all of the work is being carried on. Julian C. Smith is Supervising Engineer. L. J. Hirst, R. S. Lea, and C. O. Lenz are Consulting Engineers and Mr. F. H. Martin is Chief Engineer and designer.

extended a distance of three miles, from the power site to White Mud Falls, lower down the river.



# LA SECTION FRANÇAISE

## PATRIOTISME PRATIQUE

NOS organisations nationales, sociales et philanthropiques ont, en maintes circonstances, soulevé les sentiments populaires, et éveillé parmi tous les peuples, et surtout chez nous, des idées plus ou moins héroïques. Dans nos écoles, on fait un sujet d'étude sur ces questions, tâchant d'inculquer les meilleurs sentiments qui s'y rattachent, afin de préparer la nouvelle génération à en promulguer les principes, mais avec cet idéalisme on néglige d'enseigner, à ceux qui seront nos successeurs dans ces œuvres, le devoir matériel qui doit occuper tous bons citoyens.

La grande guerre qui a révolutionné l'état social, a aussi causé un désarroi terrible dans notre système économique, et malgré tous les malheurs qu'elle a entraînés, on est témoin surtout en Europe d'un regain de courage, qui fait, que les nations les plus éprouvées se relèvent rapidement du chaos qui a failli engloutir toutes les forces vives de leurs industries et de leur commerce.

La France et la Belgique qui ont subi les pires épreuves, se sont mis bravement à l'œuvre pour remédier à l'état lamentable dans lequel les a entraîné ce terrible conflit, et aujourd'hui, leurs industries se relèvent rapidement, leurs champs dévastés reprennent petit à petit leur aspect primitif.

Mais ce qui a amené ces prodigieux résultats c'est non seulement leur orgueil national agrémenté d'un patriotisme ardent qu'ils ont toujours eu, non seulement dans leurs œuvres civilisatrices, aussi pour tout ce qu'ils produisent. On verra rarement un français ou belge préférer un produit étranger au leur, car ils ont le sens de ce patriotisme pratique qui assure la stabilité de leur système économique, il en est de même en Angleterre, en Allemagne, en Italie et autres pays, qui non seulement enseignent à leur enfants les éléments qui forment le bon citoyen, mais dans leurs écoles on les instruit sur la nécessité et l'importance de ne se procurer que ce que leurs pays produisent. Naturellement, les circonstances malheureuses qu'ont entraînées le grand conflit, les ont forcés à recourir aux Etats-Unis pour faire face aux dépenses énormes encourues, mais malgré tout, la plupart de ces pays seront en mesure de faire face à leurs obligations.

Voilà une leçon de choses pour nous, canadiens, si nous voulons coopérer efficacement à la reconstruction de notre système économique, il faut insister sur le fait qu'il est du devoir de tout bon citoyen de n'acheter que ce qui est produit en Canada. Il est vrai que l'Association des Manufacturiers Canadiens a déjà fait une campagne active vers ce but, mais il faut que non seulement l'œuvre se continue, mais qu'à commencer dans nos cours primaires dès la troisième année, on enseigne à nos enfants l'importance de ce devoir et continuer la chose dans les cours supérieurs afin que quand il feront partie de la grande famille canadienne comme citoyens et citoyennes, ils perpétuent ces mêmes sentiments à leurs descendants.

Cette idée qui prédomine en Europe et aux Etats-Unis aurait dû être mise en œuvre depuis longtemps, et quand on pourra

presque suffire à nous-mêmes, sous plus d'un rapport, on verra prospérer nos industries, notre agriculture, qui pourront dans une bonne mesure concourir avec les pays étrangers.

Que le mot d'ordre soit maintenant et toujours d'acheter de préférence ce qui est "Fabriqué en Canada", en ce faisant nous ferons œuvre de patriotisme pratique.

## Assemblée Annuelle de la Succursale de Sherbrooke

L'assemblée annuelle de la succursale de Sherbrooke a eue lieu mardi, le 16 mai, à l'hôtel Magog, à 12.30 p. m. sous la présidence de M. Bruce H. Fletcher.

Après la lecture et l'adoption du procès-verbal, le vice-président fit un exposé des travaux accomplis durant l'année qui vient de finir, signalant le fait que les membres ne s'assemblaient autrefois que tous les trois ou quatre mois, mais vu l'augmentation des affaires, les réunions se tenaient maintenant tous les mois, et le fait de l'intérêt porté à l'Association, par la présence d'un grand nombre de membres, la succursale faisait aujourd'hui bonne figure avec les autres branches de l'Association.

On donna ensuite lecture du compte-rendu du comité de législation et autres sujets concernant la division de Québec, tel que cité à l'assemblée annuelle tenue à Montréal, après quoi on procéda à l'élection des officiers qui donna le résultat suivant: président, M. Geo. D. McKinnon de la McKinnon Steel Co.; vice-président, M. Claude Spafford, de la Sherbrooke Machine Co.

Membres de l'exécutif de la succursale: MM. H. W. Downes, de la Union Screen Place Co., de Lennoxville; H. S. Ball, de la Dominion Snaigthe Co., de Cookshire, And. Sangster, de la Canadian Ingersoll Rand Co., de Sherbrooke; A. Munster, de la Julius Kayser, Ltd., de Sherbrooke; J. V. Larson, de Sleeper & Ackhurst, de Coaticook; Chas. H. Cleveland, de J. H. Goodhue & Co., de Danville; W. D. Van Roden, de la Beekwith Box Toe Co., de Sherbrooke, et Chas. B. Howard, de B. C. Howard & Co., de Sherbrooke.

M. R. W. Gould, secrétaire de la division de Québec et de la succursale de Montréal, donna une foule de renseignements importants aux membres, concernant les affaires de l'Association en général.

## Protestation sur la Taxe des Chèques

A l'assemblée conjointe de la division de Québec et de la succursale de Montréal des manufacturiers canadiens, qui a eu lieu jeudi, le 1er juin, et à laquelle assistait un grand nombre de membres de l'exécutif des deux corps, sous la présidence de M. F. W. Ste wart, on a longuement discuté la partie du budget fédéral, concernant l'augmentation de la taxe sur les chèques, qui sera en vigueur le 1er Juillet, et la valeur de la dépréciation des monnaies pour fins douanières.

Après avoir discuté ces sujets sous tous leurs aspects on a, à l'unanimité, adopté la résolution suivante:

Attendu que l'impôt des timbres sur les chèques, tel que défini dans le budget présenté par le ministre des finances du parlement fédéral, le 23 mai dernier, est onéreux pour les intérêts du commerce en général, et sera de nature à bouleverser les voies de la finance dans l'industrie, et aura pour effet de multiplier le dit impôt, nous protestons fortement contre la mise en vigueur d'une telle législation.

Il est par conséquent résolu que la division de Québec et la succursale de Montréal, de l'Association des Manufacturiers Canadiens, requiert le conseil exécutif de l'association de faire, au gouvernement du Dominion, des représentations afin qu'il modifie cette section en particulier. On veut aussi suggérer qu'elle soit changée afin d'établir un taux fixe de trois sous sur les chèques de \$100, et un taux fixe sur tous chèques de plus de \$100, ce qui ne serait pas trop onéreux pour le commerce.

L'assemblée conjointe recommanda, aussi, que l'exécutif de l'Association des Manufacturiers Canadiens, organise une assemblée de toutes les organisations financières et industrielles, qui sera tenue à Toronto ou à Montréal, aussitôt que possible, afin de s'entendre sur un mode précis de représentation à faire au gouvernement au sujet de cet impôt.

Au sujet de la valeur des monnaies dépréciées pour fins douanières, on a, après discussion, adopté une résolution insistant que le Conseil exécutif de l'Association des manufacturiers canadiens, démontre au gouvernement du Dominion, que l'ancienne législation, pourvoyant que les monnaies dépréciées de 50 pour cent, soient évaluées à 50 pour cent de sa valeur au pair pour les fins douanières, soit rétablie, et que les marchandises venant des pays où les monnaies sont en dépréciation au Canada par l'entremise d'autres pays, soient sujettes à une surtaxe afin de protéger les industries canadiennes.

Ces résolutions ont été envoyées à l'exécutif de l'Association des manufacturiers canadiens et présentées sans retard au ministre des finances.

Les autres sections de l'Association dans la province de Québec ont emboîté le pas sur ces mêmes questions, et on s'attend à ce que le gouvernement fasse droit aux justes représentations que contiennent ces résolutions.

## Assemblée de l'Exécutif Division de Québec

LES membres du nouvel exécutif de la division de Québec, étaient les hôtes du nouveau président, M. F. W. Ste wart, au club des Ingénieurs, mardi, le 7 juin; une trentaine de membres de l'Association assistant à cette réunion, où on mêla l'utile à l'agréable.

Après avoir fait honneur à l'hospitalité de M. Ste wart, une discussion s'engagea sur le budget de l'hon. M. Fielding, et après mûres délibérations, touchant l'impôt des timbres sur les chèques, on confirma la décision de l'assemblée conjointe du 1er juin en ce qui concerne cette taxe onéreuse, et, au lieu d'envoyer une délégation à Ottawa, on décida de prier l'exécutif-chef



d'envoyer un mémoire au ministre des finances, au sujet de cette question, et autres sujets intéressants les manufacturiers canadiens, tels que la valeur à mettre sur les espèces étrangères dépréciées pour fins douanières.

Au sujet des amendements à la loi des banques, tels que proposé par les agents commerciaux d'Angleterre au Canada, on décida de référer cette question pour être considérée par l'exécutif-chef.

En ce qui concerne l'échelle graduée de l'impôt, on suivra la ligne de conduite de la succursale de Montréal qui a décidé d'abandonner cette question jusqu'à nouvel ordre. La question la plus importante pour le moment étant d'obtenir un impôt de timbres fixe de deux cents sur chaque chèque de \$100 et plus.

Après des remarques élogieuses à l'adresse du nouveau président de la division de Québec, M. Stewart, qui, déjà a démontré son activité et son esprit d'initiative pour activer les affaires de la division, l'assemblée fut close et chacun se retira enchanté de cette réunion qui combinait l'utile à l'agréable.

### Mémoire à être soumis au Gouvernement

Les membres de l'exécutif de la succursale de Montréal ont profité d'une réception donné par M. Julian C. Smith, leur nouveau président, qui avait convié ses collègues à un dîner, tenu mercredi, le 14 juin au Club des Ingénieurs.

Après avoir fait honneur au menu servi et des remarques de félicitations à M. Smith, les membres entamèrent la discussion sur l'ensemble du budget fédéral, qui, d'après eux, taxe les industries à leurs dernières limites. La question de l'impôt gradué des timbres a été passé au tamis de la discussion, ainsi que d'autres parties du budget, et séance tenante on a résolu de nommer un comité composé de M. Julian C. Smith, président de la succursale de Montréal et de M. F. W. Stewart, président de la division de Québec, afin qu'il prépare un mémoire devant être soumis à l'exécutif-chef de l'Association des Manufacturiers Canadiens, pour que des représentations soient faites au gouvernement, donnant les vues de la succursale de Montréal et de la division de Québec, à l'effet de démontrer les impôts excessifs dont sont frappés nos industries et que d'autres taxes additionnelles seraient au détriment du commerce dans le Dominion.

### Convention annuelle à St. Andrews by the sea

La 51ème convention annuelle de l'Association des Manufacturiers, a été tenue les 21, 22 et 23 juin, et à laquelle assistait plus de 500 délégués venus de toutes les parties du Canada, sous la présidence de W. S. Fisher, de St. Jean, N.B.

M. Fisher, le président général, donna un exposé des différents travaux accomplis durant les derniers douze mois, mais vu le manque d'espace, nous donnerons dans le prochain numéro la teneur de ce discours qui sera d'un intérêt tout particulier pour les membres de la division de Québec.

M. Thomas Rodden, le trésorier général, donna lecture de son rapport annuel, qui contient des renseignements financiers importants en ce qui concerne l'état de prospérité de l'Association, qui durant l'année a augmenté son fond de réserve de \$14.786 ainsi qu'une augmentation de

1500 nouveaux membres depuis les dernières trois années, suivant le rapport de M. J. T. Stirrett, le secrétaire général.

Le rapport du comité des relations industrielles présenté par M. H. W. Macdonnell, signale le fait que la dépression générale s'améliore, mais le manque de travailleurs habiles fait défaut dans les différentes industries.

M. J. E. McLurg, de Halifax, le président de la division des provinces Maritimes prononça des paroles appropriées de bienvenue, on entama ensuite la question de la journée de huit heures qui a été discutée à la Conférence internationale de Genève, et qui n'a été sanctionnée que par quatre pays. M. F. W. Stewart, de Montréal, L. W. Simms, de St. Jean, N.B. prirent une part active à la discussion de cet important sujet.

M. J. E. Walsh, le gérant général de l'Association, entama une intéressante discussion sur les relations industrielles et M. J. R. Shaw, le vice-président général critiqua l'impôt sur les dividendes d'obligations.

Vu le manque d'espace nous sommes forcés de remettre au prochain numéro une foule d'autres détails importants.

### ELECTION DES OFFICIERS

Président général, M. John R. Shaw, de Woodstock, Ont., G. Howard Smith, de Montréal, premier vice-président; Henry Bertram, de Dundas, Ont., second vice-président; Thomas Roden, de Toronto, trésorier (réélu); John D. Palmer, Frédérickton, président du comité exécutif; Joseph Picard, de Québec, président du comité du tarif; W. S. Campbell, de Toronto, président du comité des transports; Arthur Hewitt, de Toronto, président du comité de l'assurance; B. W. Coghlin, de Montréal, président du comité des membres; J. E. Macfarlane, de Toronto, président du comité législatif; W. C. Coulter, de Toronto, président du comité des relations industrielles; W. H. Miner, de Granby, Québec, président du comité éducationnel; L. L. McMurray, de Toronto président du comité de publicité.

### Discours du Président Assemblée Annuelle de l'A.M.C.

C'EST comme président de l'Association et membre des provinces Maritimes, que j'ai le plaisir de vous souhaiter une cordiale bienvenue à cette cinquantième assemblée générale de l'Association, qui, en quelque sorte, ouvre à l'Association le second demi-siècle de sa carrière.

Je suis heureux de constater la présence d'un grand nombre de membres, venus de toutes les parties du Canada pour discuter non-seulement les questions industrielles, mais aussi celles d'intérêt national, et d'aider à les résoudre. D'après le programme, vous verrez que l'assemblée durera quatre jours, ce qui est un de plus que l'ordinaire.

Les rapports de vos comités de l'Association pour les travaux accomplis durant l'année expirée, seront soumis à votre approbation, et on vous demandera de formuler les plans qui serviront de guide à l'Association pour l'année qui vient.

### Conditions de Commerce

Durant les deux dernières années, les producteurs tels que les cultivateurs et nous-mêmes, les distributeurs tels que les grossistes et les détaillants, les organisations financières, les compagnies de transport, de fait tous les groupes qui constituent le commerce de la nation, ont subi de dures épreuves.

Il y a eu une forte diminution dans le commerce, premièrement, avec l'étranger, à cause de la pauvreté internationale, l'augmentation des tarifs d'autres pays, la Russie paralysée, les troubles de guerre et de politique en Europe et en Asie; secondement, la réaction dans le commerce domestique causée par les conditions pré-citées, et aussi par les conditions locales inhérentes à notre pays.

Les faillites, le chômage et le mécontentement s'en suivirent naturellement.

Le malaise était en partie comparatif. Tout a été bouleversé durant la guerre. Les cultivateurs ont été habitués aux prix élevés pour leurs produits, les industriels ont vu augmenter leur commerce sans efforts, les ouvriers reçurent de forts salaires, et les ventes du commerce de distributions, faciles. La prospérité était, en grande partie, imaginaire, c'était une prospérité flattante. Le peuple recevait et dépensait plus d'argent. Il re-ut graduellement moins aujourd'hui et les positions relatives des individus sont peu changées.

Comparativement aux autres pays, le Canada est dans une situation passablement satisfaisante. Le commerce, généralement parlant, s'améliore lentement mais sûrement, l'atmosphère internationale s'éclaircit, l'argent est plus facile d'accès, les surplus de stocks ont été diminués, la production fondamentale se remet, le chômage diminue, les prix sont plus stables et la demande se revifie.

Le Canada a encore plusieurs problèmes sérieux à résoudre, mais l'énergie et l'habileté aidant, il y a aucun doute, comme par le passé, ces problèmes seront résolus pour envisager le présent et l'avenir; mais tous les canadiens, pour cela, devront jeter dans l'oubli leur différents domestiques, afin de mieux s'assurer de la situation nationale et s'unir pour en assurer la stabilité. Le travail est le remède pour tous nos maux mentaux et physiques, et nous avons maintenant atteint une période de notre histoire, pour que toutes les classes songent plus que jamais, à retenir ce qui nous appartient dans la lutte mondiale de concurrence qui devient de plus en plus vive.

A cette fin il nous faut développer l'efficacité, dans toutes les poursuites de la vie, à un plus grand point, afin qu'après avoir pourvu nos besoins domestiques, nous aurons un bon surplus à écouler sur les marchés du monde.

Si chacun coopère à soutenir les bons moyens, les conditions s'amélioreront rapidement, si on ne s'entend pas et que nous choisissons des plans inacceptables, l'amélioration n'existera pas et les conditions deviendront plus mauvaises.

### Le grand problème

La dette nationale du Canada a augmenté de trois cent trente six millions en 1914 à deux milliards quatre cent vingt sept millions à l'heure qu'il est. Il faut, non-seulement pourvoir à payer l'intérêt sur cette dette mais aussi la réduire. Comment doit-on s'y prendre. L'impôt réalisera assez d'argent pour payer les dépenses courantes et l'intérêt, mais aucun genre d'impôt sur notre richesse actuelle, ne peut être pratiquement appliqué afin de réduire le principal. La réduction ne peut se faire qu'en développant les ressources naturelles du pays. Les fermes, les mines, les forêts, les pêcheries et les fabriques, si on stimule sagement le commerce, pourvoient à solder cette dette. En un mot il faut que le pouvoir de revient du Canada soit considérablement augmenté et nos efforts doivent converger vers ce but, en créant de nouvelles sources financières, de travail, de transports et de marchés.



En déterminant ces plans, les facteurs principaux seront les suivants: le gouvernement, la matière brute et la force motrice.

Les deux fonctions du gouvernement seront active et passive. La fonction active comprendra le maintien d'assurer la vie et la prospérité, l'administration de la justice, la conduite économique des affaires du pays, l'encouragement des entreprises productives, et de stimuler le commerce.

La fonction passive consistera principalement de s'abstenir d'activité nuisible. La condition instable de l'opinion publique durant ces années dernières, a fait du parlement, des neufs législatives et des nombreux corps, commissions et conseils municipaux un enchevêtrement de lois, règlements et restrictions qui pour la plupart sont sans valeur et préjudiciables.

Les dépenses nécessaires remises, sont d'une économie mal placée qui en augmente le coût. Ce que le pays exige, c'est une économie rationnelle et rigide dans les dépenses. Durant les dernières années les idées se sont trop portées vers les millions. En fait de législation sociale, le Canada devrait agir avec lenteur, afin de ne pas s'en laisser imposer par des gens qui, souvent, ne sont pas de gros contribuables. Ils proposent et ce sont d'autres qui paient. Le progrès des conditions sociales est recommandable et nécessaire, mais il ne doit pas absorber le pouvoir de revient des contribuables et causer la confiscation des épargnes qui résulterait en un désastre financier.

#### Richesses à développer

On est porté à se servir d'un langage extravagant en décrivant la nature et l'étendue des matériaux bruts qui restent en Canada. On ne doute pas de leur existence. On calcule qu'il y a trois cent millions d'acres de terres bonnes à cultiver. De cette quantité il n'y en a que soixante millions en culture, le reste n'est pas utilisé. Il y a par conséquent deux cent quarante millions d'acres qui ont besoin de la charrue. Le Canada produit 90% du cobalt utilisé dans le monde entier, ainsi que 80% de l'amiante, 85% du nickel, 32% de bois de pulpe, 20% de bois, 20% de poisons boucanés, 18% des avoines, 15% des patates, 12% de l'argent, 11% du blé, 11% du barley, 4% de l'or et 4% du cuivre. Ce ne sont qu'une partie de notre richesse existante.

Quoiqu'il est incontestable que cette richesse existe, il s'agirait de l'atteindre. Afin qu'elle ait une valeur commerciale, on doit d'abord la développer, ce qui nécessiterait non seulement du capital, mais de la force motrice, du travail, du transport et des marchés.

#### Force motrice pour l'industrie

Nous avons de la force motrice en abondance. Du charbon dans l'est et l'ouest du Canada; l'Alberta seul, d'après les calculs, contient 14% de toute la réserve du charbon du monde entier. Si le centre du Canada n'a pas de charbon, il a d'immenses pouvoirs d'eau. Le Comité des pouvoirs d'eau du bureau conjoint des sociétés scientifiques d'Angleterre, en juillet, 1918, calcule que l'Empire Britannique possède entre 50 à 70 millions de chevaux-vapeur. Les pouvoirs d'eau du Canada sont de 18 à 32 millions de c.v. Sur cela il n'y en a que 2½ millions d'utilisés ou en cours de construction. La plupart des centres industriels du Canada sont munis de forces électriques générées par des pouvoirs d'eau, avec de bonnes réserves, qui sont à des distances faciles de transmission. Le charbon, tout récemment était considéré comme la meilleure source de force motrice, mais aujourd'hui le pouvoir d'eau lui est bien

supérieur. On calcule qu'il faut 9 tonnes de charbon par année pour entretenir la force de 1 c.v. En 1920 on a développé 2,459,200 c.v. qui sont l'équivalent de 21,133,000 tonnes de charbon.

#### Le Canada à besoin d'argent

Un jeune pays comme le Canada a besoin de capitaux, qui sont difficiles à obtenir en aucun temps, surtout aujourd'hui, vu qu'il y a peu de nations qui peuvent prêter. Les capitaux affluent facilement vers un pays quand on peut en assurer la remise certaine, et que ce pays n'est pas surchargé d'impôts, ou menacé de confiscation. On devrait éviter les entreprises publiques extravagantes, appuyées sur des obligations portant des intérêts élevés, parceque le capital domestique est plutôt placé dans des entreprises productives. La production de fabriques ou autres ne devrait pas être soumise à des impôts excessifs, qui est une politique qui a été préconisée par des hommes d'affaires de la Grande Bretagne et des Etats-Unis. Le gouvernement canadien a étendu, avec sagesse, la base d'impôt en augmentant la taxe sur les ventes. Aucun manufacturier qui est obligé de percevoir n'aime pas l'impôt sur les ventes, et nous espérons que ce sentiment disparaîtra, car cela rapportera des revenus considérables dont la perception se fera à peu de frais. Le système bancaire canadien a supporté l'épreuve de la guerre, et il en est résulté le fait qu'il a pu contribuer, malgré tout, au développement du pays. Les banquiers canadiens ont suivi une politique à vues larges en supportant les entreprises, tout en sauvegardant les épargnes de leurs déposants, et nous espérons que cette politique ne sera pas abandonnée.

Nous devrions être fiers de notre système bancaire, qui est calqué sur celui de la Grande Bretagne et particulièrement sur celui d'Ecosse, les banques étant entre les mains d'entreprises privées, fonctionnant sous la surveillance du gouvernement.

#### Coopération dans les fabriques

Le Canada a besoin d'ouvriers habiles et de bonne foi, et, en passant il n'y a pas de restriction de classe en Canada, pour ceux que l'on désigne comme "ouvriers." Nous sommes tous des ouvriers. Et je puis dire que ceux qui donnent leurs services à gages ou à salaires dans les fabriques canadiennes, sont aussi habiles et industrieux, aussi intelligents et aussi bon citoyens, qu'en aucun pays du monde. Malgré quelques extrémistes, la grande majorité comprennent que leurs intérêts sont liés au sort de ceux qui les emploient, et si les usines sont prospères, ils sont certains d'avoir du travail sûr à de bons gages. Si les usines faillissent ils en souffrent.

#### Besoin de plus de monde

Avec notre énorme dette nationale, notre territoire peu peuplé et nos ressources non développées, il est nécessaire de revenir au système d'avant-guerre, afin d'attirer de bons émigrés des pays étrangers. Dans la presse comme sur les estrades, des financiers et des fonctionnaires de chemins de fer ont préconisé cette politique. C'est ce qui a induit le gouvernement de nommer un sous comité pour étudier la question, et on a décidé d'éliminer les restrictions qui exigeaient un certain montant d'argent de la part des émigrés qui nous arriveront, ce qui facilite la tâche des fonctionnaires de l'immigration, qui n'auront qu'à considérer les qualités physiques et morales des émigrés, pouvant prendre des terres, comme journaliers de ferme, ou des servantes à qui on assurera de l'emploi dans ces différentes catégories. Les fonctionnaires peuvent aussi admettre les familles de ceux qui sont déjà établis au

pays et qui peuvent les supporter, et aucun sujet britannique ou américain, que le ministre de l'Immigration, jugera possible de leur trouver de l'emploi au Canada. D'après les nouveaux règlements les européens continentaux seront obligés de faire viser leurs passeports par l'officier d'émigration canadienne stationné en Europe, les sujets britanniques étant exempts de cette formalité ainsi que les sujets américains qui devront faire viser leurs passeports par le consul anglais. L'élimination de la qualification financière aura un effet avantageux pour attirer au Canada une immigration qui, bien choisie, aidera grandement au développement du pays.

#### Marchés domestiques et étrangers

On peut produire des marchandises avec des matériaux, du capital et du travail, mais le bénéfice n'arrive que quand elles sont vendues. C'est la question des marchés qui se présente. Le marché domestique est le meilleur. La plus grande partie des produits de la ferme, des mines, des pêcheries, des forêts et des fabriques sont vendus en Canada. Naturellement il faut que le marché domestique soit raisonnablement sauvegardé par un tarif douanier.

Il est un fait extraordinaire que tous les pays étrangers, depuis la guerre, ont considérablement augmenté leur tarifs douaniers; il n'y a que le Canada qui ne l'a pas fait. Notre pays, depuis trois ans, a subi trois révisions du tarif, une pour le budget de 1919, celui de 1920 et le dernier qui vient d'être décrété. Tandis que les autres pays ont augmenté leurs tarifs pour empêcher l'exportation de nos marchandises, le Canada a diminué le sien, permettant aux autres pays d'encombrer notre marché. Cette politique n'est pas dans le sens des événements internationaux, mais opposés au principe qui a contribué à la prospérité de notre pays depuis quarante ans.

Verrons-nous l'année prochaine une autre diminution du tarif? On se demande où nous allons.

Ce n'est pas une politique saine d'encourager la fabrication d'articles employés par des Canadiens en Canada avec des matériaux canadiens par des ouvriers canadiens, de manière qu'ils s'accumuleront et seront taxés pour payer la dette nationale. On ne devrait pas aussi laisser piller nos ressources pour être vendues à l'état brut, et donner à d'autres pays le bénéfice de les fabriquer et nous faire les esclaves de payer l'intérêt sur l'hypothèque nationale. Il y a des centaines d'arguments en faveur d'une politique de protection. Le seul d'aucune valeur qu'on y oppose est: que s'il n'y avait pas de tarif douanier, les canadiens pourraient acheter des marchandises importées à meilleur marché que les mêmes produits canadiens. Il n'y a rien pour démontrer que l'abolition d'un tarif douanier pourrait produire ce résultat. On est plutôt porté à croire que si le tarif douanier était aboli, notre marché serait encombré de marchandises de surproduction venant de l'étranger, en dessous du prix coûtant, ce qui forcerait nos fabriques de fermer leurs portes. Alors, les manufacturiers étrangers, ayant éliminés les fabricants canadiens, pourraient charger les prix qu'ils voudront pour leurs marchandises en Canada, et en fin de compte les canadiens seront obligés de payer plus cher pour ces marchandises. Il est reconnu que les prix du fabricant canadien ne sont pas plus élevés que ceux des manufacturiers étrangers, et dans bien des cas moindres, là où les conditions de la vie sont les mêmes que les nôtres. La majorité des canadiens doivent croire que c'est le cas, car quand la commission du tarif a faite le tour du Canada, en 1920, on en a demandé des preuves sans recevoir de réponses, excepté par des données vagues. Le fait que



80% des achats du plus grand magasin à rayons du Canada, sont des marchandises canadiennes, est une preuve frappante que la qualité et les prix sont acceptables au public acheteur. Du côté protectionniste il est reconnu que cette politique a créé 38,000 manufactures, représentant un capital investi de \$3,230,000,000, produisant pour \$3,500,000,000 de marchandises, faisant gagner la vie à 700,000 employés et leurs familles, comprenant approximativement deux millions de personnes. D'un autre côté on émet bien des théories sans tenir compte de la sagesse de l'expérience qu'ont les autres pays.

#### Articles nouveaux

Le gros du public ne s'imagine pas le développement que l'industrie a prise depuis quelques années. Cela démontre ce que nous pouvons faire quand l'occasion se présente. Des pays qui avant la guerre nous expédiaient de grandes quantités de marchandises, n'ont pu le faire durant le conflit, ce qui fait que ne pouvant obtenir ces marchandises nous avons été obligés de les fabriquer nous-mêmes ou bien s'en passer. Les manufacturiers ont commencé la fabrication de ces articles et la guerre a étouffé la concurrence. De plus, le gouvernement a mis un impôt additionnel de 7½%. Avec ce surcroît de protection nos manufacturiers ont pu faire face à la concurrence, et avec les demandes de l'étranger nos industries canadiennes ont pris une expansion considérable. Plusieurs milliers d'articles sont maintenant fabriqués en Canada, ce qui n'existait pas il y a six ans. Il est certain que le Canada ne tirera pas de l'arrière et n'abandonnera pas l'avance prise sur ses concurrents.

#### Tarifs et transports

On admettra que le problème du transport en Canada est sérieux, mais plusieurs ne s'imaginent pas que la question du transport est intimement liée au tarif douanier. En examinant les articles qui sont transportés par les compagnies, on s'apercevra qu'une grande partie sont des produits de fort tonnage payant, qui sont transportés aux fabriques ou aux populations de fabriques et ceux qui en dépendent, ou transportés d'une fabrique à l'état en partie finis à une autre où ils doivent être finis complètement.

Les systèmes de transport ont été principalement développés dans l'Est et l'Ouest. Leur maintien dépend sur des impôts équivalants entre le Canada et les Etats-Unis, vu que la réduction de ces impôts augmente le trafic du Nord et du Sud au détriment de l'Est et de l'Ouest.

Il est singulier que ce sont des députés progressifs de l'Ouest qui font les plus fortes demandes de réductions du tarif, et qui insistent aussi sur un taux de fret plus bas. Le développement de nombreuses industries nouvelles a contribué à faciliter le transport de ces centres industriels à la zone agricole de l'Ouest. Ce trafic est continu d'une année à l'autre et contribue grandement aux revenus des compagnies de transport. Il est certain que nos services de transport n'auraient pas pris de l'expansion sans l'aide des industries manufacturières qui leur fournissent des charges de retour après avoir déchargé les produits venant des prairies. De ce fait les taux de fret sur les produits agricoles des prairies deviendraient si élevés que le fermier de l'Ouest ne pourrait pas expédier ses produits à la mer.

Ce serait aussi au détriment de la marine marchande du gouvernement que de réduire le tarif, ainsi que pour le transport sur les lacs et l'océan aux ports nationaux du Canada, les canaux et les organisations nationales financières, qui profitent avec les

chemins de fer du développement du commerce domestique et étranger.

Le gouvernement a décidé de donner un essai loyal à nos chemins de fer nationaux et à la marine marchande, ce qui se passe de critique d'ici à ce qu'un meilleur moyen soit suggéré. Nous n'en avons pas à offrir, mais nous offrons notre coopération. A cette fin le plan peut réussir, mais seulement si on évite l'ingérence politique, et qu'on établisse un service efficace à un coût raisonnable, ce qui est indispensable pour stimuler le commerce étranger et domestique.

#### Marchandises vendues à l'étranger

Quoique le marché domestique soit le meilleur pour le Canada, on a besoin d'autres marchés. Il y a eu une grande fluctuation il y a peu d'années dans le commerce extérieur, telle que le démontre les statistiques suivantes:

Année finissant en mars	Importations
1914	\$633,692,449
1919	\$916,429,335
1920	\$1,064,628,123
1921	\$1,240,158,882
1922	\$747,804,332
Année finissant en mars.	Exportations
1914	\$431,589,658
1919	\$1,216,443,806
1920	\$1,239,492,098
1921	\$1,189,163,708
1922	\$740,240,680

Comme les statistiques sont en valeur au lieu d'en quantité, le volume de commerce n'est en proportion exacte qu'en valeur, vu la dépréciation du numéraire, mais elles démontrent que le commerce du Canada s'est grandement étendu durant la guerre et immédiatement après, et que durant l'année fiscale expirée il a considérablement diminué. Il n'est pas nécessaire de vous pousser à augmenter vos ventes d'exportation. Vous le ferez en ouvrant des marchés. Je ne crois pas que le public a l'idée des efforts considérables que les manufacturiers canadiens font pour retenir le commerce d'exportation durant la guerre. Que nous en ayons retenu une grande partie, est le fait que le tarif préférentiel accordé à l'Angleterre nous donne l'avantage d'étendre notre commerce avec les possessions britanniques que nous entretenons, car un bon nombre de nos membres sont allés dernièrement aux Indes Occidentales, la Guyane anglaise, les Bermudes et autres endroits de l'Amérique du Sud. Un groupe de manufacturiers ont envoyé des agents en Chine et ailleurs et maintenant les marchandises de fabriques canadiennes sont vendues dans quarante pays, ce qui démontre que nos manufacturiers ne perdent pas d'occasions de vendre leur marchandises à l'étranger.

Nous avons un pays de distances considérables, avec une population clairsemée sur son immense étendue, et dont les intérêts sont divers. Ajoutez à cela que nous longeons la côte nord des Etats-Unis sur un parcours de quatre mille milles, avec sa grande population dont les intérêts divers subissent un développement prodigieux, à la portée de notre marché, ce qui est cause que le problème de notre cohésion est difficile à résoudre.

Ce n'est que par l'esprit de prévision de la part de nos hommes d'état et leur considération de toutes les classes et les sections, que la chose peut être accomplie et réunir en un faisceau les intérêts des différentes provinces et en former un tout prospère et heureux, car c'est en unissant tous les efforts de l'est et de l'ouest qu'on obtiendra le bien-être et la prospérité du pays.

#### Notre Association

Puis-je dire quelques mots concernant notre Association. L'Association des Manufacturiers Canadiens n'a pas surgi com-

me un champignon. Elle entre sur sa cinquante-unième année comme organisation nationale. Elle comprend un grand nombre de membres de toutes les provinces du Canada. Elle est gouvernée sur des principes démocratiques. Le vote du petit industriel a la même force que celui du gros manufacturier. Le pouvoir prend fin avec l'assemblée annuelle; entre les réunions annuelles, le pouvoir est entre les mains du Conseil exécutif. Comme près de huit cents de ses membres font partie des divers comités de l'Association, et comme un certain nombre se retirent chaque année, du nouveau sang est pourvu pour continuer le bon fonctionnement. Ce qui fait la force de l'Association, est qu'elle n'est pas dirigée par un seul ou un groupe d'hommes, ni contrôlée par aucune influence politique, de section ou de limite géographique. Ce n'est pas une organisation commercialisante ni de placement; ça toujours été un corps de manufacturiers, travaillant ensemble avec harmonie, afin d'étudier non seulement les questions industrielles, mais aussi les sujets d'intérêt national. Notre association est en mesure de traiter des questions nationales, provinciales et municipales. Les Divisions et succursales s'occupent de questions intéressant leurs territoires respectifs, mais coopèrent en créant de l'émulation dans les affaires nationales. Depuis sa fondation en 1872, le nombre des membres de l'Association s'est constamment augmenté. Elle comprend maintenant à peu près 4,200 membres. Du côté administratif l'Association qui a débuté dans un bureau simple à Toronto, avec un personnel de trois, a des bureaux à Victoria, Vancouver, Winnipeg, Ottawa, Toronto, Hamilton, Montréal et Amherst, avec un personnel salarié de soixante-cinq employés. Le coût de maintenir cette organisation est peu en comparaison de la valeur annuelle des marchandises fabriquées dans ce pays.

Un fait significatif est que, malgré la dépression du commerce depuis deux ans, notre Association a augmenté le nombre de ses membres chaque année, et nous signalons avec plaisir que cette augmentation nous vient de l'ouest des Grands Lacs.

Au nom du Conseil Exécutif, en terminant, je profite de l'occasion pour remercier les membres de tous les comités qui nous ont donné leur temps et leurs conseils aux travaux de l'Association, et aussi mon appréciation à tous les autres membres pour leur appui loyal et leur coopération durant l'année.

Le tout respectueusement soumis.

W. S. FISHER,  
Président.

#### Le paiement d'avance sur expéditions par messageries

A l'avenir le paiement d'avance, sur les expéditions des Etats-Unis au Canada, ne sera pas requis. Cette nouvelle intéressera les importateurs par messagerie des Etats-Unis, vu que la American Express Company, a cessé d'exiger les paiements en question, d'avance.

L'exigence du paiement d'avance durant les mois passés, avait pour cause la dépréciation du numéraire canadien, qui es revenu presque à son état normal, et maintenant cette exigence n'existe plus ainsi que les inconvénients qui en découlait, sans compter les surplus de déb

Les expéditions par fret entre les points du Canada et des Etats-Unis, dans les deux directions, sont encore sujettes à des surcharges, mais au moment d'aller sous presse, on nous assure que l'Association réussira sous peu à faire enlever ces surcharges.





### Some 1922 Convention Snapshots

(1) A close-up of three C.M.A. celebrities, Ex-President Fisher, Vice-President Howard Smith and Treasurer Roden, snapped as they were posing for the big panoramic photograph.

(2) Most of the Maritime members motored to St. Andrews and here we have Mrs. J. A. Marvin in the big touring car that brought the Marvins over from St. John. In the rear seat, W. F. Morgan-Dean, of Windsor, Ont.

(3) Col. F. M. Gaudet, of the Advisory Council for Industrial and Scientific Research; W. P. Robitaille, Quebec; F. W. Stewart, Montreal; and Joseph Picard, Quebec—an interesting group on the hotel steps.

(4) A. Monro Grier, K.C., whose speech at the annual banquet was one of the most enjoyable features of the convention.

(5) Everybody smiled at St. Andrews, and Mesdames Stirrett and Walsh were no exceptions, as this snap prettily demonstrates.

(6) Hamilton and St. John folk foregather on the hotel verandah—Mr. and Mrs. G. B. Oland and Miss Oland, St. John, with Mr. and Mrs. Bruce Harvey, Hamilton.

(7) Smiling faces aboard the S.S. "Grand Manan," as it voyaged up the St. Croix—G. W. C. Oland, Mrs. Marvin, Mrs. G. B. Oland, Miss Oland, Mrs. Harvey and Mrs. Boeckh.



# The Reduction of Freight Rates in Canada

## Summary of Recent Orders of the Board of Railway Commissioners with regard to General Reductions, Regulations and Arbitraries

By S. B. Brown

Assistant Manager, Transportation Department, C.M.A.

**T**HE Board of Railway Commissioners by General Order 366 and judgment forming part thereof, dated June 30th, 1922, deals with a reduction in rates as provided in General Order 308, dated September 9th, 1920, and the question of equalizing Eastern and Western freight rates investigated in pursuance of Order in Council P.C. 2434, dated October 6th, 1920.

Hearings in the investigation re equalization of Eastern and Western freight rates commenced in Ottawa November 22nd, 1920—subsequent hearings being held at various points in the West and the East, terminating at Ottawa on March 30th, 1922, where final argument was made by all parties interested.

Shortly after the investigation commenced, applications were filed by representatives of the Maritime Provinces and British Columbia, the former alleging that they were unfairly treated on account of material increases in the so-called arbitraries which are added to the existing rates applicable between Montreal and points west thereof, and requested the re-establishment of arbitraries in effect prior to 1916—the latter alleging that on account of changed conditions, the so-called Mountain scale of rates as applied to British Columbia should be eliminated and the Prairie scale be extended to the Pacific Coast.

Towards the end of the investigation, there were also filed an application by the Canadian Lumbermen's Association asking for a general reduction on lumber and forest products, and an application by the Board of Trade, of the City of Sault Ste. Marie, asking for extension from Sudbury to Sault Ste. Marie of the so-called schedule "A" basis of freight rates.

The Commercial Travellers' Association of Canada applied for removal of the 20% increase in excess baggage charges allowed by General Order 308, on the ground that these baggage charges being based on passenger fares, they should be reduced in accordance with the reduction which has already been made in passenger fares.

### General Reduction Confined to So-called "Basic Commodities"

Dealing first with the question of a general reduction in rates, it should be stated that by the terms of General Order 308, the remaining portions of increases provided therein were to have been cancelled July 1st, 1922, because of the fact that Subsection 5, Section 325, of the Railway Act, 1919, giving the Board power to disregard the Crows'

Nest Pass Agreement expired on July 6th, 1922.

It was, therefore, necessary that Parliament should make some announcement as to what action, if any, it intended taking in regard to the Crows' Nest Pass legislation before the Board of Railway Commissioners could take any action on the rate situation. Having this in mind, Parliament referred to a Special Committee of the House the question of extending the coming into operation of the Crows' Nest Pass legislation. This Committee, after numerous hearings reported to the House and legislation has since been enacted (Bill No. 206) providing further suspension of the Crows' Nest Pass legislation for one year, except clause (e), which provides a basis of rates on grain and flour from points in the Prairie Provinces to the head of the Lakes. His Excellency the Governor-General-in-Council is also given power to extend this legislation for an additional term of one year, if considered advisable to do so.

The report of the Special Committee also states as follows:—

"Basic commodities which may be afforded reductions should have the earliest possible consideration by the Board of Railway Commissioners."

In considering this statement, the Board points out that while it is to be treated with respect, it is only a recommendation and not binding in law upon the Board. The view is expressed that the proper method to pursue in making reductions in freight rates is that used in making the increase—that is, a general horizontal reduction. The Board, however, apparently was unable to pursue this course, as it is stated in the decision that, as a matter of emergency, revisions may be made on basic commodities in so far as is possible, consistently with other conditions now existing. After referring to the proposal as finally submitted by the railway companies to a Special Committee of the House, and the reduction in revenue which would result therefrom on the C.P.R., it is stated that a reduction in the basic commodities enumerated of  $7\frac{1}{2}$  points should be granted, leaving the rates on these commodities higher than those in effect September 12th, 1920, by the following percentages:—

Western Canada— $12\frac{1}{2}\%$ ,

Eastern Canada— $17\frac{1}{2}\%$ ;

that the rates on coal except anthracite and coal from the head of the Lakes west-bound should be reduced to the basis in effect September 12th, 1920, which would remove the increases granted,

namely:—10 cts. to 20 cts. per ton. It is stated that these various reductions together with that applicable to International traffic, will total, so far as the C.P.R. is concerned, over \$11,000,000 per year.

The list of basic commodities and the reductions ordered are as follows:—

Coal (except Anthracite and coal from Head of Lakes Westbound.)	10 to 20c. per ton
Forest products (as per list taking basis "A" in C.P.R. Tariff, E.3590 East of Port Arthur and taking bases "A" and "B" in C.P.R. Tariff, W.4710 from B.C. to Prairie points and list in C.F.A. Tariff No. 113 from Alberta and British Columbia to Eastern Canada.)	
Building material Brick Cement Lime Plaster Potatoes Fertilizers (other than chemicals.) Ores. Pig Iron Blooms Billets Wire Rods Scrap Iron	* $7\frac{1}{2}$ points.

\* The  $7\frac{1}{2}$  points are taken off the remaining portion of increase allowed by G.O.308 which leaves  $17\frac{1}{2}$  per cent. East and  $12\frac{1}{2}$  per cent. West over the rates in effect, Sept. 12, 1920.

The above reductions are subject to the provision that where reductions heretofore granted or ordered, on the commodities mentioned are lower than the basis established by the present order, they will remain as at present, and when higher, they will be reduced to the new basis.

On some of the commodities and in certain directions, this means that no reduction will be made, and in other cases that the reduction will be less than  $7\frac{1}{2}$  points.

For example, there will be no reduction in rates on crushed stone, sand and gravel or cordwood, as they are now back to the level in effect Sept. 12, 1920. The rates on lumber from the Coast to Eastern Canada will not be reduced, as they are below the new level established.

The Board's decision requires that the reductions shall become effective August 1st, 1922.

### Equalization of Eastern and Western Rates

#### Maritime Provinces Case:—

The decision denies the application for restoration of the arbitraries in effect



prior to 1916, although in connection with rates from points East and South of Montreal, including Maritime Provinces, to points west of Fort William, a readjustment is made in the territory of origin, and a reduced basis of arbitraries is established, which has the effect of reducing the amount over the Montreal rate to be paid by shippers of St. John, Halifax, and other points, on business to the North-west. The new arbitraries from St. John and Halifax will be from 2 cts. to 6 cts. per 100 lbs. higher than those in effect prior to 1916.

The decision in dealing with this question points out that the reduction granted is justified on the ground that the long haul from the Maritime Provinces to the West should be given the same relative basis as is given Toronto and Montreal. In other words, the rates from Toronto and Montreal to Winnipeg are made up of a proportional or arbitrary scale to Fort William, plus the local rates beyond, and in this decision the Board finds that the rates from East and South of Montreal should be given relatively the same basis. The following examples will clearly show the relationship and reductions made:—

#### TO FORT WILLIAM "ALL RAIL"

(When destined west thereof)

FROM		1st Class	5th Class	1st Class	5th Class
		Arbitraries over Montreal.			
Montreal,	Pres.	139½	57	—	—
	New	139½	57	—	—
Megantic,	Pres.	170½	72	31	15
	New	151½	63	12	6
St. John,	Pres.	180½	77½	41	20½
	New	163½	69	24	12
Halifax,	Pres.	184	79	44½	22
	New	167½	71	28	14

Rates in cents per 100 lbs.

From points East and South of Montreal to points West of Montreal in Quebec and Ontario, no reduction is made in the arbitraries, on the ground that the rate structure is built up around the St. John-Toronto rate, which forms part of the general scheme of class rates in Eastern Canada and cannot be disturbed without disrupting the whole Eastern Canadian rate fabric. The decision also refers to the Eastern Rates Case, where this particular question was dealt with at considerable length.

#### British Columbia Case:—

The application of British Columbia for removal of alleged undue discrimination, so that rates in British Columbia and from British Columbia to other parts of Canada, would be no higher than other parts of Canada, has been granted in part by making a reduction in the Standard Mileage Scale of Class Rates from approximately 8 to 17% Special Class and Commodity Rates which are based on the standard will be reduced in a like manner. The present basis of Standard class rates in British Columbia (except the Lake district) was established by the Western Rates Case decision in September, 1914, which provided that rates would be figured on

the basis of 1½ miles for every mile at the Prairie scale. By the present decision, this is reduced to the basis of 1¼ miles for every mile of the Prairie scale up to 750 miles, beyond which there is to be added the Prairie scale 25 mile rate differences for each 25 miles. In order that these various bases may be understood, the following examples are shown:

#### PACIFIC STANDARD MILEAGE SCALE BASES

	Prairie Scale		Pacific Scale			
	1st Class	5th Class	Present		New	
100 miles,	69	32	90	39	81	36
150 "	89	39	113	50	99	45
200 "	102	47	131	59	117	53
250 "	117	53	152	69	134	60
300 "	131	59	170	77	152	69
500 "	183	83	245	108	219	98
750 "	242	108	314	141	282	123
775 "	246	111	318	143	287	129
800 "	251	114	323	146	291	131

Rates are in cents per 100 lbs.

Taking the present first class rate for 200 miles under the Pacific scale, it will be noted that it is the same as the first class rate under the Prairie scale for 300 miles, i.e., in the British Columbia or Pacific ter-

mitted by counsel, than that existing in the prairies, it is considered relatively lower than it was when the former decision was rendered, and, therefore, a reduction is justified.

#### Sault Ste. Marie Case:—

The decision grants the application for extension of Schedule "A" basis of class rates to Sudbury and Sault Ste. Marie.

The Schedule "A" basis of class rates was established by the Board in 1907, in the "International Rates Case" decision, and was applied generally between so-called "town tariff" points such as Windsor, Chatham, London, Hamilton, Toronto, etc. The ground for extending this scale to the Soo and Sudbury would appear to be based upon the fact that these points have developed since 1907 into distributing centres, similar to the "town tariff" points now enjoying Schedule "A", and therefore are now entitled to the same basis.

#### Prairie Provinces Case:—

This application, which was the nucleus of the investigation re equalization of Eastern and Western freight rates, is denied by the Board on the ground that any discrimination existing as between East and West of Fort William, has not been shown to be undue as provided by the Railway Act, 1919.

In this connection, it is important to point out that any consideration of the rates and grain products from the Prairie Provinces to the head of the Lakes, which is really the basis of this case, has been removed from the jurisdiction of the Board by Parliament, this action resulting in a reduction in these rates of approximately 30% below the present level.

In dealing with the question of discrimination, the Board points out that in determining undue discrimination, a mere comparison of rates and mileages is not sufficient under the Act, but rather that all conditions must be taken into consideration, in determining this point. The counsel for the Province of Manitoba and Saskatchewan in a very fair statement before the Board, in the course of the hearings, concurred in this view.

In conclusion, the Board clearly outlines the different changes which are to be made in accordance with this decision in the following language:—

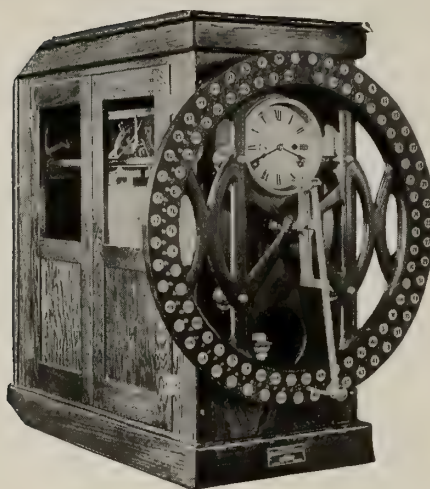
"All steam railways in Canada under  
(Continued on page 184)

ritories, one mile is considered 1½ miles of the Prairie territory. Under the new basis, it is the same as the first-class rate under the Prairie scale for 250 miles, i.e., one mile in Pacific territory is considered 1¼ miles of the Prairie territory.

The present first-class rate for 775 miles under the Pacific scale is \$3.18, or the same as the first-class rate under the Prairie scale for 1,175 miles. Under the new basis, the first class rate is arrived at by adding to the new first-class rate under the Pacific scale for 750 miles the difference between the Prairie scale 1st class rate for 750 miles and 775 miles, viz., 282 + 4 = 286. As there is no scale beginning first-class at 286, the next higher scale is applied, which is 287.

The decision states that owing to water and U.S. rail competition, the Eastern rate situation cannot be a controlling factor in establishing rates in British Columbia. The reduction ordered, however, is justified by the reasoning of the Western Rates Case, used by the late Chief Commissioner Maybee, i.e., "the question for us to decide is what rates are fair, irrespective of how much any company is worth or is not worth." In other words, the cost of operation while higher in British Columbia and so ad-





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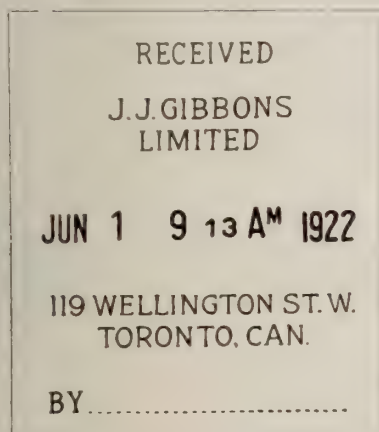
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(Continued from page 181)

the jurisdiction of this Board shall file tariffs, effective the first day of August next, providing for the following reductions, viz.:—

"(a) On the articles, other than grain and flour, hereinbefore referred to as basic commodities, namely—forest products, building material, brick, cement, lime, and plaster, potatoes, fertilizers (other than chemicals), ores, pig iron, blooms, billets, wire rods, and scrap iron, a decrease of  $7\frac{1}{2}$  per cent. from the increase given by General Order No. 308, and any other Orders affecting the said commodities issued since that date, which will hereafter leave the increase granted by said General Order No. 308, in Western Canada, at  $12\frac{1}{2}$  per cent., and, in Eastern Canada, at  $17\frac{1}{2}$  per cent.; the term "forest products" as set out in such list to be defined as follows:—

"In the territory east of Port Arthur, Ontario, in accordance with the list of commodities shown in C.P.R. tariff C.R.C. No. E-3818, as taking rate basis "A"; in the tariffs from British Columbia to Prairie points on the commodities taking Group A and Group B rates, as shown in C.P.R. tariff C.R.C. No. W-2573; and from stations in Alberta and British Columbia to stations in Eastern Canada, in accordance with the Canadian Freight Association tariff C.R.C. No. 30; also on pulpwood west of Port Arthur, Ontario.

"In cases where reductions heretofore granted or ordered upon these commodi-

ties have not amounted to  $7\frac{1}{2}$  per cent. as above described, they shall be reduced to that point, and, where they exceed  $7\frac{1}{2}$  per cent. they will remain as they are at present.

"These reductions are made upon the same basis in both Eastern and Western Canada, with the object of preserving the same spread between these territories as was provided by General Order No. 308.

"(b) On coal, other than anthracite and coal from the head of the Lakes westward, all increases provided for by General Order No. 308, to be rescinded.

"(c) On commodities moving under class and commodity rates between points east of Montreal and points west of Port Arthur and Fort William, the establishment of arbitraries as provided for herein:

"(d) On the territory between North Bay and Sault Ste. Marie, Schedule A rates to be applied:

"(e) Mountain rates to be reduced to the basis provided for herein; and

"(f) The increase in excess baggage rates, as provided for in General Order No. 308, to be eliminated.

"With the above exceptions, all tariffs now in effect, either under the provisions of General Order No. 308, as amended by General Order No. 350, or as the result of voluntary action by the carriers, shall remain in force."

(Sgd.) A. D. CARTWRIGHT,  
Secretary, B.R.C.

Ottawa, June 30th, 1922.

It will be noted that all tariffs not subject to change by the above are to be continued in effect. This action was necessary on account of the reference in General Order 308, which stated that the increases contained therein would expire on July 1st.

#### Excess Baggage Charges

The decision cancels the 20% increase allowed by the Board in General Order 308, effective Sept. 13, 1920, on the grounds that the increase in passenger rates having been removed similar action is justified in connection with excess baggage charges as they are based on the passenger charge.

#### Idle Car Situation

The idle car situation for two-week period ending June 15th is as follows:—  
Total Cars on Canadian

Lines .....	201,553
Allowance for Bad Order	
Cars (A.R.A. Basis) ..	14,109
Actual Bad Order Cars	22,777
Excess Bad Order Cars	
over A.R.A. allowance	8,668
Surplus cars in good	
order .....	38,120
Total Idle Cars .....	46,788



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
# CITY OF QUEBEC

## Province of Quebec

Population	- - - - -	110,500
Total value of assessable property		\$ 120,540,965.
Building permits issued	- 1921 -	3,693,397.
Bank clearings	- - 1921 -	302,237,674.
Port Statistics -- imports --	1921 -	26,663,862.
“ “ -- exports --	1921 -	28,799,768.
“ “ -- duty collected --	1921	4,772,693.
Number of Industries and Workshops		835
“ “ Industrial Employees		18,000
Value of Industrial Production in 1919		\$ 33,126,504.

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## President Shaw Honored at Banquet

### Business Men of Woodstock, his Home Town, Pay Him Hearty Tribute

**J**OHAN R. SHAW, the newly-elected President of the Canadian Manufacturers Association, was tendered a complimentary dinner on the evening of Thursday, July 6, by the Woodstock Board of Trade and the Woodstock Manufacturers' Association, which was attended by leaders in the commercial and industrial activities of the city. W. C. Coulter, ex-Chairman of Ontario Division, and J. E. Walsh, General Manager, were also guests of the evening.

W. A. Smith, President, of the Woodstock Board of Trade, acted as chairman and on behalf of the Board extended heartiest congratulations to their distinguished fellow-citizen on the new honor that had come to him. Other congratulatory addresses were delivered by R. N. Ball, President, of Oxford Knitting Co., and Mayor Paul, of Woodstock, who united in paying a tribute to the ability and worth of Mr. Shaw.

W. C. Coulter, Toronto, expressed admiration of the many good qualities of the Association's new president, and said that Woodstock had every reason to be proud of such a citizen. He was confident that Mr. Shaw would fulfil the duties of his new office with credit and distinction.

J. E. Walsh added his congratulations to those of the previous speakers, and said that Mr. Shaw, measured up well to the standard of previous presidents whom he had known. It was a most important position for any man to hold, and those who have been elected to it were men who had rendered outstanding services to their country.

Donald Sutherland, M.P., for South Oxford, and E. W. Nesbitt, ex-M.P., next delivered forceful addresses, in which they combined tributes to Mr. Shaw, with comments on the importance of manufacturing industry to Canada.

Mr. Shaw was the final speaker of the evening. He said that he greatly appreciated the honor which had been done him and the kind things said about him. He then proceeded to deal with various questions of the day. Referring to the terms, "Capital and Labor," he believed these were misnomers in Canada. Capital used by manufacturers was largely the savings of the people, borrowed from the banks, and manufacturers were therefore really trustees for the people's money. Employer and employee were better words to use.

Mr. Shaw then told of the efforts he had made among furniture manufac-

turers to have the standard of wages raised in the furniture industry and the success met with. The change was not brought about by labor unions or by strikes, but by the efforts of employers to do the best possible for workmen. The Ottawa Labor Conference was next cited as an example of the results to be obtained from fair discussion between employers and employees. Mr. Shaw also dealt with workmen's compensation, reiterating his opinion that beneficiaries should be made contributories to the fund.

Turning to the Canadian Manufacturers Association, Mr. Shaw dealt briefly with its history, organization and services, and urged members to make greater use of the latter. He said there were three great questions to be faced this year, taxation, the railways and the tariff, and he outlined the policy of the Association on these matters, concluding with some reference to trade with the British West Indies.

During the course of his remarks, Mr. Shaw stated that he had now been serving the Association on committees and otherwise for over twenty years. He had been chairman of the Legislation Committee during the period that Workmen's Compensation legislation was being formulated in Ontario; he had acted as leader of the employers at the Labor Conference at Ottawa, and had always been very active in Association affairs.



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# OFFICE AND FINANCE

## Satisfactory Report

### Canadian Converters' Company, Limited, Improve Current Position and Increase Surplus

Despite the business depression of the year ended April 29th, 1922, the Canadian Converters' Company, Limited, were able to pay dividends at the rate of 7 per cent., meet all charges, improve their current position and add \$24,653. to their surplus, which now stands at \$645,358.

Profits for the year were lower, standing at \$201,938 as against \$327,456. After the deduction of bond interest amounting to \$23,940 and depreciation provision of \$32,000, there was left \$145,998 applicable to dividends, as compared with \$171,516 in 1920-21. Deduction of \$121,345, paid out in dividends at the rate of 7 per cent., left the balance of \$24,653 to be carried to the surplus account.

## Company Reorganized

### Three Rivers Pulp and Paper Company Becomes St. Lawrence Pulp and Paper Company

Announcement has been made of the re-organization of the Three Rivers Pulp and Paper Company, Limited, which will in future be known as the St. Lawrence Pulp and Paper Company, Limited. Shareholders in the old company are to receive an equal amount of stock in the new company.

N. A. Timmins, president of the Three Rivers Pulp and Paper Company, in a letter to the Guaranty Investment Company says in part:

"The directors of Three Rivers Pulp & Paper Company Limited, have recommended the sale and transfer of all the assets of this company to a new company known as St. Lawrence Paper Mills, Limited, for which a charter has already been obtained, and the organization of which is now in course of completion, with the following Board of Directors:—N. A. Timmins, president; Denaston Breakey, vice-president; Ernest Rossiter, vice-president and general manager, J. I. Rankin, secretary-treasurer; L. H. Timmins, Colin Breakey, D. A. Dunlap, R. J. Whyte."

The capitalization of the new company will be \$1,000,000, eight per cent. cumulative, participating, preferred shares and forty thousand common shares of no par value.

Construction work has already been started by the new company. It is intended to have one unit in operation by January 1st, 1923, and the second unit by April 1st, 1923. The mill is designed to produce 150 tons of high grade newsprint a day and will be modern in every respect. The equipment will include grinding capacity sufficient to supply all the groundwood necessary for its own requirements.

## Dominion Textile Company

### Slight Reduction in Profits Shown by Annual Financial Statement

A slight reduction in profits is shown by the report of the Dominion Textile Company, Limited, for the year ended March 31st, 1922. Profits on operations amounted to \$1,768,861, as compared with \$1,780,938 last year and the addition of \$138,376, interest on investment, brings total profits to \$1,907,237, as compared with \$1,931,010. Interest and discount on bonds and provision for rest account amount to \$750,286, reserve for bad debts, \$50,000, dividend on preferred, \$135,842. These leave \$971,109 available for distribution on common, which is equivalent to earnings of 15 x 42 per cent. The payment of \$600,000 on common leaves a surplus of \$371,109 to carry forward to the profit and loss surplus, which now stands at \$5,007,700.

The balance sheet shows total assets at \$25,401,114; accounts receivable, \$2,552,925; stock manufactured and in process, \$880,994; investments, \$4,122,264; accounts payable, including reserve for income tax, \$1,397,681.

## Profits Considerably Reduced

### Maple Leaf Milling Company, Limited, Lose Through Shrinkage of Export Business

The Maple Leaf Milling Company, Limited, during the year ended March 31st, 1922, suffered a considerable reduction in profits. The total of \$543,145, compares with \$917,158 in 1921, a decrease of \$374,013, or nearly 41 per cent. Adding in the large surplus of \$2,060,949 carried forward from the previous year, the company had for various appropriations the sum of \$2,604,094.

After payment of bank interest of \$264,883, dividends on preferred stock of \$205,100, there was left \$73,162 from the year's profits to apply on common dividends. As the common dividend required \$300,000, the surplus was drawn on to the extent of \$226,838. The balance carried forward into the current year was \$1,834,111.

The balance sheet showed net working assets \$3,353,228, as compared with \$3,482,541 a year ago. The shrinkage of export business was given as the reason for the reduction of profits.

## R. K. McIntosh

### General Manager of Canadian Postum Cereal Company, Becomes Vice-President

R. K. McIntosh, general manager of the Canadian Postum Cereal Company, Limited, Windsor and Toronto, was elected vice-president of the company at a recent meeting of the board of directors. Mr. McIntosh has managed the company with great ability during the past year, and was made a director shortly after his appointment as general manager. He was for five years general manager of the Battle Creek Toasted Corn Flake Company, of London, and before that was owner of the business of P. McIntosh and Son, oatmeal millers, Toronto.

## Wholesale Prices

### Import and Combined Numbers Rise, Export Prices Show Little Change

For the first time since last November the index number of the wholesale prices of imports constructed by the Canadian Bank of Commerce, has risen, standing at 144.74 on May 15th, as against 142.50 a month earlier. During the same period the export number has risen from 151.74 to 157.63 and the combined number from 147.12 to 151.18.

The combined number shows a further rise to 153.13 on June 15th, but export prices have fallen to 152.25, or practically the April level. The import number continues to rise, standing at 154.02 on June 15th.

The Hobart Manufacturing Company of Troy, Ohio, have established an assembling plant at 281 King Street East, Toronto, and are looking forward to turning this business into a manufacturing one as they become acquainted with the possibilities of the Canadian market. Their line of products includes electric cake mixers, coffee mills and meat choppers.



# Canadian National Exhibition Toronto 1922

**Aug. 26**  
TO  
**Sept. 9**  
INCLUSIVE

## Never on a Bigger Scale

### F. W. Hunt

**Advertising Manager of Massey-Harris Company Opening  
Office as Advertising Counsel**

F. W. Hunt, who has been advertising manager for the Massey-Harris Company, Limited, for the past sixteen years, has resigned from that position and is opening an office at 33 Richmond Street West, Toronto, as an advertising counsel. Mr. Hunt has had a wide and varied business experience, extending over thirty years, in addition to his long and thorough acquaintance with all forms of advertising. He is vice-president of the Toronto Advertising Club, a director of the Association of Canadian Advertisers, and vice-president of the Direct Mail Advertising Association.

### Charles W. Tinling

**Succeeds D. W. Bole as President of National Drug and  
Chemical Company**

Charles W. Tinling, who for some time has been vice-president of the National Drug and Chemical Company of Canada, Limited, has succeeded to the presidency on the retirement of D. W. Bole. Mr. Tinling has spent many years in the drug business. He was with Archdale, Wilson & Company, of Hamilton, and remained with them when they were reorganized as the Dominion Drug Company. When the National Drug Company absorbed the latter concern Mr. Tinling became treasurer, and later general manager and vice-president.

### J. F. M. Stewart

**Elected Director of Home Bank and of British Empire  
Steel Corporation**

Two new distinctions have recently come to J. F. M. Stewart, chairman of the publishing committee of the C. M. A. He has been elected a director of the Home Bank of Canada and has also been made a director of the British Empire Steel Corporation, Limited. He was already a director of the Dominion Steel Corporation, one of the companies merged in the British Empire Steel Corporation, and is on the directorates of several other concerns, including the Collingwood Shipbuilding Company, the Halifax Shipyards Company, the Chartered Trust and Executor Company, Toronto, and the James A. Ogilvie Company, Montreal.

### Making Nailing Machines

The P. B. Yates Machine Company, Limited, Hamilton, are now making nailing machines. They are the first Canadian manufacturers to make this product which is suitable not only for plants where boxes and box shooks are made, but also for shoe factories, clothing manufacturers, etc., who make wooden cases for their goods in their own plants.

### TRAVELLER FOR BRITISH COLUMBIA

One of the best known travellers in British Columbia is open to take on the selling of a good Canadian manufacturer's line for the Province. Reference can be furnished from representative B.C. buyers of all lines Canadian products. For further particulars address: Representative, c/o Secty., Board of Trade, Vancouver, B.C.

### EXPERIENCED STATISTICIAN

Experienced Statistician and Personnel Director at present employed, is seeking an opening in the central or western part of the Dominion. University trained. 37 years of age. Married. Seven years' experience handling labor, in both "Open" and "Closed" shops. Best of references from past and present Employers. Apply Box 301, INDUSTRIAL CANADA.



# REGAL BOND



OUR WATERMARK IS OUR GUARANTEE

Truly a Prince among papers of its class with its

*Beautiful Whiteness*

*Well-Knit Fibre*

*Smooth and Even Finish*

Just what you require for record work that must stand frequent  
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## The Time Has Come to Take a New View of the Farm Market

**S**HARP drop in price of farm products, and the farmer's consequent unwillingness or inability to buy normally, has been the big factor in the business depression of the last year and a half.

The outlook for the farmer has improved steadily since the first of this year. Price advances in the past few weeks have increased his purchasing ability by many millions of dollars.

In Ontario the outlook is especially good. Continued improvement does not mean that the prices of farm products must necessarily go higher. In some cases they may, and undoubtedly will, go lower. It means that the price the farmer receives will bear a more equitable relation to his cost of production.

This is well illustrated by the cattle market. In the spring 1921 good steers were selling for around \$10.50 cwt. This spring they sold for around \$8.50 cwt., but men who feed cattle actually sold their steers in the spring of 1921 at a loss of about \$12 per head, but made from

\$30 to \$40 per head on the cattle they have sold this year. The reason for this is that it cost more to buy and feed the former than the latter. This same condition applies to a great many other farm products.

With conditions steadily improving in Europe and other countries, which buy our surplus farm products, there is no reason why farmers should not be optimistic. Great Britain normally takes seventy per cent. of our agricultural exports, and the nearer exchange values get back to normal the easier it will be for consumers in that country to buy our farm products.

Canadian Countryman asked Hon. Manning Doherty, Ontario Minister of Agriculture, for a brief message to manufacturers and others interested in doing business with the farmers of this province. He said:

"I have never seen the farmers of Ontario in a more hopeful state of mind than they are right now. The farmers of this province have shown that they have every faith in the early return of prosperous times."

With a good crop this fall--and there is every indication that it will be good--the farm market for manufactured commodities of all sorts, especially in Ontario, will be even better than normal. The farmer will have the money and inclination to again buy the requirements of ordinary good times, and, in addition, a great deal of equipment and other things that he has put off buying the past two years.

### ONTARIO is Canada's Richest Farm Market

And Canadian Countryman the dominant medium in that great market. Behind Canadian Countryman's circulation is the buying power of 40,000 better-than-average farm families, comprising approximately 200,000 consumers; of 40,000 farms comprising approximately 6,000,000 acres of the finest farm land in the world.

The time has come to take a new view of the farm market. Don't forget that over fifty per cent. of our population is on the farm, and that the normal average buying power of farm population is immensely greater than that of urban population. The farm market is Canada's big market. It will permit of great development.

Some concerns that we know of are planning right now to go after the farm market more aggressively than ever before. We believe they are exercising good business judgment.

**THE CANADIAN COUNTRYMAN**  
GOODYEAR BUILDING Member Audit Bureau of Circulations TORONTO



### Held First Meeting

#### Sub-committee of C.E.S.A. for Rating and Testing of Electrical Machinery

The Sub-committee on Rating and Testing of Electrical Machinery of the Canadian Engineering Standards Association held its first meeting in Ottawa on June 16th, with Professor E. G. Burr in the chair. This sub-committee has been formed to consider the advisability of the adoption or formulation by the C.E.S.A. of Canadian standardization rules for electrical machinery, covering the same ground as, and preferably based upon, the rules of the American Institute of Electrical Engineers.

As practically all the members of the sub-committee were in favor of the adoption of the A.I.E.E. rules, subject to such amendments or changes in arrangement as may be found desirable, the meeting confirmed this decision.

Discussion followed as to the best organization for the work, and three panels were appointed to deal respectively with the rules for rating and testing—

(1) Large motors, generators and rotating machinery operating under controllable conditions;

(2) Industrial sizes of motors and generators working under ordinary manufacturing or operating conditions; and

(3) Transformers of various types.

The existing Transformer Sub-committee would, of course, be consulted as regards the work of Panel No. 3. It was decided that the fullest possible co-operation with American committees working along the same lines should be arranged.

### Flour Milling Industry

#### Dominion Bureau of Statistics Issues Preliminary Report on Operations in 1920

The report on the flour milling industry of Canada during 1920, recently issued by the Dominion Bureau of Statistics, covers the operations of 1,332 plants, of which 617 are in Ontario and 457 in Quebec. Alberta has 58, New Brunswick 50, Saskatchewan 45, Manitoba 44, Nova Scotia 32, Prince Edward Island 24 and British Columbia 5. The principle statistics relating to the industry are given in the table below:

Number of establishments .....	1,332
Capital invested .....	\$ 68,838,927
Number of employees .....	7,085
Salaries and wages .....	\$ 8,571,504
Cost of materials .....	\$205,746,546
Cost of fuel .....	\$ 668,440
Miscellaneous expenses .....	\$ 9,840,675
Value of products .....	\$239,255,461

### Cordage, Rope and Twine

#### Statistical Report Issued on Operations of Canadian Plants in 1919 and 1920

The Dominion Bureau of Statistics has issued a report on the cordage, rope and twine industry in Canada during the calendar years 1919 and 1920. Seven plants are covered in the former year and eight in the latter, the new plant being in British Columbia. The other plants are in Ontario with four, Quebec, two, and Nova Scotia, one. Below are given the principal figures for 1920:—

Number of establishments .....	8
Capital invested .....	\$10,142,323
Number of employees .....	1,284
Salaries and wages .....	\$ 1,486,947
Cost of materials .....	\$ 8,271,669
Cost of fuel .....	\$ 43,766
Miscellaneous expenses .....	\$ 1,035,897
Value of products .....	\$12,458,814

### An Attractive Booklet

The Federated Press, Limited, Montreal have brought out an attractive little booklet in celebration of their removal to their new building at 243 Bleury Street. This marks the climax of a remarkably rapid development. Ten years ago they occupied a flat on Chenneville Street; to-day they have their own eight-story building with over 50,000 square feet of floor space. During the same period their yearly volume of business has grown from \$50,000 to over \$500,000.

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Underwood's  
"EVERLASTING"  
Bank Ink

A record made with this ink is really a record, because it "*Lasts as long as the paper.*"

Underwood's Bank Ink comes in handsome, convenient bottles with our improved pour-out device on quart and pint sizes.

*Are you getting good ink service?*

UNDERWOOD'S Quarts, Pints and Half Pints are full IMPERIAL MEASURE. A 25% saving to the purchaser of UNDERWOOD'S INKS.

Underwood's "GOLD MEDAL"  
Carbons & Ribbons Ultimately

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*Manufacturers of Writing Inks,  
Carbon Papers and Ribbons.*

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## Colonial Bond

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Commercial Stationery—like clothing or furniture—should be chosen with equal consideration as to style, coloring and value.

The appearance of your business letter is just as important as your own personal appearance.

COLONIAL BOND is a superior, tub-sized, rag content stock with that finish—that appearance of quality which proclaims its fitness for many commercial purposes.

It is made in white and colors by The Rolland Paper Company, Limited, Montreal—makers also of "Superfine Linen Record," "Earnscliffe Linen Bond," "Empire Linen Bond" and "Mount Royal Bond."

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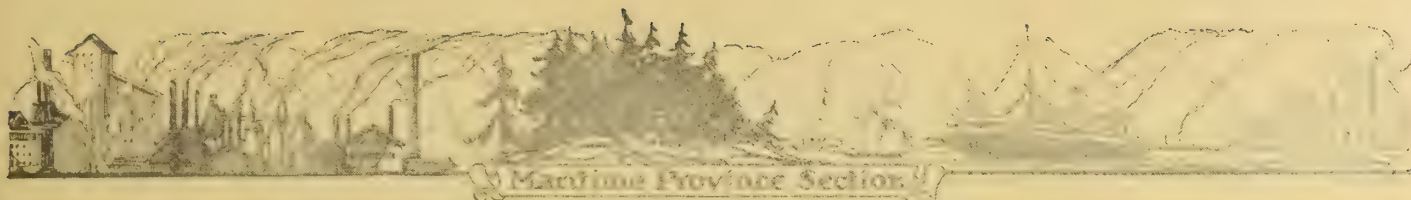
The FWD has proved its superiority  
over rear driven trucks in perform-  
ance and upkeep.

*Send for particulars and prices.*

**Four Wheel Drive Auto Co., Ltd.**

KITCHENER - ONTARIO.





# RED ROSE TEA Completes 28 Successful Years



Headquarters and Warehouse, T. H. Estabrooks Co., Ltd., St. John, N.B.

The T. H. Estabrooks Co., Ltd., St. John, N. B., Proprietor of **Red Rose Tea and Coffee**, was established by Mr. Estabrooks on May 1, 1894, and has just completed 28 successful years in business.

The first office and warehouse was in Dock Street, and tea in the beginning was a small item of the business. It early assumed such important proportions, however, that Mr. Estabrooks decided to engage in the package tea business, believing there was a big opportunity for India and Ceylon British-grown teas, which at that time were beginning to supercede China teas.

The name, **Red Rose Tea**, was selected and the familiar slogan "is good tea" added, and from the very first the tea grew rapidly in popularity. It was at this time that Walter R. Miles became associated with Mr. Estabrooks as tea-taster. He is regarded generally as one of the most experienced and expert tea-tasters in the profession.

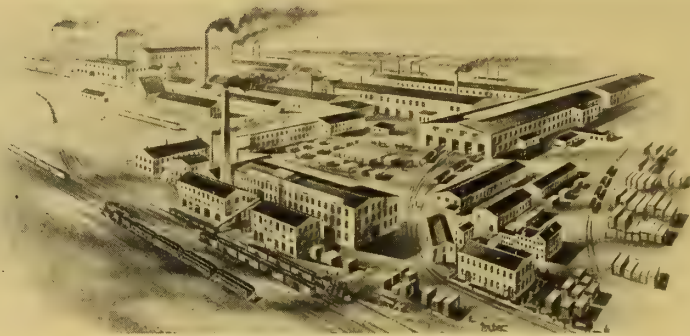
By 1901 **Red Rose Tea** had spread from the Maritime Provinces into Ontario and the Northwest, and the office and warehouse at 11-12 North Wharf, to which the firm had removed, was also becoming too small. The present office and warehouse building at Mill and North Streets was completed in 1903, and was designed to take care of business increase for a good many years, being fitted with modern machinery for blending, packing and labelling millions of pounds of tea.

With the spread of the **Red Rose Tea** business westward, branches were established in Montreal, Toronto, Winnipeg, and Calgary. The business was also established years ago in Newfoundland; warehouses are maintained in Portland and Houlton, Me., for United States trade, and a steadily growing business is carried on with the West Indies.

**Red Rose Coffee** was placed on the market in 1910, under the direction of Horace B. Miles, brother of W. R. Miles. This branch of the business has spread almost as rapidly as **Red Rose Tea** throughout Canada.

Mr. Estabrooks is still the directing head of the company which a few years ago, was organized as a limited stock company. Walter A. Harrison is the secretary-treasurer.





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Our other Car Plants are at Montreal and at Fort William, Ontario.

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Passenger, Freight or  
General Service

# CANADIAN CAR & FOUNDRY CO., LIMITED

General Offices  
Transportation Building  
**MONTREAL**

## Book Review

### Swiss Trade

*Trading with Switzerland.* By W. McL. Clarke, Canadian Government Trade Commissioner to Italy. Ottawa, 1922, Department of Trade and Commerce.

This is a very comprehensive report on the conditions in the Swiss market. In a forward the writer gives many rules for the successful trader to follow. During an eight months' survey of the field he came to the conclusion that there are many open doors for Canadian products while Switzerland has many commodities that we can buy advantageously. "An additional consideration," he states, "is that, in introducing our goods into Switzerland, we are not only selling them to the Swiss, but in some cases at least will be showing them to other countries whose citizens come to Switzerland either on business or for holiday purposes. In short, Switzerland, by its central position and on account of the many attractions it holds out to the tourist, is *per se* an advertising market for what Canada has to sell."

The final section of the book contains an amount of miscellaneous data on commercial organizations, fairs, tariffs, labor situations, and commercial regulations.

### New Western Directories

*Wrigley's Alberta Directory, 1922.*

*Wrigley's British Columbia Directory, 1922.*

Published by Wrigley Directories, Limited, 609 Carter Cotton Building, Vancouver. Subscription price, \$10 each.

This is the second year in which the Alberta Directory has appeared and the fifth for British Columbia. The former contain an historical sketch of the Province's development and articles on various subjects connected with Alberta's resources, such as agriculture, minerals, timber, fisheries,

fur and game. It also deals with the government, transportation and educational institutions. The directory proper is a gazetteer of 1,975 cities, towns, villages and settlements, showing business firms, personnel of partnerships and companies, department heads and leading employers. There is also a classified section which constitutes a business directory of the Province.

The British Columbia Directory follows a similar plan of arrangement, the gazetteer and directory describing 2,334 cities, towns, villages and settlements, while the classified directory lists the business interests of the Province under 714 headings.

Both volumes are well printed and bound and should prove convenient works of reference to any person doing business in the provinces covered.

### Canadian Minerals

*Barium and Strontium in Canada.* By Hugh S. Spence. Ottawa, 1922, Mines Branch, Department of Mines.

This report has been prepared in order to present in a comprehensive form the available information on barium and strontium minerals in Canada. The greater part of Canadian barytes has been obtained from Nova Scotia, where deposits at Five Islands and Brookfield were worked between 1865 and 1870, the earliest recorded dates for the production of this mineral in Canada.

Strontium occurs mainly in Ontario in the form of celestite. There are three known occurrences of strontianite in Canada but none of them of economic importance.

Both the minerals covered by this book are used in the paint industry. Barytes is also used in a number of other products, such as paper, rubber goods, linoleum, etc. There is a growing consumption for it and the known deposits are being rapidly depleted. The chief use of strontium is as strontium hydrate in the beet sugar industry.



## Lead Poisoning in Industry

*Laws and Regulations relating to Lead Poisoning.* Being an analysis with texts of the laws and regulations made in the chief industrial countries to prevent plumbism. By Gilbert Stone. Prepared for the Governors of the Imperial Mineral Resources Bureau. H.M., Stationery Office, Kinsway, W. C. 2., London. 5s. net.

This valuable compilation, which has been painstakingly prepared by Mr. Stone, covers practically the whole field of legislation with regard to the prevention and compensation of lead poisoning. Full texts of the various laws and regulations in force throughout the world are given in the appendix, while short explanatory chapters precede them. The subject of lead poisoning was a prominent one at the recent International Labor Conference at Geneva, when a convention was opened with regard to the use of white lead, and in consequence this work is timely in its appearance.

Such regulations as exist are in the main applicable to the smelting of lead ores and the use of lead in its various forms in industry, not to the mining of lead. The latter is carried on for the most part under circumstances which do not induce plumbism, being of such a character as to avoid the generation of dust. General mining regulations, designed for the safety and health of all miners, appear to be sufficient to safeguard the workers in lead mines.

So far as the smelting of lead ore is concerned, the laws are more explicit. The reference to Canada shows that in all 1,058 men are employed in smelters and 5,795 men in other industries employing lead. Of the latter, 4,000 are employed in paint and varnish and in the glass industry. Very little legislation has been considered necessary. Most of the provincial factory acts contain general provisions directed against the generation and inhalation of dust and fumes.

## The Mineral Industry

*Platinum and Allied Metals, 1913-1919.* London, 1922, His Majesty's Stationery Office. Price, 2s.

*Tin, 1913-1919.* London, 1922, His Majesty's Stationery Office. Price, 3s.

These two books are digests of statistical and technical information which will form a part of the volume or volumes on the mineral resource of the British Empire and foreign countries and constitute the annual mineral conspectus of the Imperial Mineral Resources Bureau. Like the previous publications which have appeared from time to time within the past year these deal with the war period and follow the same general plan of arrangement, containing tables of production, import and export of the metals named and a general survey dealing with properties, uses and prices.

*Copper, 1913-1919.* London, 1922, His Majesty's Stationery Office. Price 4s.3½d.

The war period, with which this survey is concerned, saw a great increase in the world's production of copper, the highest figure being reached in 1917 when the production amounted to 1,465,172 long tons, as compared with 978,958 in 1913. In 1919 it had declined to 973,663 tons. The period was also marked by great variations in prices. In November, 1914, standard copper was down to £53,227 a ton in the London market. In 1918 the average price was £115.576 and in the following year £90.945.

The present publication takes up the production of copper by the countries where it occurs, giving in each case tables of production over the period covered. Concise but valuable information is given about all the districts and the book makes an important addition to the series of which it forms a part.

*Lead, 1913-1919.* London, 1922, His Majesty's Stationery Office. Price, post free, 3s. 2d.

This is another addition to the series of publications being issued by the Imperial Mineral Resources Bureau in connection with their researches into the British and foreign mineral industry. In its arrangement it follows the same plan as has been used in the other

publications of the series. There is a section on the world production of lead and then more detailed statistics on production in the Empire and foreign countries. There is also a comprehensive bibliography of technical literature.

*Gold, 1913-1919.* London, 1922, His Majesty's Stationery Office. Price 6s.5½d.

Gold, on account of its position as the monetary standard of most countries of the world is the most interesting metal that the ordinary layman can imagine, and this publication in the series being issued by the Imperial Mineral Resources Bureau will probably find readers outside of those who are professionally concerned with its subject-matter. The world's supply of the metal is largely found in the British Empire, more than 67 per cent. of the total in 1919 coming from that source. In production for that year Canada holds third place within the Empire, the Union of South Africa leading and Australia taking second place.

The present publication is the largest which has yet appeared in the series. It runs to almost 400 pages of detailed information, carefully compiled from a large amount of technical literature. Like the other books of the series which have appeared from time to time it contains a complete reference list of technical publications and a good index.

## A Model Year Book

*Year Book, 1921.* The Board of Trade of the City of Toronto. Toronto, 1922.

This annual publication of the Toronto Board of Trade is in many respects a model, both in its appearance and contents. While the portion containing the annual reports of the Board and its various departments and sections will be of interest chiefly to the Board's own members, the review of trade and industry for 1921, the descriptive articles on Toronto and Ontario and the statistical appendices will be found generally useful. The latter cover quite a wide field and are so arranged and indexed as to be readily accessible.

## An International Fair

*Official Catalogue of the Fourth International Fair of Progress*

This is the complete list of exhibits at the Prague International Fair which was held from March 12 to March 19 this year. For the average Englishman most of the book is unreadable, but fortunately an English key to the Czech list of exhibits has been compiled.

The fifth Prague fair will be held in September next and the organizers are encouraged by the success of their preceding exhibitions to expect to do even better. The fair includes all industrial departments, which are classified in seventeen groups, according to their nature. The spring fair was patronized by 2,500 exhibitors and the next should have at least as many.

*Central Electric Stations in Canada.* Ottawa, 1922, the King's Printer.

This booklet is part of the census of industry, 1919, compiled by the Dominion Bureau of Statistics. For census purposes each individual generating plant and each separate organization distributing electrical energy is listed as a separate electric station. The total number in the year under review was 805, of which 358 were commercial and 447 municipal. The capital invested was \$416,512,010 and the revenue derived from sale of power \$57,853,392.

The publication is printed in both French and English and gives full statistical details for the years 1918 and 1919.

*Third Annual Report of the Ontario Fire Prevention League, Inc.* Toronto, 1922, the King's Printer.

This contains the minutes of the third annual meeting of the O.F.P.L. held in the Parliament Buildings, Toronto, on October 21st, 1921. It includes several addresses delivered before the convention which will be of great interest to all who are interested in safety work.



### British Empire Steel

#### Industrial Operations of the year Reviewed by President Wolvin at Annual Meeting

At the annual meeting of the British Empire Steel Corporation, on June 27, the following information was given by the president Roy. M. Wolvin, regarding the more purely industrial operations of the company:

"In December of last year the Halifax Shipyards delivered the last ship under construction, and owing to the almost complete cessation of shipbuilding, this plant is engaged entirely on repair work. The financial results of this branch of our operations during the past year were, however, the most satisfactory of any department of your Corporation.

"We have had no orders for railroad cars during this period, the only activity of the Eastern Car Company being the repairing of a number of freight cars.

"At the end of the period under review, only one blast furnace was in operation in the company's plants, and this was banked in February, there being sufficient stock of pig iron and steel billets on hand to meet the requirements of the various mills up to the 1st June. We have, however, during this month put into operation our largest blast furnace.

"On account of the general railway situation, there is no prospect of any large orders being placed in Canada for rails this year, and very little prospect for any large orders for railroad cars. The shipbuilding industry is not in a condition that holds out any promise of extensive business for our plate mill.

"The demand for pig iron, billets, wire rods, bars, wire and wire products is gradually increasing, and at the present time our rod mill is operating at 100 per cent. capacity, the nail mill at approximately the same rate, the barb wire plant at full capacity with somewhat intermittent operation of the bar mill and sixteen inch-mill.

"The work of the first eight and a half months has been largely that of consolidating the operations of the company's properties, thus gradually securing to the company material saving through unification. This work, of course, required much time, and the benefits will be realized more fully in future operations."

### Another Amalgamation

#### Appleford Counter Check Book Co., Limited, and British Columbia Wax Paper Co., Limited, are Merged

The Appleford Counter Check Book Company, of Hamilton, and the British American Wax Paper Co., Limited, of Toronto, are being taken over by a new company, incorporated as the Appleford Co., Limited, capitalized at \$1,500,000. The Appleford Counter Check Book Company have been operating in Hamilton under the management of L. M. Appleford, for 13 years, starting with counter check books and adding wax paper and food product wrappers. The British American Wax Paper Co., Limited, have been operating for 16 years, producing waxed and printed bread wrappers, candy and confectionery wrappers and the higher grades of plain wax paper. J. MacArthur has been managing director for some years, and will continue to act as Toronto manager. The Appleford Co., Limited, are financing the purchase of the two companies and providing necessary working capital by the sale of \$635,000 eight per cent. cumulative preference shares.

### Book Scottish Order

#### Volta Manufacturing Company, Limited, Sell an Electric Furnace Abroad

The Volta Manufacturing Company, Limited, of Welland, Ontario, have recently booked an order from Renton & Fisher, Limited, of the Hopetown Steel Works, Bathgate, Scotland, for one of their standard 3-ton capacity Heroult type electric steel furnaces, with transformer and switch-board equipment complete.

The Volta Manufacturing Company, Limited, also build the "Duplex-Voltage" or "Quick-Melting" type of furnaces for melting steel and grey iron, as well as three-phase furnaces, of an improved design, for melting brass, aluminum,

etc. Some of their more recent developments include electric annealing furnaces, electrical core baking ovens, electric soldering iron heaters, electric babbitt heaters, electric water heaters, etc.

### Now Making Pottery

#### Ontario Pottery, Limited, Turning out All-Canadian Products at Oshawa

The Ontario Pottery, Limited, Oshawa, Ontario, who were organized about a year ago, are now turning out goods and expect to erect a large building and kiln in the near future. Their lines are hotelware, "semi-vitreous," art-ware and glazed tile. These products are all-Canadian, the raw materials all being obtained in Canada.

The capital of the company is \$300,000. Officers are:— T. S. Holgate, president; T. W. Black, vice-president; T. D. Dunlop, secretary-treasurer; and J. W. Borsbawry, director.

### Bathurst Company Ships by Water

In an interview with the *St. John Journal* on July 3, Angus McLean, President of the Bathurst Company, Limited, stated that his company had been forced by high rail rates, to ship their products by water and that they would continue to resort to water carriage as far as possible until rail rates were reduced. A steamer had just been loaded with 500 tons of pulp for delivery at Philadelphia and a second steamer was on its way to Bathurst to take a full cargo of about 2,000 tons of pulp to the head of the Great Lakes. This was the first time that they had ever loaded a vessel to go up the Great Lakes with either pulp or lumber.

### Shows Large Decline

#### Saguenay Pulp and Power Company, Limited, Annual Statement for 1921

The consolidated profit and loss account of the Saguenay Pulp and Power Company, Limited, and their subsidiary companies for the year ended December 31st last, shows total sales and gross operating revenue of \$5,882,138, against \$8,984,238, for 1920. Gross operating profit of \$2,709,420, and net profit of \$64,981, compare respectively with \$4,082,353, and \$1,368,373, for the previous year. Bank and other interest totalling \$441,625, as against \$307,851, is a heavily increased debit item.

Profits are divided as follows:

Company interest, \$57,630, against \$1,367,733, in 1920; minority interest, \$7,351, against \$6,640, in 1920. Depreciation of inventory of pulpwood and loss on realization of inventory of sulphite pulp at December 31st last, to the amount of \$1,260,827, has been charged to surplus account.

### New Catalogue Issued

The Toronto office of the Dominion Bridge Company, Limited, has sent out their current stock list of steel shapes and other metal products for immediate shipment. The booklet contains several pages of weights, safe loads for beams, channels, angles, etc., and general information. The Company will be pleased to forward a copy on request.

Alexander D. Porter, of Galt, Ontario, has organized the A. D. Porter Manufacturing Company, Limited, for the purpose of producing bends for the brass and plumbing trade and also certain lines of stampings for the same trade. A number of their products are not at present manufactured in Canada. They are starting in a small way, but hope to be able to increase the size of their plant as they go along. They will be turning out their products this month.

Belleville Electric & Stamping, Limited, expect to commence operations at Belleville, Ontario, about August 1st, employing 8 or 10 men. They will make electric appliances, such as irons, toasters, grills and heaters, adding to these lines from time to time. Their capital is \$40,000.



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Let us know what your punching and shearing requirements are. We have an "Armor Plate" machine for the service. Remember our Armor Plate Line comprises power operated machines as well as hand power.

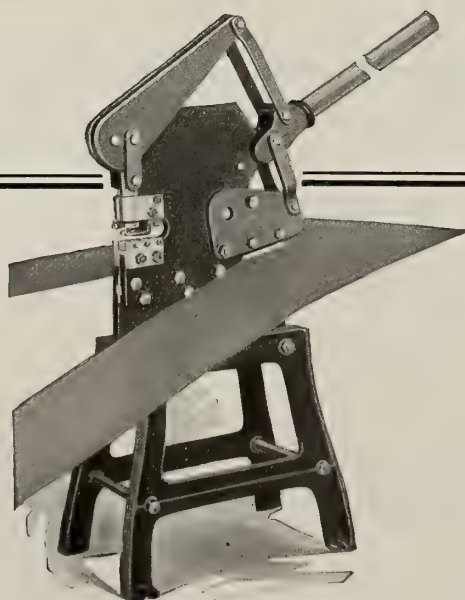
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## Deaths Among Prominent Manufacturers

### John M. Harris

President of the Canadian Knitting Company and Herald Printing Company, Hamilton.

John Moore Harris, one of the founders and the president of the Canadian Knitting Company and president of the Herald Printing Company, Hamilton, died on June 6th, after a short illness.

It was as a newspaper man that the late Mr. Harris won his greatest reputation. He was a son of the late John W. Harris, who for many years was business manager of the *Hamilton Times*. He also entered the service of this paper at an early age and his native ability brought him promotion to his father's position. In 1889, with his two brothers, he founded the *Herald*, the first one-cent newspaper in Canada.

Mr. Harris was also a sportsman and in his youth was one of Hamilton's fastest sprinters. He and his brother, R. B. Harris, instituted the Herald 19-mile road race, one of the most famous sporting events on the continent. He was a lover of flowers and on several occasions promoted competitions in flower-growing.

Besides the Herald Printing Company and the Canadian Knitting Company, of which he was president, Mr. Harris had many other business interests and his loss will be regretted by a great number of associates.

### Robert S. Harmer

President of Sawyer-Massey Company and Canada Furniture Manufacturers

The death of Robert S. Harmer, one of Canada's most prominent manufacturers, occurred on June 26th. He was president of the Sawyer-Massey Company, Limited, Hamilton, Canada Furniture Manufacturers, Woodstock, Ontario, and the Seaman, Kent Company, Toronto. He was also a director of the Gray-Dort Company, Chatham, Ontario.

Mr. Harmer was born in England and came to Canada when a boy. About fifty years ago he entered the service of the Massey-Harris Company, where his ability earned him rapid promotion. When he left this company, some years ago, to take up other business interests, he was general sales manager and his efforts had played a large part in building up the Massey-Harris export business.

### Edward Parnell

Founder of Spiers-Parnell, Limited, and Mayor of Winnipeg

Members of the Prairie Division of the C.M.A. were greatly grieved at the death of Edward Parnell, mayor of Winnipeg and ex-chairman of the Prairie Division, in Vic-

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### Tadanac Brand

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INGOT, BAR, SLAB AND CAKE COPPER  
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HIGH GRADE, BRASS SPECIAL AND PRIME WESTERN ZINC (Spelter)

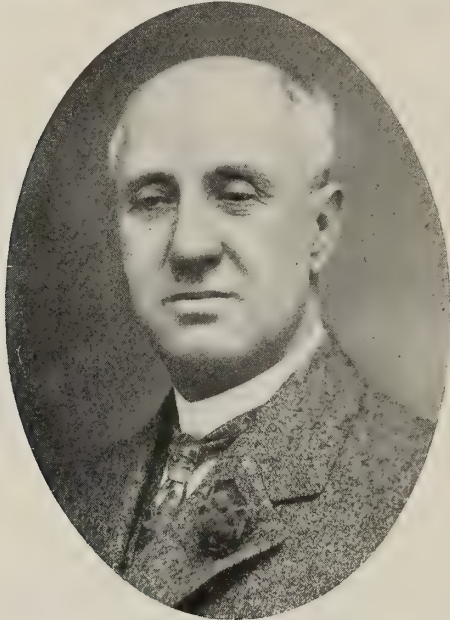
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Ontario Sales Office: C.P.R. Building, Toronto  
General Sales Office: Drummond Building, Montreal

**The Consolidated Mining & Smelting Co. of Canada, Ltd.**



toria on June 9th. Shortly after being elected to the mayoralty by acclamation for the second time he was forced to take a month's holiday. A trip to the West Indies brought about a temporary improvement in his health, but in April he had to take three months' leave of absence and went to Victoria for a complete rest. In spite of the best nursing and medical attention his condition grew worse and the



The Late Edward Parnell

development of an attack of bronchitis proved fatal.

Mr. Parnell was born in Dover, England, in 1859 and came to London, Ontario, as a young man. In 1909 he went to Winnipeg and with J. T. Spiers founded the firm of Spiers-

Parnell, Limited, whose bread-making plant gives employment to five hundred workers. During 1918 and 1919 he was chairman of the Prairie Division, C.M.A., and at the time of his death was a member of the Executive Council. For several years he had been on the Executive Committee of the Winnipeg Branch. He was also president of the Board of Trade in 1920 and 1921. In 1920 he was elected mayor of Winnipeg for the following year by a large majority and was returned by acclamation for the year 1922.

### William Davidson

Managing Director of Marlatt and Armstrong Company, Limited, Dies in Montreal

William Davidson, managing director of the Marlatt & Armstrong Company, Limited, tanners and leather merchants, died at his home in Westmount, Quebec, on May 28th. He was for many years prominent in the leather industry and had numerous friends in both French and English business circles of Montreal.

Mr. Davidson was born in Kingston, Jamaica, in 1853. Fifty-two years ago he came to Canada and lived for a time in Toronto. About thirty-two years ago he moved to Montreal to establish a branch of the Marlatt & Armstrong Company, whose headquarters are at Oakville, Ontario. He subsequently became managing director of this company, and held that position at the time of his death.

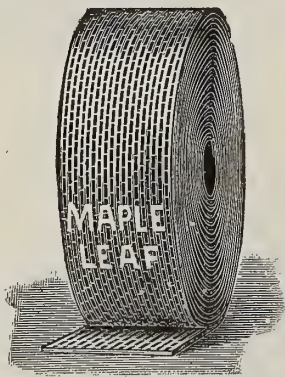
### William Mosley

Manager and Director of Canadian Tube and Steel Products Company, Montreal

William Mosley, well known in Montreal industrial, musical and social circles, passed away in the Ross Pavilion, Royal Victoria Hospital, Montreal, on June 24. Mr. Mosley was a native of Wednesbury, England, and was in his fifty-fifth year. He went to the United States with his parents in

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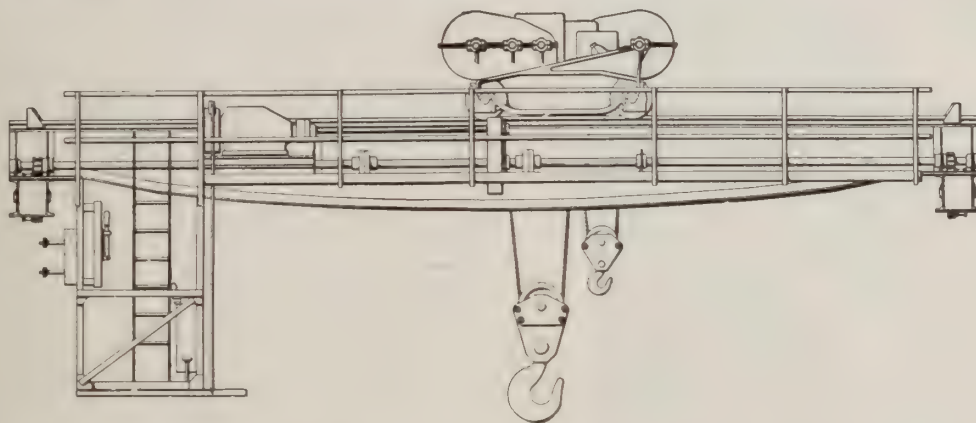
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early childhood and in 1898 came to Montreal as superintendent of the Page Hersey Tube and Iron Works. Three years later he went to Cohoes, N.Y., for the same firm, and in 1907



The Late William Mosley

returned to Montreal as superintendent of the Montreal Rolling Mills. In 1910, with James E. Waldie, Albert Huff and Herbert Worrell, he formed the Canadian Tube and Iron Company, which subsequently amalgamated with other companies as the Canadian Tube and Steel Products Company, of which he became the manager and a director.

In 1888 he married Ida Huse, of Cohoes, N.Y., who with two daughters, Mrs. W. J. Crowley, of Toronto, and Mrs. L. N. L'Esperance, Montreal, survive him.

Mr. Mosley was an accomplished musician and lent his services as such to the promotion of many a deserving cause. He was connected at various times with many Montreal musical organizations and was an intimate friend of John Philip Sousa. For many years he had been a member of the M.A.A., and he was a member of the Elgin Lodge A.F. & A.M., and a Royal Arch and Cryptic Rite Mason. He was long active in the work carried out by lay members of the church of St. James the Apostle.

### Have Postponed Work

#### Nashwaak Pulp and Paper Company, Limited, Investigating Damage due to Budworm

Hon. N. M. Jones, president and general manager of the Nashwaak Pulp and Paper Company, Limited, St. John, N.B., has announced that the Company's plan to construct the pulp and paper mill in South Devon, at the mouth of the Nashwaak river, has been postponed in order that further investigation may be made as to the real extent of damage to the standing timber by the spruce budworm. It is said that the company was about ready to proceed with the project, but that the ravages of the spruce budworm in the woods on the upper waters of the Nashwaak have been such that the executives of the organization have decided it would not be wise to go on with the construction of an extensive plant, involving the expenditure of several hundreds of thousands of dollars, for a matter of five or possibly eight years.

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Erectors  
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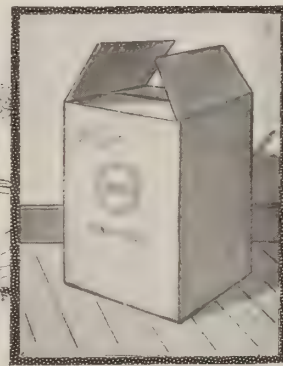
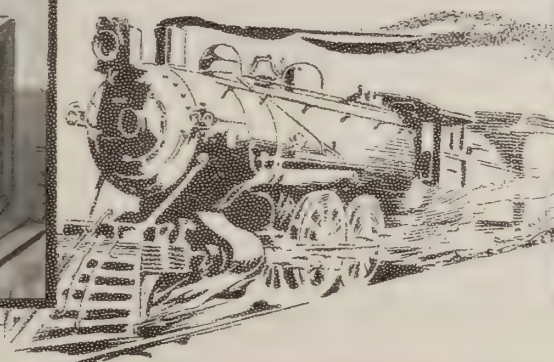
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## Iron and Steel

### May Production of Both Commodities Registers a Further Decline

A report issued to-day by the Dominion Bureau of Statistics states the production of pig iron during May declined to the lowest level which has been reached in several years. The tonnage was 23,363, representing a decrease of 9,209 tons from the April production. The record for the corresponding month last year was 56,091 tons. About 73% of the May production was foundry and malleable iron, intended for direct sale, while the remaining 27%, chiefly basic iron, was made for the use of the producing companies.

An interesting development was the increase in the output of ferro-alloys. The tonnage of 3,397 was the greatest since January, 1921, when 3,941 tons were reported. The output was augmented by the 2,499 tons of spiegeleisen manufactured for further use. The remainder, comprising 181 tons made in blast furnaces, and 717 tons, principally 75% and, 80% ferro-silicon manufactured in electric furnaces, was intended for direct sale.

Two blast furnaces at Sault Ste. Marie and one at Hamilton were operated during the month under review, and the number of furnaces in blast remained unchanged.

The cumulative production of pig iron for the five months ending June 1, 1921, was 254,394 tons, as compared with 163,424 tons during the corresponding period of the present year. This involves a decrease of 90,970 tons or nearly 36%. On the other hand the output in the United States, according to *The Iron Age*, increased from 8,363,333 tons during the first five months of 1921 to 9,689,653 tons in the corresponding period of 1922. The trend of Canadian pig iron output has been declining since October, 1920, when the peak of 104,774 tons was reported. The steady increase of output in the United States since the beginning of the year may be taken as an index of improving business

conditions in the iron and steel industry, which in view of past experience may be expected in due course to extend to this country.

The production of steel during May registered a further decline of 4,935 tons below the April output of 21,935 tons. The May record of 17,000 tons, comprising 15,646 tons of ingots and 1,354 tons of direct castings, is the lowest in recent years. The 15,590 tons of open-hearth basic ingots intended for use in the producing plants comprised 92% of the monthly output. The production of the grade in April was 20,499 tons required for a similar purpose.

The open-hearth basic and Bessemer castings intended chiefly for sale declined slightly from the output of April. The electric castings, on the other hand, present an increase. The quantity intended for use by the establishments reporting was augmented from 53 to 503 tons.

The significance of recent declines in steel production is emphasized by comparing the cumulative record of 1921 with that of the present year. The total for the five months ending May 31st last was 144,275 tons, while the output for the corresponding period in 1921 was 231,037 tons.

The production statement for the United States forms a sharp contrast with the statistics enumerated above. The enforced use of high priced coal due to the coal strike has caused a strengthening of prices. In spite of the uncertainty of marketing conditions due to the reduction in the freight rates, which will be made effective shortly, the developments of recent months contain an element of encouragement.

The Steel Trough & Machine Co. are building two additions to their factory to take care of their rapidly growing business. They have opened a Montreal Office to take care of Quebec and Eastern trade. They are also represented in Toronto, Winnipeg and Vancouver.



Chemical Plant of Canadian Salt Co., Sandwich, Ont.

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The Chemical Plant of the Canadian Salt Co., at Sandwich, Ont. is the most modern and complete plant of this nature on the Continent, and no chemicals produced anywhere excel in quality and purity, the outputs of this Canadian plant—the famous

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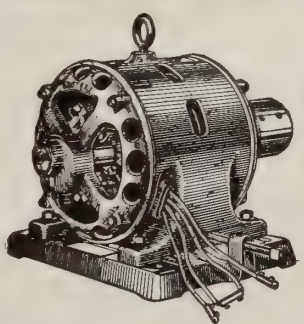
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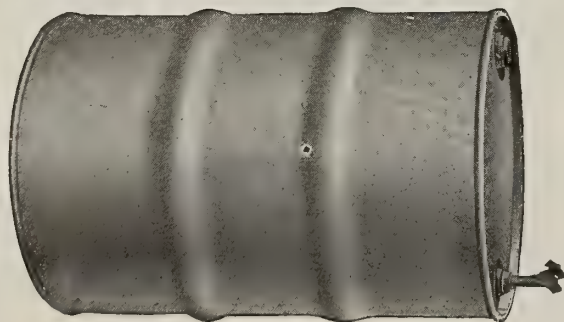
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Use the up-to-date

**SMART-TURNER STEEL BARREL**

*It Stands the Test*

**The Smart-Turner Machine Co.,**  
LIMITED

HAMILTON, - - CANADA.

## Canada's Industrial Expansion

### Commence Operations

#### Canada Illinois Tools, Limited, Making Equipment in Toronto

Canada Illinois Tools, Limited, who have commenced manufacturing operations in Toronto, are a firm who will be able to render useful service to the gear-cutting and automobile trades. Ever since the development of gear-cutting by means of ground hobs on hobbing machines a great many Canadian users of these machines have been buying hobs designed, machined and ground in the United States.

The opening of this Canadian plant on Dufferin Street, Toronto, makes it possible for Canadian gear manufacturers to get their supplies in Canada, at the same time saving money and eliminating delays and inconveniences.

J. D. Sherman, who is managing director of the new company, has for the past 12 years been works manager of the hob department, Illinois Tool Works, Chicago. All the special equipment in the Toronto plant came from the Chicago factory, and facilities have been provided, not only for the manufacture of standard hobs for all makes of hobbing machines, but also for the designing and production of special hobs, such as those used in cutting the various types of worm gears.

Another feature of Canada Illinois Tool is their service department, which is prepared to advise manufacturers on problems affecting hobs or cutters, and, if necessary, to send an engineer to any shop with instructions to stay on the job until the problem is solved.

### Durham Hosiery Mills

#### New Knitting Company Organized by Thomson Knitting Company, Bowmanville, Ontario

The Durham Hosiery Mills, Limited, have been formed by the Thomson Knitting Company, Limited, of Bowmanville, Ontario, with an authorized capital of \$200,000. The mill will be in operation about August 1st, manufacturing a high grade line of men's half hose. The first unit of the new plant will be approximately 40 by 80 feet and about twenty hands will be employed.

R. E. Wilson, president and managing director; G. O. Paterson, secretary and treasurer; H. L. Quinn, C. Rehder and James D. Carruthers are directors of the Durham Hosiery Mills. They are all connected with the Thomson Knitting Company, Limited.

### Pacific Starch Products

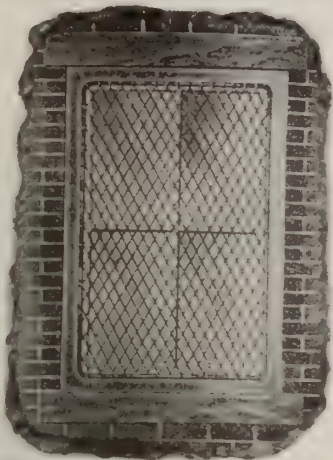
#### New Westminster Company Formed for Utilization of Fraser Valley Potatoes

The surplus potatoes grown in the Fraser Valley, British Columbia, will be utilized by a new company, the Pacific Starch Products, Limited, who are establishing a plant in South Westminster and have offices at 310 Westminster Trust Building, New Westminster. They own 3½ acres of land which has been cleared and they expect to commence building this month.

The products of the company will be potato flour, potato starch and dextrine and they expect to be ready for operation not later than October 1st, employing a force of twenty men. The plant, during the first year, will have a capacity of 30 tons a day.

Pacific Starch Products are incorporated under a Dominion charter, with a capital of \$100,000, of which a large amount has been taken up by Fraser Valley potato-growers. The directors are as follows:—H. J. Sanders, president; H. V. Jansen, managing director; N. S. Rattray, treasurer; C. H. Gibbs, secretary, and Byard Abrams.





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**WIRE PARTITIONS,  
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## UNION DRAWN STEEL CO., Limited

HAMILTON, ONTARIO

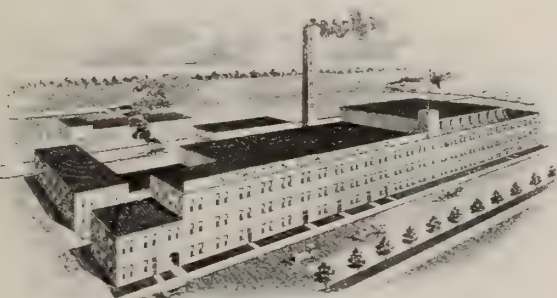
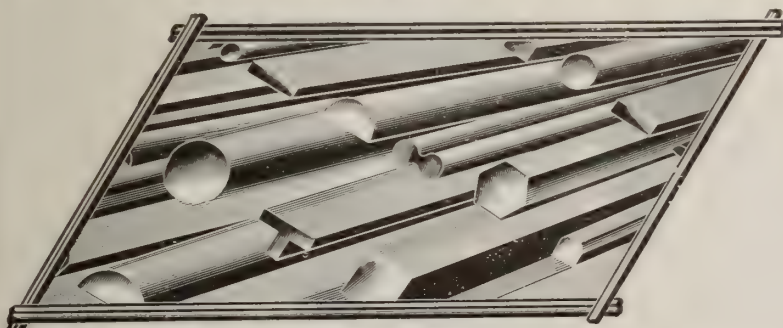
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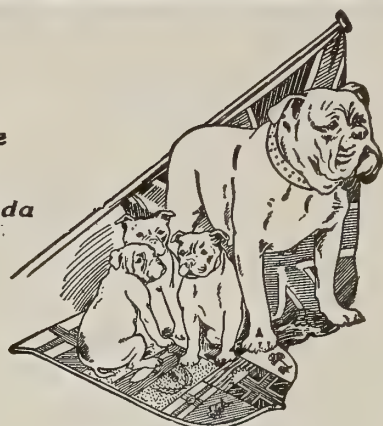
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### New Concentrator

#### Consolidated Mining & Smelting Company of Canada, Limited, Plan Expansion

The Consolidated Mining & Smelting Company of Canada, Limited, will proceed at once with the erection of a 1,500-ton concentrator at Kimberley, British Columbia. This concentrator, which will be nearly ten times the size of any existing concentrator in the Kootenay, with the exception of the plant at Trail that it is to relieve, will cost between \$1,250,000 and \$1,500,000. It is expected to be ready for operation early in 1923.

The erection of this concentrator will enable the company to increase the output of their Sullivan mine, and as the Trail plant will thus become available for the ores of the Rossland properties, their output will also grow.

The company are offering to their shareholders \$6,000,000 of an authorized issue of \$7,500,00 20-year 7% bonds. A part of the proceeds of this issue is to go toward the building of the new mill.

### New Lumber Firm

#### Hollingsworth & Whitney Company Purchase Timber Properties and Form Canadian Company.

A Dominion charter has been granted to Hollingsworth & Whitney, Limited, with headquarters in Halifax, Nova Scotia, and on authorized capital of \$4,000,000. The newly formed company have purchased and taken over the lands of the Davison Lumber Company of Bridgewater, Nova Scotia, and the lands of C. T. White & Son, Limited, Sussex, New Brunswick.

Hollingsworth & Whitney, Limited, are controlled by the Hollingsworth & Whitney Company of Boston, Massachusetts, who operate a number of paper mills in the United States. Their plans for the utilization of their Canadian properties are not matured, but announcement of them will be made later.

### Milk Products

#### Oxford Milk Products Company, Limited, to Open Plant at Woodstock, Ontario

About the middle of the month the Oxford Milk Products Company, Limited, expect to be ready to open their plant at Woodstock, Ontario. The factory is 74 by 125 feet, including office, with four working floors. They have an all modern sanitary equipment, including mechanical refrigeration and storage. They intend at first to manufacture whole milk powder and skim milk powder and have sweet cream for sale. Later they will make buttermilk powder, cream powder and ice cream mix powder.

The plant can handle about 60,000 pounds of milk for making powder and there is a large creamery equipment to handle churning cream. There will be about ten experienced men employed.

### Erecting New Building

#### Fisher Motor Company, Limited, Increase Manufacturing Accommodation at Orillia

A two-story building, 200 x 50 feet, of structural steel and hollow tile construction, is being erected by the Fisher Motor Company, Limited, Orillia, Ontario. Their production of die castings has greatly outgrown the accommodation offered by their present plant and they are also extending the manufacture of some of their other lines.

The company are producing metal stampings of various articles such as paper towel cabinets and cup dispensing machines and are now figuring on manufacturing various types of vending machines. There is a large market for these latter products and their experience justifies their going into this line more extensively than in the past.



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### Rebuilding Sawmill

#### Muskoka Wood Manufacturing Company Replacing Part of Burned Factory

The Muskoka Wood Manufacturing Company, Limited, whose plant at Huntsville, Ontario, was totally destroyed by fire on May 29th are erecting a new band sawmill with a capacity of from 40,000 to 50,000 feet a day. They hope to have this in operation by September 1st. At the time of writing, July 3rd, they had not made definite plans for rebuilding their flooring plant and factory. The burned plant was built about 23 years ago on the site of the Whaley Lumber Company and had grown to be one of the largest industries of its kind in Ontario.

### Toronto Plant Expanding

#### William Shannon Company, Limited, will Occupy New Building about August 1st

The William Shannon Company, Limited, Toronto, manufacturers of draping edgings, cords, tassels, trimmings, etc., expect to have their present plant installed in their new factory building on Bathurst Street and in working order by August 1st. A month or two later they will install more machinery as their business has been increasing greatly. Their present plant will occupy one full floor of 7,500 square feet and they will have about forty employees.

### New Chemical Company

#### William R. Warner & Company, Limited, Establish Factory in Toronto

William R. Warner & Company, Limited, have established a plant in Toronto for the manufacture of pharmaceutical preparations. They have a three-storey building of mill construction, with 15,000 square feet of floor space, located at 11-15 Morrison Street, where they expect to commence operations about August 1st with a force of 30 to 50 hands.

The lines which the company will manufacture include Sloan's liniment, Formamint, Sanatogen, Psychine, face powders, perfumes and toilet waters. Gerald A. Johnson is general manager for Canada.

### Building Addition

#### Canada Electric Castings Company, Limited, Erecting New Foundry at Orillia

The Canada Electric Castings Company, Limited, are making an addition to their plant at Orillia, Ontario, which they expect will be completed by July 30th. The addition consists of a steel and tile two-storey foundry building, 350 feet by 50 feet. It will enable the company to increase their output of steel and iron castings to 25 tons a day and their output of bronze, brass and aluminum castings to eight tons a day.

### A New Tractor

#### Topp-Stewart Tractor Company Arrange for Canadian Manufacture of their Product

The Topp-Stewart Tractor Company of Clintonville, Wisconsin, are making arrangements with the Four Wheel Drive Auto Company, Limited, of Kitchener, Ontario, for the Canadian manufacture of their products. At the present time they do not contemplate building a plant in Canada but they will take immediate steps to form a new Canadian company.

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# Industrial Canada

ISSUED BY

The Canadian Manufacturers Association

INCORPORATED

Vol. XXIII

TORONTO, AUGUST, 1922

NO 4

## Editorial Comment

### Mr. Shaw on the Atlantic Ports.

IN an editorial commenting on the speeches made at the complimentary dinner to President Shaw at Woodstock, the *St. John Daily Telegraph* stated that the most interesting portion of Mr. Shaw's address, so far as the Maritime Provinces were concerned, was that which related to the use of St. John and Halifax as ports for Canadian traffic and his incidental discussion of the railway situation.

After quoting Mr. Shaw's opinion that every effort should be strained to retain Halifax and St. John as the ports of Canada and that, when subsidies are given to steamship lines, they should be given on the understanding that the ships run to Canadian ports, the *Telegraph* remarks:—

"It is very satisfactory to have an Ontario man, who is also president of the Canadian Manufacturers Association, take the broad view in regard to our national ports. No doubt the very clear and comprehensive statement of the whole case for these provinces by Lieutenant-Governor Pugsley impressed other members of the C.M.A. as it did the president. If so that address is another contribution to the great and effective work done by the present lieutenant-governor in the interests of St. John and the Maritime Provinces."

### The Buying of Canadian Products.

IN urging the purchase of goods produced in Canada, we are sometimes met with the complaint that manufacturers do not always practise what they preach. In this connection, a correspondent makes an interesting observation. He claims that manufacturers as a class, are well-intentioned, and that, when they do the buying themselves, they may be relied on to give their brother manufacturer a fair show, but he finds that in the hands of a good many purchasing agents, superintendents, foremen, etc., there is a certain lax-

ity. In the end, the manufacturer himself is responsible for the acts of members of his staff but, unless he is constantly alert, a multitude of minor purchases may be diverted to outside channels through the action of employees who do not realize the necessity of giving the home product first chance.

Members of the C.M.A. should not only see that orders are given to buy Canadian products to the greatest possible extent, but they should also make it their business to see that these orders are observed. If all possible purchases were turned into Canadian channels, there would be more employment in Canadian factories and a larger market for Canadian-made goods.

### Industrial Activity Grows.

THERE is a general impression that, industrially, we are passing through a period of marking time and that very little is going on of a progressive and constructive nature. Possibly, as compared with the remarkable activity of 1920, this may appear to be the case, but any one who attempts to watch what is transpiring all over Canada will soon come to the conclusion that the country is by no means standing still.

In the news columns of this issue a good deal of information is given about new and encouraging happenings in the field of manufacturing industry, and we believe that it would be a good thing if all readers of *INDUSTRIAL CANADA* made it a point to glance over the various items, not necessarily to secure specific information, but to post themselves in a general way on what is taking place. We are convinced that it would tend to optimism.

Almost every line of industry and almost every province has something encouraging to show. For instance, the decision of a large United States corporation to establish a big plant in the Province of Quebec for the manufacture of finished asbestos products marks a further step in the direction of turning our raw materials into finished goods at home. Similarly,



the erection of a large plant in Ontario to take Canada's raw wool and comb it into tops,—another new and important industry for the Dominion,—is another significant development of recent months.

The expansion in the automobile industry is tolerably familiar to the public, through the well-organized publicity of the automobile manufacturers. This is scarcely so true of the pulp and paper industry, in which considerable construction activity is again in evidence throughout the country. There are also numerous new developments in the textile industry, including both new industries and enlargements.

Then, again, the list of branch plants of United States industries is growing rapidly after a period of quiet and we record the names of several which have recently entered the Dominion, or are making plans to do so. Some of these are small but all contain promise of greater things.

### The Franchise in Canada.

**A**N arraignment of the present virtually unrestricted franchise in Canada and a suggestion that this country should consider, in the interests of good government, a restriction of the franchise, are matters brought forward by Professor C. E. W. Dodwell in a recent issue of *The Dalhousie Review*. His views in this connection are well worth consideration.

Maintaining that the efficiency of any governing body as a whole depends on the quality of its constituent units, this writer explains that, if the whole body of the electorate were ignorant and corrupt, its elected representatives could hardly be otherwise. Conversely, if the whole body of the electorate were honest, educated and intelligent, we should have not only ideal government, but a perfect system of government. But, the electorate not being wholly bad or wholly good, its representatives must be the same and, therefore, the better the electorate, the better the representatives. It is this last fact that has been lost sight of or ignored.

Ever since Confederation, it has been the tendency of electoral legislation to extend the franchise to a wider and wider circle, until the lowest strata of the people have been included. Present qualifications do not exclude the illiterate, the ignorant, the destitute or even the criminal and the insane.

"Every thoughtful and patriotic Canadian," declares Mr. Dodwell, "must recognize and admit that it is absolutely deplorable and wrong, nay nothing short of an outrage, that the worst characters in the community, men and women in the lowest stratum of the whole social fabric, should have exactly the same voice in the conduct of the public affairs of the country,—for that is what it amounts to,—as the highest and best and most worthy; that the vote of an illiterate, a pauper and a near-criminal, a depraved and worthless person, should have exactly the same value as that of a professional man, a literary or scientific man of high attainment, a merchant or a manufacturer, or

any eminent leader in commerce, industry and finance."

Mr. Dodwell submits three possible remedies. The first would be the raising of the moral and intellectual status of the electors. This could be achieved by special education, but it would be a slow process. A second and more feasible plan would be the restriction of the franchise and a number of revised qualifications for the Canadian voter are suggested. In this connection it is pointed out that there has never been an educational qualification. In other words, the political emancipation of the people has outstripped their cultural and educational evolution, which is a most pernicious form of putting the cart before the horse. Mr. Dodwell's third panacea is plural voting, under which the elector with higher qualifications would have a louder voice and a more preponderating influence in elections.

It is possibly too much to hope that any of these remedies will be applied—at least in the near future—but Mr. Dodwell is doing good service in bringing the question of the franchise up for consideration.

### Canada's Position as an Exporting Nation.

**W**HAT is Canada's position, relative to other countries, in the matter of export trade? The answer was given in an illuminating way in a recent issue of the *Commercial Intelligence Journal* of the Department of Trade and Commerce. The Journal published a graph showing the trend of trade in the pre-war period, 1905-1913, and in the post-war period, 1919-1922.

In 1905 Canada, with exports of slightly over \$200,000,000, occupied ninth place, being exceeded in order by United Kingdom, United States, Germany, France, Belgium, Italy, Australia and Argentine. By 1913, some changes had occurred. Germany had wrested second place from the United States and the Argentine and Canada had passed Australia, thus making Canada eighth in the list, her exports being \$400,000,000.

By the end of the post-war period, great changes had developed. The United States, with \$7,700,000,000 of exports, was making almost double the showing of the United Kingdom, while Canada was in third position with slightly over \$1,200,000,000 of exports. In 1920, however, France, which stood fifth at the end of the war, forged into third place. In 1921, all countries showed declines, particularly the United States, and in the first quarter of 1922, the United Kingdom resumed its former supremacy. Canada retains fourth place, though closely pressed by Japan.

Germany's exports are not indicated in the post-war period, owing to the extreme depreciation of the mark. Her exports in 1921, though reaching the huge total of 119,000,000,000 marks, represent a purchasing power in Canada of only \$390,000,000 at the current rate of exchange. This valuation would place Germany in ninth place in the list.



### Conditions in the United States.

**I**N its review of conditions in the United States at the end of July, the *Commerce Monthly* of the National Bank of Commerce in New York finds that indications point to a moderate expansion of business during the autumn and winter months. It points out that money is cheap; the crop outlook excellent; stocks of raw materials and manufactured products, with few exceptions, not larger than necessary; commodity prices rising; except for strikes, little idleness; production steadily expanding and as yet little evidence of midsummer dullness.

There are, however, in its view, several qualifying factors. First and foremost is the position of domestic consumers. Many are cautious and disposed to economize. Large sections cannot buy, if prices rise too rapidly. Prices of what farmers buy are still too high in relation to prices of what they have to sell and furthermore they are paying their debts. On these grounds, while there is reason to expect a fair volume of fall business at moderate prices, there is no basis for expecting boom business.

The *Commerce Monthly* also finds as a retarding factor the labor situation, but believes that delay in reaching settlements will only temporarily delay expansion, and will not affect the fundamental causes which for more than a year have been making for better business. The European situation is a third factor which seems likely to limit business expansion.

### The Trend of Canada's Trade.

**A**N examination of Canada's trade returns for the twelve months ended June, as compiled by the External Trade Branch, Dominion Bureau of Statistics, reveals several interesting facts. There is first a noticeable decrease in the value of both imports and exports, the former dropping from \$1,210,216,377 in 1919-1920 to \$731,833,317 in 1921-1922, and the latter from \$1,232,632,099 to \$751,654,994 in the same period. While the decline is heavy, it is satisfactory to observe that the balance of trade remains favorable, standing at \$22,400,000 in 1919-1920; \$28,000,000 in 1920-1921 and \$20,000,000 in 1921-1922.

The effect of reduced prices is a factor that must not be overlooked in making comparisons. For example, Canada exported 145,097,569 bushels of wheat in 1921-1922, an increase of approximately 6,000,000 bushels over 1920-21; yet, in the table of values, exports are marked down from \$617,147,940 to \$182,877,942 or \$134,000,000. Similarly flour shipments showed an increase from 6,689,402 to 7,720,109 barrels, but a decrease in value from \$70,550,876 to \$51,800,902, or nearly \$20,000,000. Exports of bacon and hams were in quantity only about 70,000 cwt. less but in value \$9,000,000 less. The value of butter exports dropped by \$1,300,000, but the quantity only declined from

8,646,699 to 8,096,773 pounds. The value of cheese exports fell \$12,000,000 but the quantity by scarcely 100,000 pounds. Exports of dried codfish increased from 496,043 to 641,742 cwt., but the value by only \$30,000. Canned lobsters were exported to the extent of 74,050 cwt., an increase of 7,000 cwt., but their value dropped nearly \$1,000,000. Such examples might be multiplied, all indicating that values are a poor reflection of the actual quantities of goods being exported or imported.

Another interesting feature is the trend of trade with the various countries of the world. So far as imports are concerned, the United States is still well in the lead, our imports from that country in 1921-22 exceeding \$500,000,000. Great Britain occupies second place with \$116,576,410, France third with \$12,336,854; British West Indies fourth, with \$11,048,653; Cuba fifth, with \$10,231,903 and British East Indies sixth, with \$9,332,580.

In the field of exports, Great Britain has now stepped into first place with \$301,838,559, while the United States, which had a lead of \$200,000,000 in 1920-21, takes second place, with \$295,398,203. This situation is undoubtedly due to the operation of the Fordney Emergency Tariff. Our third best market is now Japan, which took goods to the value of \$16,943,963. Italy comes fourth, with \$12,863,393; Belgium a close fifth, with \$12,298,049 and Australia sixth, with \$12,200,468. With the exception of Japan all countries show decreases for the year.

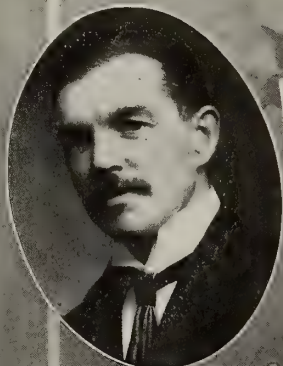
### Trade with the West Indies.

**I**N the debate on the West Indian report at the annual meeting more than one speaker emphasized the point that, in order to sell to the West Indies, we must be prepared to buy from them. So far as some products are concerned, such as sugar, molasses, cocoa and cocoanuts, we seem to be doing fairly well, and one speaker expressed the opinion that Canada could take the entire output of West Indian sugar plantations. But, in the matter of fruit, which is naturally a very important product, nothing is being done apparently to market West Indian bananas, limes and other fruit in Canada. In this regard, the competition of powerful American interests seems to have prevented any direct marketing of fruit between the British West Indies and the Dominion.

The appointment of a committee to make a thorough study of the situation was one outcome of the discussion, and it is to be hoped that some tangible results will follow from the investigation that will be carried out during the next year. While it is true, as was contended by some speakers, that the selling of West Indian products in Canada was primarily a matter for the West Indians themselves, yet Canada, in its role as big brother, should feel itself called upon to facilitate the movement of this traffic.



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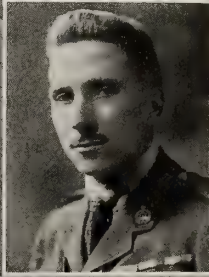
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# Canada's Commercial Intelligence Service\*

## An Explanation of the Way in Which the Service is Organized—Its Methods of Operation and What it is trying to Accomplish for Canada

By C. H. Payne

Secretary, Commercial Intelligence Service, Department of Trade and Commerce

IN these days of trade marks and business slogans, if we in the Department of Trade and Commerce were to adopt a slogan, it would probably be "Service with a purpose," because that is what we are trying to give.

The Commercial Intelligence Service is a part of the Department of Trade and Commerce. The chain of responsibility commences with the Minister, at present Hon. J. A. Robb, a practical business man. It continues through the Deputy Minister, the permanent head of the Department, who has been the father, if I may use the word, but if not the father, at least the guide and mentor of the Commercial Intelligence Service since its inception some 25 years ago. The permanent chief of the Commercial Intelligence Service is the Director, who has come up from the ranks, as it were, having commenced as a Trade Commissioner in South Africa in 1908, has visited in connection with his duties most of the countries of the world, and knows both sides of the game, that is, the Trade Commissioner's and the administrative. Had he been here this morning I feel inclined to believe that, in view of the remarks by Mr. Andrews, Mr. Moffat and others, he would have felt tempted to substitute for my topic an exposition of export trade as he knows it. I shall, however, confine myself strictly to an outline of the Service.

### Two Main Divisions

It should be regarded in so far as organization is concerned as consisting of two divisions—headquarters at Ottawa, and the overseas force now extending to eighteen different countries. The Director is the supervisor and controller of the Service in its entirety, both at home and abroad. The work at Ottawa, or headquarters, divides itself into several distinct branches and with each of these I propose to deal briefly.

The first is the Secretarial branch which really is the clearing house for correspondence regarding trade matters coming into the Department. Examination of the correspondence determines its disposition to the proper officers in order that it may receive the best attention. Expedition is the aim and if at all possible a letter requesting information is replied to on the day it is received.

The ordinary duties of administration of the Service are vested in this Branch.

### Handling Trade Inquiries

The system of dealing with trade inquiries is entrusted to another branch and is most important. The Trade Commissioners in their role of trade scouts by investigation learn of foreign firms who desire to import Canadian goods and furnish these names to the Department. This information in the form of a numbered trade inquiry is published in the *Commercial Intelligence Journal* and is also supplied to the C.M.A. both at Toronto and in your district boards of trade and chambers of commerce. Anyone interested in this enquiry, be it for boots and shoes, flour, or manufactured goods, may obtain the name and address of the foreign firm on application to the Department or through the organizations just referred to. Last year, that is for the twelve months ending June 1st, 1922, we supplied 3,170 trade enquiries. Many more were published but this is the number of requests received from Canadian exporters who wished to go after the business. Until recently no effort was made to trace these up as to results, but within the past year since the Service has been re-organized, we are endeavoring to regard each trade enquiry as a business prospect. The Canadian merchant who is furnished with a name of a foreign firm is asked to send us a copy of his letter to that firm and also to advise us later if business results. The Trade Commissioner is also advised that the name has been given to a Canadian firm and he in his turn follows it up abroad with the same object. Within a year we should, therefore, have a fairly accurate estimate of what business our Trade Commissioners have been able to initiate.

### Commercial Intelligence Journal

The publication of the *Commercial Intelligence Journal* is one of the main features of our activities. It is issued weekly and is sent gratis to bona fide manufacturers and exporters. Its circulation is now over 8,000. Without undue boasting, we contend that the *Journal* measures up to any similar publication in the world to-day. It is not as large as some others, but it is accurate and wholly concerned with Canadian export trade. By constant revision and the elimination of any matter which might clog its use-

fulness, we are trying to give timely first hand information that will be serviceable and welcome to Canadian manufacturers.

In view of the criticism sometimes heard that the *Journal* contains so much matter that it is impossible to read it through each week, may I offer just a hint on how to use this publication. It is obvious that all the information published will not be of interest to a manufacturer engaged in exporting one or two lines of goods, but a moment's perusal of the index on the inner page will enable him to identify what will be useful to him and what will not.

### Tariff Investigation

I am not a tariff expert and might hesitate, therefore, to make a pronounced assertion as to the efficiency of our Tariff Branch, were it not that seeing Mr. Bristol in front of me recalls the receipt of a letter from him not long ago in which he complimented the Chief of that Branch on what he described as a most excellent piece of work. The investigations which that Branch is called upon to undertake are wide-ranging and varied, involving such vexed questions as documentation, preferences, most favored nation treatment and so on. We have every reason to believe that the painstaking work of the officers in that Branch are fully appreciated by those who have occasion to ask their assistance.

### Moving Pictures

A few years ago the Department established a Bureau of Exhibits and Publicity, whose chief function is the preparation and distribution of moving pictures. They are being extensively used to advertise Canada abroad. A memorandum I have here on the work done during the past year shows that there was one release of "Seeing Canada" films every week through Canadian theatres. Films were also supplied to the Pathescope Company of Canada, Ltd., in connection with their service to churches and schools. There were 37 subjects in circulation in the United Kingdom and in a lecture tour there by Capt. J. M. State, representing the Canadian National and Grand Trunk systems, Departmental films were used. This tour was also extended to the United States. We have theatrical distribution in the United States and distribution by agency in France, Belgium, Switzerland, Australia, New Zealand, China, Japan,

\*An address delivered by Mr. Payne at the annual General Meeting of the Canadian Manufacturers' Association, St. Andrews, N. B., June 21, 1922. Accompanying photographs are supplied through the courtesy of the Commercial Intelligence Service.



India, Singapore, Jamaica and Brazil. Still photographs are made with every subject and are constantly used in the newspapers and magazines throughout Canada, the United States, Australia and India. The following is an excerpt from the Motion Picture News of New York in May, of this year, which indicates the value of this service:—

"Canada, to advertise herself abroad and thrust her opportunity upon the world's eye, has tried all known methods of publicity. The motion picture has disclosed itself an instrument of propaganda more powerful and more successful than all. Emerging from the post-war period with new aspirations and fresh energy, Canada is making a strong bid for development and expansion in the next decade, and from all indications the moving picture is going to play no insignificant part in paving the way for this."

Then we have a library which contains the year books and similar publications of most foreign countries, together with an excellent collection of reference works readily available not only to the officers of the Department but to the inquirer.

#### "Special Work" Branch

The most interesting branch, although actually there is no assigned staff to it, is undoubtedly that of special work. We have just issued a book entitled "Canada as a Field for British Branch Industries" in an endeavor to interest British manufacturers in the establishment of branch factories in the Dominion. As a text book, within its limits, it is just about the best in existence to-day dealing with Canadian industrial conditions and resources. Its circulation is for Great Britain and through Members of the Imperial Parliament, the press, Chambers of Commerce and other bodies in the United Kingdom, it is being distributed in the hope of arousing interest in the facilities for industrial plants which Canada so abundantly affords. The results are only now commencing to be apparent. So far, some 17 large British companies are considering the object of establishing branches here and representatives of some of these firms are now either on their way or even in Canada with a view to looking over the ground.

#### Compilation of Directories

Under the same heading might be included the compilation of a Directory of exporters, and also a Directory of foreign Importers. At one time we issued a directory very much in the form of the Canadian Trade Index published by the C.M.A., listing our Canadian exporters and also attempted something similar for foreign importers. But it was impossible to keep it up to date. Accordingly we are substituting a card index system which will contain the names of all exporters in Canada listed according to commodities.

Without a tremendous amount of work, it is impossible to furnish a complete list of exporters, but anyone who requires it can be supplied with an accurate list, as we know them, of exporters of any commodity or commodities. In the same way the Trade Commissioners are compiling a card index of the importers in their several fields who are interested in Canadian products. A duplicate is sent to the Department and Canadian exporters who desire the names of foreign importers can be furnished with lists according to commodities either by the Department or by the Trade Commissioner.

#### Some Recent Reports

A number of special reports were issued during the past year. Probably most of you have seen them. They were published first in serial form in the Commercial Intelligence Journal and later reprinted in pamphlet. These included the Director's report on "The Indian Empire as a Market for Canadian Products," and others by our Trade Commissioners on the markets of Mexico, Jamaica, Panama and Central American Republics, West Africa, Switzerland, and Scandinavian countries. Special reports were also compiled by each Trade Commissioner on certain commodities such as footwear, flour, wallpaper, etc., in all countries in which the Service is represented.

We are just about to issue a Canadian Trade Routes Map. There are many such maps in existence, but as they were made in England, the United States or some other country, they show the trade routes and distances as leading from those countries. For the past two or three months we have been working with the Natural Resources Branch of the Department of the Interior on the preparation of this map which will show the routes and sailing distances from Canada to every foreign country.

#### Training of Juniors

The training of Junior Trade Commissioners cannot be identified with any particular branch in that during their preliminary period of duty they pass through every phase of the work at Ottawa. The method of selecting and appointing Trade Commissioners has been subject to radical changes in the last few years. Through the Civil Service Commission by competitive examination young men are secured for training, first as Junior Trade Commissioners, ultimately going abroad as Trade Commissioners. The qualifications laid down at present are a University education or its equivalent and three years business experience, although in the case of a candidate who has had overseas service, not so much stress is laid on business experience. It is contended that he was acquiring experience of a different kind

which certainly entitles him to equal consideration. In fact, owing to the preference by law given to returned men, those candidates without overseas service are practically precluded from appointment. The training period at Ottawa is one year at least and usually more. Six months of that time are devoted to routine work in which the Junior Trade Commissioner spends from six weeks to two months in every branch of the Department. For example, he works six weeks with the editor of the Commercial Intelligence Journal where from watching the editing he learns what and why information is required from Trade Commissioners and is thus trained in preparing reports. In the same way he passes through the Tariff and Trade Enquiries branches and acquires a thorough and wide-spread knowledge of Canadian business firms. It is surprising the working knowledge that a Junior acquires in a few months of Canadian firms and their capabilities.

#### A Trip Through Canada

After six months he enters upon more advanced training and is sent out all through the Dominion. Within the past year eight Juniors have completed their courses by travelling from Halifax to Vancouver. During that time through the Canadian Manufacturers Association at Toronto and at other points, through Boards of Trade and Chambers of Commerce to whom we wrote in advance, they have met all the leading exporters. They talked over with the representatives of these firms what they were doing and what they were prepared to do in export trade and learned of difficulties encountered. Perhaps from knowledge acquired in the Department they were able to advise or suggest changes of method but if not notes were taken and when they arrived at their new posts, they were prepared to take up these difficulties in the field. The result is that when a Junior Trade Commissioner goes abroad, he ought to have, and I think I can fairly say he has, a very sound working knowledge of the aims of the Service, and of the firms in Canada now in or about to enter foreign markets, particularly in his own district. As soon as his boat arrives, as it were, he is prepared to take up his duties without further instruction.

#### Overseas Organization

Now I come to our overseas organization. If the Junior Trade Commissioner is the recruit for overseas service, then the Assistant Trade Commissioner, which is his title when first assigned to foreign duty, is to be considered as the recruit doing his "intensive training," in army parlance, at the re-inforcing depot. His period of training there is not fixed; it may be a year or two or three years, depending on the exigencies of the Service,



but the point is that the Assistant Trade Commissioner when he is promoted to a new post as a Trade Commissioner is a trained officer in a position to take up the work at once.

When dealing with the work of our Trade Commissioners, I find myself confronted with the difficulty of either saying too much or too little. There appear to be two classes of business men in Canada, according to our viewpoint. The first comprises those who know the Commercial Intelligence Service overseas, what it can do, how to use it and who do use it. I have been surprised in talking with business men, particularly during the West Indian tour, to find members of our party who knew almost as much about the personnel of the Ser-

vice the Enlarged Commercial Intelligence Service. Under an arrangement made by the Minister of Trade and Commerce with the Secretary of State for the Colonies last year, the services of British Commercial Diplomatic Officers, as well as those of British Consuls, are available to Canadian firms in the matter of furnishing information as to the possibilities of selling Canadian goods in their respective countries. The arrangement applies to all countries in which Canada is not represented by our own Trade Commissioners.

What I have said is exceedingly sketchy and hardly satisfactory but I hope it may give you some idea of the lines along which we are working. You may have some natural curiosity as to the co-opera-

cure reports of Canadian firms for our exporters' directory, our first duty is to write to the C.M.A. in Toronto and to the Secretaries of the different divisions notifying them that the Junior Trade Commissioner, who is to go to the Argentine or South Africa or Mexico, will be in this City on such a date and asking to have exporters who are likely to be interested notified, in order that they may meet our officer. It is an invaluable service to us because in that way our Juniors meet the firms actually engaged in expert business. The C. M. A. give us the courtesy of using their office, so that our Official may either have the use of the office or go to the factory whichever the exporter prefers.

The same assistance is given in the case of Trade Commissioners; our policy being to recall the Trade Commissioner at the end of every three years for about three months. Mr. J. Forsythe Smith of Liverpool, who is a fruit expert, is at present in British Columbia and is working his way back through Ontario. In August we will have Major Gordon Johnson of Glasgow and Dr. Ross of China, and the C.M.A. will have a very large part in determining their tour, to the extent that they will ascertain beforehand what firms are interested and will get the exporters in line to meet our Trade Commissioners.

### The Same Objects

Reading an advertisement in connection with this Canadian Manufacturers Convention, the following paragraph caught my attention and I have noted it down: "The objects of the Association shall be to promote Canadian industries, to further the interests of Canadian Manufacturers and exporters and to render such service and assistance to the members of the Association and manufacturers and exporters generally as the Association shall from time to time deem advisable." If you enquire as to the method or the way in which the Department of Trade and Commerce co-operates with the C.M.A., or the C.M.A. co-operates with the Department of Trade and Commerce, you have only to take that paragraph, substitute for the word "Association" the words "Department of Trade and Commerce" and you have the answer; but with one other suggestion: the words "from time to time," should be "all the time," if applied to the Commercial Intelligence service. But there you have it—our purposes absolutely identical. In other words, we are Allies and are working hand in hand.

Personally, and speaking for the officers of the Department, I can testify to the courtesy, and valuable assistance we have received from the Canadian Manufacturers Association. If we are doing good work due credit in part must be given to the C. M. A., particularly its head offices, in Toronto.



HEADQUARTERS STAFF of the COMMERCIAL INTELLIGENCE SERVICE  
AND OFFICERS IN TRAINING.

Seated from left to right, C. H. Payne, Secretary; H. R. Poussette, Director; F. C. T. O'Hara, Deputy Minister; D. S. Douglas, Editor, "Commercial Intelligence Journal"; Wm. Gilchrist, Chief Tariffs Division. Standing, left to right, C. M. Croft, Junior Trade Commissioner; F. H. Palmer, Assistant Trade Commissioner, New York; G. A. R. Emery, Assistant Trade Commissioner, Shanghai; P. W. Cook, Assistant Trade Commissioner, Buenos Aires; D. S. Cole, Assistant Trade Commissioner, London; R. S. O'Meara, A. F. MacEachern and Col. L. M. Cosgrave, Junior Trade Commissioners.

vice as I did myself. They were using the Service and vouched for its efficiency. The other class are those who know nothing about the Service, or if they do, never have occasion to use it until they get into some difficulty over a foreign business transaction and then ask the Department to pull them out of the hole. If a manufacturer contemplates entering upon export trade for the first time, his first step should be to consult the Department of Trade and Commerce or a Trade Commissioner in order to have an initial survey made of that market. If he will send catalogues, price lists and full information, the Trade Commissioner will make a survey of that field and let him know exactly what competition he will have to meet, what the chances are, and if a decision is reached, will recommend reliable agents and render every reasonable assistance.

In addition to the Trade Commissioners, might be mentioned what we term

tion between the Department of Trade and Commerce and the Canadian Manufacturers Association. There are several points of contact. The first is that our Trade Enquiries are supplied to the C.M.A., published in *Industrial Canada*, and the names of the firms from whom the enquiries emanated are supplied direct to Canadian firms who request them, which is a valuable service on the part of your Association.

Also from time to time, we receive requests for the names of Canadian firms exporting certain commodities whose names may not appear in our Exporters' Directory. We therefore write to the C.M.A., who from personal knowledge are able to give us such names. But the most valuable assistance rendered to us by the C.M.A. is in connection with the training of our Junior Trade Commissioners and the visits of our Trade Commissioners through Canada. When a junior is being sent out on his tour to interview and se-



# The Natural Resources of Northern and Central British Columbia \*

By Hon. A. M. Manson

Attorney-General of British Columbia.

I should say to-night, I asked myself, "Why are you?" and the answer came that in all probability you were like other associations—a group of individuals bound together for the purpose of furthering some interest. Your members, like the members of other associations, I take it, differ in the views they hold as to the interest your Association promotes. Some are members, and I trust only a few, with the narrow view of furthering only the interest of their own particular pocket. They cannot see beyond the walls of their own business and they are constantly absorbed in applying their minds to the purely selfish end. Other members have the bigger, broader and more Canadian view and regard their leadership of industry as a privilege of serving in a big, broad way the community in which the industry is established and the province and the country to which they belong. The profit they make that looms large in their eye is the reward they get by the bettering of industrial conditions and the building up of industrial wealth. They regard the Manufacturers' Association as a meeting place for the industrial leaders of thought to exchange among themselves business ideas of the bigger kind which will result in the improvement of conditions along the lines I have suggested. Between the two extremes there is of course—the middle mind—and it is by no means a disgrace to be among the middle minds because after all it is only the few that achieve real greatness. It is for the rest of us to travel a less distinguished course with our faces always towards the bigger and the better things.

## The Provincial Market

It occurs to me that one of the things that must arise in the course of your discussions is the possibility of greater production, but greater production is probably unnecessary unless you have a greater market. The greater market can have its origin extra-provincially or intra-provincially. With the extra-provincial market I do not propose to deal, but as one who has spent the last fourteen years in the newer northern and central portion of this province I may be permitted to speak to you for a few moments with regard to the possibilities there.

I have repeatedly said, and I say again, that one of the great difficulties in this Province is that it is so big. When one realizes that it is as big as England, Scotland, Wales, Ireland, Holland, Denmark, and Belgium all combined, one realizes how difficult it is for a citizen of the province to really know the possibilities that are within its borders. And it has been very true in the past that the people of Southern British Columbia have not begun to appreciate the possibilities and the resources of Central and Northern British Columbia. The same may be true perhaps of the people of the North, but the indictment will not lie against them in so great a degree.

If you want markets in British Columbia for your manufactured products then you want increased population, and I think we can, without hesitation, be agreed that the population we want is a population engaged in the development of our raw resources.

Not more artisans and mechanics,—not more unskilled laborers rolling up in our cities that are now far over populated, but an increased population engaged in agriculture and in the development of our forests, timber and pulp, our mines and our fisheries.

## British Columbia's Agriculture

It has been said before and I have never heard it denied, that agriculture is the backbone of nearly every country. British Columbia has been referred to as a sea of mountains even by her own people—glorious in its scenery. But we cannot live on scenery and perhaps it is not known to some of you gathered round this board that even in British Columbia there are places where you can stand without being able to see a mountain. Such a place is Vanderhoof, on the great central plateau and on the line of the Grand Trunk Pacific Railway. True, on a clear day you can see a peak or two in the distance, but the fact is that right in the heart of our province is a magnificent plateau of the most fertile soil, covered with poplar and spruce and capable of maintaining an agricultural population of very many thousands, indeed—with a climate that is equable, neither extremely hot in summer nor extremely cold in winter. And all those vast acres of the Bulkley Valley, of the Lakes Country and of the Nechaco Valley are waiting for is the hand of the pioneer to clear the land and bring it under his plow. In the Peace River Country, agricultural possibilities are tremendous; it is a splendid wheat-growing country producing magnificent wheat in great quantities, that is finding its way right to the very port of Vancouver.

What an opportunity there is for your Association to stand solidly behind the agricultural industry in this Province, for the sake of that industry, for the sake of the Province and for the sake of the consuming population that will require manufactured products running into very large sums indeed! And, too, some of your members I know have been active in the "Made in B. C." campaign, and yet from day to day you will find on your own table, in your own homes, the greater portion of your bill-of-fare made up of products from other provinces and from other countries. We import in this province annually many millions of dollars' worth of dairy products alone. That should not be. This is an agricultural province, capable of producing not only all that we at home can possibly require, but capable of exporting as many million dollars' worth of agricultural products as we are now importing from outside the province. There is a legitimate field for the Manufacturers' Association to throw its whole weight and influence behind the work of the Government or the work of any body that will build up in British Columbia and in its newer parts particularly an agricultural population.

## A Great Mineral Country

But that is not all. Along the line and north of that magnificent railroad, the Grand Trunk Pacific, with its splendid curvature and its 4-10% grade, there is a mineral country second to no part of British Columbia. I put it mildly if I say second to no part of British Columbia because although I am not a mining engineer and cannot perhaps speak with the accuracy that I would like to speak, I think I am safe in saying that in saying that the future will prove that in Central and Northern

B.C., probably three four-fourths of the mineral wealth of the whole Province.

I point out too, the magnificent Premier Mine which last year produced over 1,175,000 ounces of silver and 40,000 ounces of gold and this year will probably treble this output; and to the splendid mineral area at Alice Arm; or to the Granby property at Anyox, one of the great producing centres of copper mining in the Dominion, producing last year thirty-four million pounds of copper, or eighty-nine per cent of the total copper output of the Province; or to the very promising country of the Babines and Hazelton; or to the new mineral riches that have been found in recent years in the Country West of Ootsa Lake, between there and the Coast; or to the old placer properties of the Omineca and the new ones of the Cariboo.

At the head waters of the Telkwa we have a magnificent coal field upon which very large sums have been spent in improving. All along the line of the G. T. P. are coal outcroppings at Fort Fraser, Telkwa and Hazelton. North of Hazelton you have the Ground Hog coal area, from engineers' reports an anthracite of very fine quality and there in very substantial quantity. In the Copper River Valley too, there are vast deposits of coal and right contiguous to it vast deposits of iron. We have talked the development of the steel industry in this Province for years past, thinking perhaps only of the south. The possibilities are there in quite as great a degree even in the north. And then there is oil,—prospects of oil at Terrace, prospects at Burns Lake. Prospects:—yet we hope the prospects will materialize. And in the Peace River Country there is more than a prospect; there is a promise of oil.

## Water Power of North

Without indulging in extravagance I think I can safely say that there is room for a mining population of many thousands to engage in legitimate mineral development in Northern and Central B.C. On the northern coast and along the line of that same railway there are vast areas of the very finest of pulp timber waiting only for capital to turn it to account. There are water powers as magnificent as any man could ask for. Have you seen in your travels as members of the Board of Trade, the water power at Moricetown, or the power at the Nechako at several different points? Our whole North Country is full of water power that would suffice to develop electricity sufficient for the needs of many millions. We are doing our utmost now to secure the establishment of a pulp industry at Fort George. There is room for another on the River; for another at Hazelton; for another at Prince Rupert. There is room for easily a dozen pulp mills in that north country. I suggest to you that as manufacturers you should make it your business to carry on a propaganda to induce capital to take hold of this raw asset.

You in the south boast of your magnificent fir. We in the north boast of our magnificent spruce—just as beautiful spruce trees and just as large as your fir. From the Queen Charlotte Islands came the spruce that made our aeroplanes, not only here, but in the Mother Lan. It is magnificent timber finding a readier demand as its splendid quality comes to be known all over the world.

\*From an address delivered at the Annual Meeting of the British Columbia Division C. M. A.



On the Queen Charlotte Islands and along the G. T. P. there were not long ago some twenty or thirty mills in operation. Freight rates closed them. We are not discussing freight rates to-night, but let me say to you that if justice is done to British Columbia and to the producing mill men the most of these twenty mills and more will be operating again, and that ere long.

On the Coast, what do we find? The biggest halibut port of the world, at the city of Prince Rupert. If my memory serves me rightly, last year there was handled at the port of Prince Rupert somewhat over 22 million pounds of halibut. This year the figures will be larger still. You have in the Skeena River and along the North Coast the remaining salmon industry of B.C., an industry which as British Columbians we should do our utmost to conserve for ourselves and for our children.

### A Magnificent Empire

You have a magnificent Empire in B.C. north of a line drawn east from Bella Coola to the Alberta boundary, capable in the development of its natural resources of sustaining a population of several million. At Prince Rupert you have one of the three great ports of the world—a harbor that will take care of the greatest fleets, easy of access and two days nearer to that great market of Canada, the Orient, than is the port of Vancouver. Is it not worth while, Mr. President, that you business men of B.C., mostly from the south, should cast your eyes to the north and to the central portion and take stock of the wonderful heritage that is yours in British Columbia?

May I pass from this to another thought that comes to me as to the attitude of mind with which we should meet our problems. We are all citizens of B.C., our interest as British Columbians and as Canadians is surely the development of our province in a big, broad way,—in such a way that the conditions of living will be of the very best. We are facing perplexing problems. We are facing a burden of debt. We are facing a problem of acute unemployment. Nothing will save us but grim courage and determination, not only to go forward, but to go forward in a spirit of co-operation, each for all and all for each. Unemployment is acute. It grieves every right thinking man to feel that some of his fellow citizens, particularly the women and children, are face to face with insufficiency of food. I cannot believe that if every employer of labor and the Government face fairly up to this problem that the situation cannot be solved. I realize that there are those in our midst who are not only unemployed, but unemployable, but if they do not belong to the latter class and are unemployed, cannot we make it our business to find employment for them?

We have in this Province a large Oriental population. I am told that Orientals are employed in some of the industries in this province at a wage of \$1.18 per day. I have no hesitation in saying that there is something wrong if such be true. No white British Columbian should engage an Oriental at a wage like that if he can possibly obtain white labour. We in British Columbia do not want Orientals. We cannot assimilate them with our population. The crime is that we ever got them here. We want to be rid of them just as soon as we possibly can be. If our manufacturers and our employers will join with us as a Government and with the federal authorities, we shall find ways and means of getting the Oriental from out of our boundaries and of making this a truly white province. There must be sympathy and patience on the part of the employer. I know that our white help is not always competent, but surely we can find sufficient white help that is competent to fill our labour ranks

and where we find that which is incompetent, cannot we mark the men so that they will be shamed to the point of work, and if they are beyond that stage, so that they will make themselves a target for harsher dealing?

I think perhaps the day of keen political partisanship is pretty well done. I still believe in the party system of Government rather as a means to an end than perhaps as a necessity in itself. The party system worked on a reasonable and sane basis is the best system of all under our British practice. Let us then take one side or the other. Let us take an interest in public affairs and whatever side our interests may be on let us never hesitate to stand for that which is decent and that which is right and that which is clean.

### Courage and Determination

As I said at the outset, a magnificent heritage is ours in this Province. Our population for the present is not large, but the natural resources that have been given us are simply tremendous and if we, as citizens, would pick ourselves up from the narrow groove of our own particular business and would look over and get without the high board fences of our industries so that we could see the whole Province and if all of our people will unite in a real whole-souled effort to make progress along proper lines, along moral lines, along business lines we will accomplish in a very few years tremendous things—things more tremendous than perhaps many of you dream of, but things that from what I have seen I am quite convinced can be accomplished.

### An Appreciation

Charlottetown Guardian

The May issue of **INDUSTRIAL CANADA**, the official organ of the Canadian Manufacturers' Association, is the first of a series of three issues devoted to the Maritime Provinces. The present issue, a volume of about 150 pages, is an excellent number and contains a wealth of information about the industrial life and possibilities of the provinces by the sea. All the articles, both editorial and contributed, are well written, informative and very interesting not only to those actively engaged in manufacturing but to the general reader who wishes to obtain first-hand information about the possibilities of Canada.

Mr. President, again I say Courage, Determination and Persistency will overcome all our difficulties and establish prosperity throughout the length and breadth of this fair Province.

### Co-operation at Port Sunlight

An outline of the methods of dealing with employees which are in vogue in Lever Bros. works at Port Sunlight, England, was recently given to this Department by a representative of that company. The main points were as follows:

1. No man discharged without personal knowledge of, and interview with the manager.
2. Shop committee elected by men as intermediary between men and management—purely consultative, not legislative, in character.
3. Paternalism absolutely avoided; employees obliged to manage their own welfare and other schemes.

## Some Comments on the West Indian Trip

By H. Vincent Greene

Hiram Walker & Sons, Limited

**T**HE chief products of the British West Indies are sugar, cocoa, coconuts, bananas, oranges, grape fruit and limes, and it is owing to more favorable tariffs between Cuba, Porto Rico, Danish West Indies and the United States, that the British islands are handicapped and are looking to us, and in a great measure depending on us, for a market for their surplus products.

In all the sugar producing islands the outstanding complaint was with respect to Canada's retention of the Dutch standard, in face of its abolition in practically every other country, and its militating against the sale of unrefined white crystal. Were this abolished it is claimed that a cause of much friction and dissatisfaction would be removed, and, I believe, our general trade would be greatly stimulated.

A minor complaint was that our cocoa manufacturers do not buy from the Islands but purchase through New York commission houses, where the identity of their superior grade is lost.

The growers of limes suffer owing to competition with lemons, which they do not produce, and contend that limes are superior, and that we should substitute them for lemons. In the meantime, many lime estates are practically abandoned for want of a market.

The question of direct importation of citrus fruits, bananas, etc., was also referred to, but as these require refrigeration in transport, it was admitted that until we had ships with cold storage we could not successfully compete with the perfected system of marketing by the United Fruit Company.

On the other hand, much appreciation was expressed at Canada's generous annual subsidy to the Royal Mail Steam Packet Company, which supplies a slow fortnightly freight and passenger service, but it struck me as an anomaly that our Canadian Government Mercantile Marine was in competition with that line, and that ours, as I heard in several places, was further handicapped, as to passenger service, by the non-sale of wines, etc., which the R. M. S. P. was able to provide to its patrons.

If our merchants and manufacturers desire to trade with the British West Indies they must go after it, and the business awaits them, for the British West Indies are anxious to confine their trade "under the flag." A more hospitable people, in my opinion, do not exist than the kindly inhabitants of those favoured Islands, and I was deeply impressed with their loyalty to British institutions, but mailing letters and price lists will not produce orders.

With reference to those merchants and manufacturers already doing business there, several complaints were made as to faulty documentation, and that bills of lading, etc. should either accompany or precede the shipment.

It was a matter of pride to find our Canadian Banks doing business in practically all the Islands, and they are ready and very willing to supply reliable information regarding the status of merchants, and as to credits, etc. upon application.

It might be better for our government to reduce the subsidy to the R. M. S. P. Company, and apply the difference towards the establishment in Canada of a West Indian Commercial Agency. I am convinced that such action would strongly appeal to the West Indians, and with no loss to Canada, greatly increase our trade with them.



# Taxing Business in Province of Ontario

By H. Macdonald

Legal Secretary, Canadian Manufacturers Association

IN 1904, the Ontario Legislature passed the Assessment Act granting to municipalities power to impose what are commonly known as "Business Assessment" and "Income Taxes." Under that Act, persons paying business assessment, with certain exceptions, were not assessable for the income or profits earned or made in the business, for which the business assessment was paid, and dividends received from mercantile and manufacturing corporations paying business assessment were not assessable or taxable. This placed the shareholders in mercantile and manufacturing corporations on the same basis as manufacturers and merchants who were carrying on businesses that were not incorporated. It also encouraged the public to invest their monies in Ontario industries. This arrangement continued without complaint until 1920, when the Legislature, in spite of well-timed warning, abolished those exemptions which the shareholders had enjoyed since 1904.

In the 1922 session of the Ontario Legislature a bill was introduced on the recommendation of the Assessors' League of the Province which made many radical changes in the Assessment Act, and which provided that in the case of manufacturing and mercantile corporations, the corporation will first pay the business tax, then pay an income tax on that amount of this income earned during the year which is greater than its business assessment, and thereafter the profits of the company, which are distributed to the shareholders in the form of dividends, will also become assessable and taxed. In other words, the shareholders of manufacturing and mercantile corporations are to be subjected to three different levies, while the manufacturer or merchant who is not incorporated is only to be subjected to two. This is an obvious injustice.

## Bill Introduced

Accordingly, our Legal Department introduced a bill in the Legislature, aimed to restore to the Assessment Act the exemption which shareholders of manufacturing companies had always enjoyed prior to 1920. It would have placed the shareholders of manufacturing and mercantile companies in the same position as manufacturers and merchants themselves are, and would have gone a long way to remedy the present injustice.

The assessors' amending bill, which was accepted by the Municipal Committee of the Legislature, clearly operates unfairly towards the shareholders of corporations. This fact can be immediately appreciated when the position of a retail merchant is considered. He pays a business assessment on 60 per cent. of the value of the premises he occupies. His profits up to that amount are exempt from municipal income tax.

## Retail Business

In the case of a joint stock company, however, carrying on a retail business, it pays the business assessment and besides, the shareholders are subject to income taxes. In other words, the retail merchant, if not incorporated, is exempt from income taxes on the profits of his business up to the amount of his business assessment, while the shareholders of the joint stock company carrying on a retail business have no exemption whatever.

Our proposed amendment would have remedied this injustice. Our bill did not apply to the dividends received from big

corporations such as railways, banks, trusts or loan companies, insurance companies, telegraph or express companies. It should be understood that under the assessors' bill, for the first time, every person, partnership, and corporation carrying on any business whatever in the Province of Ontario hereafter pays in addition to its business tax an income tax on the amount by which the income exceeds the business assessment.

Meantime, no apparent attempt had been made, by the municipalities or by the Legislature, to estimate how many millions of dollars the present assessors' bills would bring to the coffers of the various municipalities in the province. No efforts have been made by a committee to ascertain what effect this new bill will have on business conditions in the province. When the bill came before the Municipal Committee of the Legislature, the City Assessor of Toronto appeared before the Committee, surrounded by assessors from the neighbouring municipalities and backed

up by telegrams from assessors all over the province, and without granting any hearing to the long-suffering public, the bill was reported.

Up to two years ago, the municipalities were able to finance their undertakings without the assistance of any new forms of taxes. If municipalities grow in size, it is natural that the growth should provide a corresponding increase in the assessment so as to provide the necessary funds for the increased municipal service. The municipalities of Ontario since the outbreak of the war, have not grown to any considerable extent. The assessments, however, have increased by the millions during the period of high costs. This probably could not be avoided, but now when costs are declining, municipalities should begin a reduction of taxation instead of formulating new forms of overlapping and class taxation. Since two years ago, when the municipalities were given the right of assessing dividends, upon mercantile and manufacturing corporations, not a single municipality in the province, so far as appears has reduced its tax rate or lowered its general assessment. Yet this additional taxation brought in several millions of dollars to the municipal collectors of taxes,—surely a tragic commentary on our municipal administration.

# Accident Prevention in British Columbia\*

By Hugh B. Gilmour

Member of the B.C. Workmen's Compensation Board

INDUSTRIAL accidents are serious. An investigation of their causes and results makes an engrossing study for the thoughtful person. Students of the subject divide themselves into two more or less distinct groups,—those who consider accidents must inevitably happen, like death; and those others who are convinced that by the application of the theory and practice of accident prevention the number of accidents can be reduced to a minimum, very nearly approaching the vanishing point.

Students are more or less on common ground in their agreement that the immediate, ever present and predominating cause of practically all accidents is the failure of the human element in industry. As to the effectiveness of attempts to overcome that failure there is wide variance of opinion among those even most directly interested in the accident problem.

The human element embraces every industrial official from the president to the junior apprentice. Its failure may result in loss of life or limb to the victim of the accident, intense and prolonged suffering and mental anguish, decrease in earning capacity, a falling off in income, a possible outlay in care and attention, and privation for himself and dependents. And in a lesser way the employer is the financial loser when an accident occurs. Those workmen immediately about the victim are thrown into disorder, operations are temporarily suspended, the morale is lowered, readjustment of work is necessary to take the victim's place, a new man must be initiated to the work, resulting in a curtailment in production, while the employer pays his contribution to go toward a fund for payment of wage-loss to the injured workman. The employer and

injured workman are frequently the victim of the carelessness of someone who himself escapes both physical or financial hardship.

Accident prevention is desirable both from the employer's and the worker's viewpoint, because accidents are costly.

Employers in British Columbia have their workmen insured against industrial accidents. They pay assessments periodically to the Workmen's Compensation Board for this protection. These assessments vary according to the cost of accidents in the industry in which they are engaged. Yet the cost is still considerable and the only way to reduce that assessment cost to the employer is to reduce the number of accidents.

## Can be Prevented

It is admitted that only about twenty per cent of industrial accidents can be prevented by mechanical devices, and another fifty per cent can be avoided by the employers and the employees taking sufficient interest in accident prevention. There has been many a man killed, and his wife and family left to fight their way in the world without a father's assistance, as a result of an accident that could have been prevented by the expense of a few cents or a little care.

An example of a dangerous accident-producing implement about an industrial machine is the projecting set screw. Numerous workmen are killed or injured every year in North America by set screws, and there should now be no excuse for set screw accidents. When manufacturers are making machinery it would not cost them any more to use safety collars and headless set screws or have the set screws properly guarded on all revolving parts. And when a company is erecting machinery the workman, too, should take as much interest as his employer, and not put in a set screw unprotected. Very often the workman is to blame when on a repair job by using an old bolt or long set screw instead of securing one of proper length, and a fellow workman is liable to be wound up and either severely injured or killed.

\*This is the first of a series of articles which Mr. Gilmour has promised to write for Industrial Canada. In later articles Mr. Gilmour will deal with different phases of practical accident prevention work, for the adoption of which the B. C. Workmen's Compensation Board has been responsible.



Another dangerous piece of machinery is a coupling. There are safety couplers made and all couplers should be of the safety type, and the bolts should not project past the flange. Any old style coupler in an industrial plant should be encased before some innocent fellow is wound up by it.

Countless numbers of workmen have been whirled to their deaths through having their clothing come in contact with revolving shafts.

All shafting within six feet six inches from the floor or platform should be guarded, and all vertical and transmission shafting should be encased to the height of at least six feet.

Not until the human element is inculcated with the proper sense of responsibility for those about him in his industrial plant, will safe-guarding of machinery and safe methods of operating a plant show what accident prevention is really capable of performing.

### Parcel Post to Italy Has Been Inaugurated

For some time there has been no direct parcel post service to Italy but official announcement has been made by the Post Office Department that a direct exchange of parcels by post has been arranged between Canada and Italy. This will be in addition to the existing parcel post routes via England and via France.

Direct parcel mails from Canada will be made up at Montreal, during the summer and will be despatched by Canadian Pacific-Navigazione Generale Italiana steamers sailing direct to Italy. The rates of postage on parcels posted in Canada for transmission by this route will be as follows:—

1 lb.....	37c.	7 lb.....	\$1.03
2 lb.....	48c.	8 lb.....	1.14
3 lb.....	59c.	9 lb.....	1.25
4 lb.....	70c.	10 lb.....	1.36
5 lb.....	81c.	11 lb.....	1.47
6 lb.....	92c.		

The regulations as to packing, customs declarations, prohibited articles, etc., will be the same as for parcels for Italy sent via France.

While the charges for the conveyance of parcels by the direct service are lower than for the service via England or via France, the direct service is less frequent, and the choice of the route should be left to the sender. Persons wishing to forward parcels by the direct route should bear this in mind.

The first despatch from Canada was made by the Canadian Pacific-Navigazione Generale Italiana S. S. "Montreal", sailing from Montreal on May 6th.

### Hours of Work in France and Germany

The French Chamber of Commerce has recently made strong representations to the Government to the effect that the 8-hour day law which was introduced in certain industries in 1919 should be abrogated. The position taken is that this law was introduced for political reasons whereas the question is essentially an economic one and the economic conditions require the removal of so great a handicap upon industry.

In Germany manufacturers are reported to be giving increased attention to questions of production and suggestions for increases in the hours of work are receiving more and more support even in labour quarters.

### Appointed Purchasing Agents for Trinidad

Hill and Company (Export and Imports) Limited, Toronto, announce that they have been appointed purchasing agents in Canada for the Government of Trinidad who among other things, are large buyers of railway requirements.

# Physical Examination in Industry

By R. M. Hutton

Division of Industrial Hygiene, Provincial Board of Health of Ontario

THE central object of initial physical examination of applicants for work is, first, to assist in the selection of those most physically suitable for the work, and, second, to assist in the placement of each one accepted at the job for which he is physically best suited.

Whenever an employment office has more applicants than jobs available the task of selection automatically occurs, and it hardly needs to be stated that, even if none of the applicants are actually unsuitable from a physical standpoint, their degree of suitability will vary. Practically, however, wherever any considerable numbers are concerned, there will be included among the applicants a small proportion who are physically incapable of the employment in question, and who, if hired, will quickly show their incapability and either be dismissed or leave. Mistakes in hiring such workers add to labour turnover, thereby involving expense, are a source of inefficiency and may injure the permanent employees by exposing them to a source of infection. The employment manager who engages a man who will shortly have to be dismissed is serving no useful purpose whatever. He is certainly wasting his own time and involving his plant in the slight expense incidental to "hiring and firing," and he is possibly involving them in great expense by increasing their accidents, at the same time possibly exposing other workers to danger and also even injuring the individual by allowing him to work beyond his capacity.

### Disadvantages of Accepting Unfit

The numbers actually rejected solely as the result of physical examination who would otherwise have been accepted are usually very small—some firms report only 1 or 2 per cent.—and the full saving involved can evidently not be even roughly estimated since the plant, by the act of rejection, has declined to make an experiment which could not be profitable, would inevitably be slightly expensive, and might be very expensive. The disadvantages of accepting the unfit are more clearly seen. They must be a practical experience of any plant where an accident has been caused by one man's disability or an infection traced to a new employee. In some cases, as for instance where a man in the early stages of a contagious disease is brought into a plant, the penalty is quickly enacted and the cause easily seen; in others, as in the case of a man with active tuberculosis, the penalty may be spread over long periods and the source of infection obscured. In all cases much preventable loss occurs.

A much larger class among applicants for work are those who have some slight disability. For many of these there are some jobs well within their capacity, which they can perform as well as their stronger companions, and which will not increase their disability, and other jobs for which they are disqualified and which will actually help to intensify their disability and to develop any disease to which they are already susceptible. Thus, people with a tendency to tuberculosis should not be engaged for dusty jobs, people suffering from hernia for heavy muscular work, people with foot or leg troubles for standing, people with certain types of neurasthenia for jobs involving great nervous strain, and so on. Physical examination will often bring to light obvious defects, and many less obvious defects will be suspected from the physical examination and confirmed by the case histories which are taken at the same time.

Another advantage of physical examination is that it helps to show the hazards of any job by providing a means of "before and after" comparison. It is common knowledge, for instance, that European printers have in comparison with other workers a very high rate of tuberculosis but there is doubt as to whether this is due to the type of work or the type of worker, some claiming that many of the processes of printing cause predisposition to tubercle infection, others that being within the capacity of the physically handicapped it attracts the already predisposed. Records of the physical condition of those entering the trade for the first time would prove which view is correct and would help plant authorities to know whether special precautions are necessary from the nature of their processes.

The records of physical examination are also of great use to a physician in diagnosing cases of illness where symptoms are obscure and require for interpretation some knowledge of the sufferer's normal condition, latent susceptibilities, or predisposing tendencies as judged by his history. Again, the gravity of individual attacks of such things as pneumonia, bronchitis, etc., depends to some extent on the past history and susceptibility of the patient and the treatment or precautions prescribed will be affected by the physician's knowledge of the person's constitutional handicaps.

In a more general way the information gained from physical examination gives the plant authorities valuable knowledge of the physical side of his human material. He has some grounds on which to assess the endurance of his staff as a whole and to know, in some cases roughly by departments, in others more specifically by individuals, where additional temporary strain occurring in times of crisis can best be borne, or where particular consideration is necessitated. On the human side a recognition that in some instances efficiency is being maintained despite disability, that in others inefficiency is being caused by temporary conditions does much to promote understanding and mutual appreciation between employer and employee.

### What Examination Accomplishes

To sum up, it is maintained that physical examination accomplishes certain definite things which make for plant efficiency and economy:

1. It keeps down labour turnover by preventing the hiring of physically unfit workers who will shortly be dismissed or go.
2. It prevents the injustice of exposing other workers to infection and at the same time keeps down lost time from such infections.
3. It promotes efficiency by helping to place workers with slight disability at jobs within their capacity and at the same time gives such workers a chance which at other jobs they would not have.
4. It prevents workers with disabilities from being employed at jobs detrimental to them.
5. It assists in the detection of hazards in certain processes and therefore points to the need of preventive measures.
6. It provides those responsible for medical supervision with valuable information both for diagnosis and treatment or advice.



# Reports on Conditions in Industrial Centres

Secretaries of Boards of Trade and Managers of Chambers of Commerce

Review the Business Situation.

(Reports for July, 1922)

**T**AKEN as a whole, the following series of reports from leading industrial centres contain much encouraging material. Unemployment is steadily diminishing and industrial operations appear to be returning to a more normal basis. Some lines of industry continue slack but others are running to capacity and there is a general feeling that the fall will see all-round improvement.

The reports are confined principally to a discussion of conditions. Information received about the establishment of new plants and the enlargement of existing plants will be found in the department devoted to this phase of industrial activity at the back of the book. There is considerable movement in this direction at present, which tends to confirm the impression that business is decidedly on the mend.

**BELLEVILLE:**—Every line of industrial activity here is fully occupied or rapidly returning to normal conditions. There is no unemployment at the present time. The lock factories are particularly active, having orders for several months ahead. The rubber tire industry is operating night and day. The local shirt factory and the engineering works, while not yet operating with full staff, will soon be doing so. The building trade is more active than for several years past. The excellent crop prospects in Belleville district are already having a marked effect on industrial and mercantile activities and the merchants are reporting an increased demand for goods as compared with the same period last year. The cheese making industry, which is the principal line of agricultural activity in the Belleville section, is particularly prosperous this year. Prices for creamery butter, which is also manufactured here in large quantities, are also most satisfactory.

J. O. HERITY,  
*Industrial Commissioner.*

**CHATHAM:**—The state of employment in Chatham is good. Operating conditions among the various local industries are fair, some factories being very busy, with others only moderately active. Those factories which are busy at present, will be kept fully occupied at least until late in the fall. Building operations are quite up to last year's level, the principal line of construction being working men's homes. No new industries are being established at present and none of the local industries are making extensions.

W. R. LONDON,  
*Manager, Chamber of Commerce.*

**FREDERICTON:**—There is practically no unemployment here unless it be in a few

cases of parties not really wanting work. This applies particularly to the trades. All the local factories report full time employment. The volume of orders being received, while not as great as desired, is fair. There is practically a building boom in progress, principally in the line of dwellings, which are badly needed. No new industries are locating here at present.

R. H. SIMONDS,  
*Secretary, Board of Trade.*

**GALT:**—The employment situation has shown some improvement during the past month, an encouraging fact being, that the volume of orders received by the iron and steel industries, has been larger than for a long time. There is quite a demand for help on farms in this vicinity and this has contributed towards the betterment of unemployment. There is considerable activity in the building trade. A large contract let in July was for a new station for the Grand River Railway and Lake Erie and Northern Railway. There will be a further stimulus in a few weeks when contracts are let for a \$300,000 addition to the Collegiate Institute.

HENRY J. FOSTER,  
*Secretary, Board of Trade.*

**GUELPH:**—Textile industries in Guelph are very busy at the present time. The iron and steel industries report business improving; some are running on full time and others four or five days a week. The woodworking factories are all busy. The demand for building permits in the city of Guelph has been very large up to date this year, and there is practically no unemployment.

H. WESTOBY,  
*Secretary, Chamber of Commerce.*

**HALIFAX:**—The employment situation here seems to be very much relieved, not nearly so many men being out of employment as at this time a month ago. All our factories are in full operation and business seems to be picking up. On general lines, the volume of orders is in keeping with a year ago, though smaller in comparison than formerly. It would appear that retail merchants throughout the Province are buying very carefully. Wholesalers are also watching their accounts and restricting credits. Building throughout Nova Scotia improved during June and there was a slight improvement in July but the total volume will not come up to last year.

Figures of imports and exports and customs collections for the first six months of the year at the port of Halifax, show a considerable improvement over those of last year. The value of exports for the first six months was \$28,084,429, which compares with \$24,957,948 for the

same period of 1921. Imports total \$16,787,711, being an increase of over \$6,000,000. Customs receipts on imported goods amounted to \$2,124,882, which compares with \$1,263,614 for 1921. Shipping tonnage amounted to 3,213,512 tons against 2,400,654 tons in 1921. Building has not been aggressively carried on this year. At the present time, outside of building operations at Dalhousie University, there are no buildings of large dimensions under construction, although it is reported that several are planned. Building permits issued for the first half of the year amounted to \$959,128, which compares with \$1,416,239 for 1921.

E. A. SAUNDERS,  
*Secretary, Board of Trade.*

**HAMILTON:**—Employment conditions, while still considerably below normal, are much better than they have been for many months and apparently are gradually improving. Most lines of industry are slowly and steadily increasing their working force and the consensus of opinion appears to be that while there may be some fluctuation during the coming winter months, conditions will be back to normal by next spring. Textile industries have been fairly busy and working up to normal or nearly so, for some time. Steel and iron industries are still below normal. Agricultural implement industries have been comparatively slack but a good crop in the West will unquestionably increase their activity. The wire industries have been fairly busy. With but few exceptions, orders are not being received in great volume. Wholesalers, retailers and consumers still appear to lack confidence and are buying only in sufficient quantities to meet immediate requirements. Residential building has been more brisk during the first half of 1922 than in any corresponding period in the history of the city but there has been practically no industrial building. Nineteen new industries have located in Hamilton since the beginning of the year, four of which are branches of American concerns. Practically all are operating in a comparatively small way. There have been very few plant enlargements so far this year.

C. W. KIRKPATRICK,  
*Commissioner of Industries.*

**LONDON:**—There is very little genuine unemployment here. In most cases, factories are very busy, the rolling mill, tannery and a few others, being the only exceptions. Wholesale houses and dealers in staple lines report that business is coming in in a way unusual at this time of year. Building permits are as high as last year, amounting in value to over \$1,600,000. 1919, 1920, 1921, which were



London's biggest building years, are larger than the preceding ones and we fully expect to exceed any of them this year.

GORDON PHILIP,  
*Managing Secretary,  
Chamber of Commerce.*

ORILLIA:—There is very little unemployment here at present, the majority of our factories being fairly busy. Orders are coming in fairly well. While building operations are not active, still there are a considerable number of dwellings and other buildings being erected.

GEORGE J. OVEREND,  
*Secretary, Board of Trade.*

OSHAWA:—The industrial condition in Oshawa during the past month has been one of great activity. All the factories have been busy and there has been very little unemployment. The motor industry has been very active and plants are now getting ready for the Fall trade and the new models. Building in the town is still progressing favorably, both in the business line and in the residential. In fact, there has been more activity than usual in this line. Several new industries are locating in the town.

J. A. MCGIBBON,  
*Secretary, Board of Trade.*

OWEN SOUND:—There are very few unemployed here and it is reported that more farm help is needed. Factory operations are improving though they are not yet back to normal. Some industries report orders as very good. More building is going on now than for some years past but it consists mostly of residences. Trade conditions seem very good. There is scarcely an empty business place in the city.

R. D. LITTLE,  
*Secretary, Board of Trade.*

ST. CATHARINES:—An industrial survey taken recently, shows that the industries in this city and district are operating on an average 100% normal as compared with 1912-13 operations. There are a few lines that are working below normal but, to offset this, there are several that are operating above normal. Progress has been gradual and steady and prospects for a continued increase in activity are bright.

M. M. MAXWELL,  
*Manager, Chamber of Commerce.*

ST. JOHN, N.B.:—It is a pleasure to note that industrial conditions along some lines show a considerable improvement, while in others there are evidences of a gradual return to normal. The most noticeable improvement at St. John is shown in the import and export traffic of the local sugar refinery which is working night and day and giving employment to between 500 and 600 men. Lumber, which is one of the basic commodities of New Brunswick, has been moving in larger quantities this season than for the past three or four years. It is expected that before the fall season is ended, all the piles of surplus lumber throughout the Province, will be shipped.

This means more activity for the lumber mills and lumber camps during the coming winter. Lime kilns have been working to about a 50% capacity. Cotton mills are busily employed. In metal and machine lines, business for the most part is quiet. The fishing industry has not been very active so far this season. Brush factories are doing a fairly good business. General building conditions show a decided improvement from the middle of March to the present time. About four hundred men are employed in the completion of the dry dock at Courtenay Bay.

R. E. ARMSTRONG,  
*Secretary, Board of Trade.*

SAENIA:—Conditions for the past month in this district are fair, although there has been a reduction in the number of employees reported by two or three industries. This reduction was probably caused by the effect of the coal and rail strikes and general marketing conditions. Industries working at normal capacity compared with the same period last year, include petroleum products, structural steel, grey iron castings, threshing machinery, lumber and sawing, and brass forgings. The labor turnover has been greater than last year for the month of July and the turnover for the first seven months of this year is greater than for the same period in 1921. There have been more men employed in the building trades and in shipping but the manufacturing trades have been about the same. The number of men registered as "unplaced" is not as large as for the same period of 1921. Conditions in the building trades are quiet at present.

GEORGE P. FRANCE,  
*Manager, Chamber of Commerce.*

SHERBROOKE:—There is a slow but steady improvement in the industrial situation in Sherbrooke compared with previous months and with the same period last year. Steel foundry and machinery plants are doing a fair business. Silk, cotton and woollen textile plants are working on full time and are in a satisfactory condition. Clothing factories are working on 70% capacity basis with brighter prospects for the near future. Jewelry plants are doing fairly well and conditions show improvement as we are nearing the fall season. In the asbestos mining districts conditions are slow but with signs of improvement as the American demand for asbestos is increasing. There is a small surplus of labor but in this department there is also a marked change for the better. Orders are coming in, in increasing number and volume and on the whole, conditions are getting more and more on a normal basis.

J. H. BROUSSEAU,  
*Secretary-Treasurer, Board of Trade.*

STRATFORD:—There is practically no unemployment at the present time. While work in some of the plants may be a little quiet, outside work more than takes care of that shortage. Manufacturers report that orders are coming in steadily but that there is comparatively

little large buying for stock purposes. A substantial improvement is looked for along most of these lines. Building has been very active in this city this year

A. W. DEACON,  
*Secretary, Chamber of Commerce.*

WINDSOR:—Industrially, we are mostly very busy. We have four large auto manufacturing concerns for which forty-six other local industries make parts, etc. The recently announced Ford development, involving the doubling up of their present plant at a cost of \$6,000,000 will mean much for these communities. In addition, two other large auto concerns are now negotiating for sites and one of these is reported to have purchased. The fact that we are so industrially active implies a satisfactory volume of orders. Building is brisk and many new residences are being erected. Retail conditions are improving and we now hear few complaints. The whole outlook for these border communities is brighter, in a larger sense, than I have yet seen it in my five years here.

F. MACLURE SCLANDERS,  
*Commissioner,  
Border Chamber of Commerce.*

WOODSTOCK:—All the textile industries are operating full time and in several departments, over-time. Wagon, furniture, stove and music industries have been exceedingly quiet but during July there has been some improvement and the prospects are much brighter than a month ago. Several factories have added to their staff during July.

H. SYKES,  
*Secretary, Board of Trade.*

## Conditions in Sydney Show Decided Improvement

By F. C. Kimber

*Secretary, Sydney Board of Trade*

It is pleasant to be able to report a decided improvement in industrial and general conditions in this city. Although a return to normal conditions at the Steel plant has not yet been accomplished, the city, so far as money put into circulation by the plant is concerned, stands today about where it did before the shut down following the strike of railway yardmen in 1920. On November 22nd, 1920, when that strike occurred, the Company was employing over 2,000 men and paying a daily payroll of \$10,000. For nearly two years the payroll has been consistently below the standard. It is now back approximately to \$10,000 a day again, and the number of men employed is larger than at the time of the shut-down in 1920.

There has been a steady, continuous growth of employment for the past four months. At the end of April, approximately 1,200 men were employed at the plant. By the end of June, the number had increased to 1900. To-day, (July 8), 2,450 are employed and with the commencement of steel-making at the open-hearth furnaces on Monday, July 10th, the number will be brought up to 2,700, with the \$10,000 daily payroll to which reference has been made. The Company's normal employment in the best pre-war times ranged about 3,400 men.



# Complete Fine New Office Building

**Barber-Ellis, Limited, now occupy Commodious  
Fire-Proof Structure in Toronto**

**B**ARBER-ELLIS, Limited, manufacturers of envelopes and stationery and dealers in paper, have recently completed and occupied a handsome new office building at 384 Adelaide Street West, Toronto, where they have located their Executive Offices and Toronto Branch. The building is four stories and basement, measuring fifty by one hundred and forty feet, and of concrete and steel construction, faced with stone and brick. It is as nearly fireproof as the science of modern building can make it, and is equipped with up-to-date sprinkler and alarm systems, etc., which reduce the insurance rating to a minimum.

## History of Company

Forty-six years ago Jno. R. Barber and Jno. F. Ellis entered into partnership under the name of Barber & Ellis. Their warehouse and factory was situated at 53 Yonge Street and they were then the only makers of envelopes in Canada. In the course of time the partnership was changed to a joint stock company. John R. Barber became the first president, a position which he held until his death in 1917. John F. Ellis was then elected president and the officers are now—John F. Ellis, president; F. M. Ellis, vice-president; C. G. Ellis, director and manager of the Brantford Branch; E. H. Ellis, director and manager of the Toronto Branch, and Harold Holt, treasurer.

Thirty-eight years ago the firm of Barber-Ellis erected their first building in Toronto. It stood on Bay Street, between Wellington and Front Streets, and in its day was one of the finest buildings of its kind in the city. Mill construction had just come into vogue and the Barber-Ellis Building was one of the early examples of this kind of structure. The great fire of 1904, however, swept it out of existence and as one result, the firm transferred their manufacturing operations to Brantford, establishing there a plant which has since grown into one of the most important industries in that city. In Toronto, office and warehouse space was leased.

## Description of Building

The new building gives Barber-Ellis Limited a home of their own in Toronto. The entrance from Adelaide Street opens into a spacious and architecturally attractive hallway, from which steps lead up to the main floor and down to the basement. On the main floor are located the Toronto Branch offices, sample room, stock room for envelopes and stationery and shipping room. The basement is devoted to storage of paper stock, with heating plant at the rear, the latter being

equipped for the use of crude oil. On the third floor are located the executive offices of the company, where the business of the different branches situated at Brantford, Winnipeg, Calgary, Edmonton and Vancouver is supervised.

The building is equipped with the latest appliances for the rapid handling of stock and shipments. The rear of the building opens on a lane from which access is readily obtainable to the main city thoroughfares. A freight elevator and fireproof stairway run from basement to top floor, and a chute is installed for dropping packages from the upper floors to the shipping room. A passenger elevator operates at the front of the building, supplemented by a stairway. Lighting throughout is of the best and lavatory accommodation is provided on each floor for both men and women.

## Officers of the Company

Mr. J. F. Ellis, President of the Company, who is now one of the oldest and most respected members of the Canadian Manufacturers' Association, a past president and for many years Honorary Treasurer of the organization, may well view with satisfaction this splendid structure, which is now the headquarters of the largest business of its kind in Canada. Associated with him in

the direction of the Company's affairs are his three sons, F. M. Ellis, vice-president, C. G. Ellis, manager of the Brantford Branch, and E. H. Ellis, manager of the Toronto Branch, and H. Holt, treasurer.

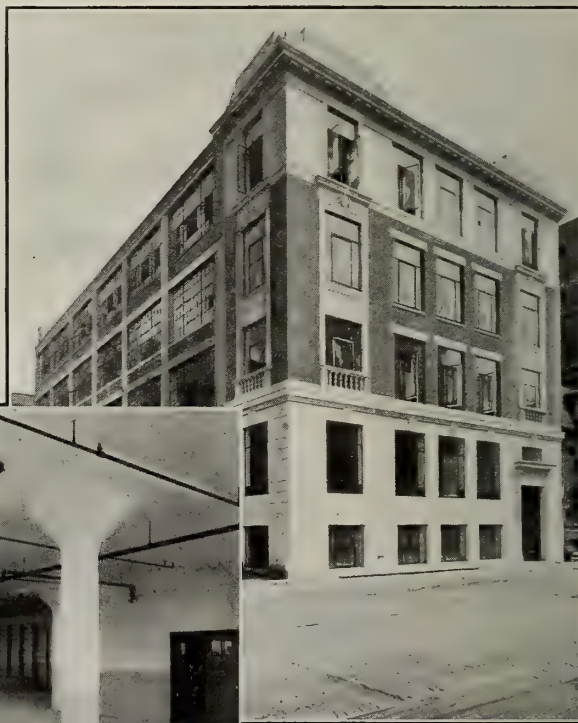
## The Convention Number

F. W. Stewart, Cluett, Peabody & Co., of Canada, Limited, Montreal, writes: "I want to take this opportunity of congratulating you upon this number, which is certainly in my opinion, the most attractive which has yet been issued. We will pass this copy along to our Purchasing Department."

## Vocational Education

Interest in vocational education is constantly increasing under the favorable acts of Nova Scotia and New Brunswick. The city of Moncton is now making a survey of local vocational needs, and the work is progressing favorably under the direction of M. A. Sorsoleil, Acting Assistant Director of Vocational Work for Ontario. All the employers of the city are being interviewed and data concerning their needs is being collected. It is understood that the compilation and classification of this data will be completed early in August. The city will then be in a position to deal intelligently with the local requirements.

Exterior view of the new Ellis Building, Executive headquarters of Barber-Ellis, Limited, Toronto.



Interior view of one of its floors, showing massive fire-proof construction.



# In Ontario's Industrial Northland

## A Survey of Conditions at the Present Time in the Territory between Fort William and North Bay.

By O. C. Pease

Travelling Secretary Ontario Division

A SWIFT passage across Northern Ontario, from Fort William to North Bay, will sketch in one's mind quite a clear outline of the industrial situation in that part of the Province. At the Twin Cities huge grain elevators raise their rectangular bulks against the skyline. On the docks by the Soo lie great piles of ore, and steaming, wet pulpwood. Most of the rivers and streams one crosses between these two points, and eastward to North Bay, are chock-a-block with floating timber or pulpwood, packed so solidly that it would seem quite possible to walk dryshod from bank to bank. At almost every railway station the tall, semi-transparent dome of a sawdust burner and its accompanying high, thin smoke-stacks, mark a sawmill.

Potent signs, these, pointing to the development of pulpwood, timber and minerals. When one considers the industrial situation in the northern part of Ontario, therefore, one must, first of all, think largely in these terms.

### At Head of the Lakes

Only a leisurely traverse of this district, however, will make it possible to complete the sketched impression, and bring out the mental picture with all its details and warmth of coloring. One will so find, for instance that while Fort William and Port Arthur still remain, and probably always shall, a tremendous shipping point for grain, the twin cities are rapidly developing into a great pulpwood centre. There are now three companies operating full blast, two of which, the Port Arthur Division of Provincial Paper Mills, Ltd., (formerly the Port Arthur Pulp and Paper Co.) and the Fort William Paper Co., have actually commenced upon considerable extensions. The pulpwood in this part of the country, apart from being available in enormous quantities, is of a remarkably fine quality, and is highly valued in the United States. In another instance, territorial rights upon certain properties have expired, but have been granted a year's extension which evidently forecasts action. Westward, at Kenora, the Backus interests have bought the power plant at that point, are building a big pulp plant to accompany it, and are installing still another power plant on the Winnipeg River. Pulp from this latter area, it is stated, will be brought to the mills by electric railway. While the Port Arthur Shipbuilding Company are now putting finishing touches to the big freighter, *Mathewston*, the company have commenced upon the manufacture of pulp and paper making machinery, and in this way would seem to be pre-

paring for an expected development of this particular industry.

### Some Large Prospects

While some of the plants at Fort William, which are branches of eastern companies, are not operating at the present time, the belief is expressed locally that these may recommence operations in the fall. In the meantime, other companies such as the Canada Iron Foundries, the Matthews Sash and Door, the Vigars Shear Lumber, the Kakabeka Falls Brewing and Woodside Bros., are quite active, and are looking forward to great developments in the north country. In the matter of railways, the C.N.R. is making big yard extensions in West Fort William which will provide sorting facilities for freight from both the National Transcontinental and the C.N.R. and be a vast aid to the handling of grain. When these yards are completed they will contain a twenty-four stall roundhouse, machine shops, store houses, scales, van sidings, tanks, coal-ing stations, yard offices, power house and permanent bunk houses. Water works and sewer systems are being installed, and the work, at the present time, is giving employment to about two hundred men.

At Sault Ste. Marie the city depends to a considerable extent upon the Algoma Steel and the Spanish River Pulp and Paper plant, both of which are operating. While general business in the Soo may not be actually flourishing, still it has improved greatly since last winter. One reason for this has been a marked revival in building. A new court house and a new technical school have been included in this new construction. In this activity, companies whose interests centre about the building trades, such as the Soo Lumber Company, W. J. Hesson & Co., the Lyons Fuel & Supply Co. and W. W. Baldwin, have participated. The Northern Foundry & Machine Co., Ltd., is also busy, and is employing about fifty men at the present time.

### Reduced Freight Rates

The inclusion of Sault Ste. Marie in Schedule "A" Freight Rates Territory, which went into effect on August 1st, is sure to be of unquestionable value to this part of the Province, and should tend to still further industrial development. Soo shippers will now be able to take advantage of their proximity to the Western Provinces, while to the east they will be able to ship on a mileage basis with rates as applied in all other parts of Schedule "A" Territory. One result of this adjustment is that two companies at least have already commenced upon plans for plant extension.

The future industrial possibilities of the Canadian Sault would seem to lie in the development of lumber and minerals. In the case of the former, the country to the north has tremendous resources within a radius of a hundred miles. As regards mining, authorities in the district are fully convinced that their resources are fully equal to those of Porcupine. The outlook for the Gaudreau Gold Area would seem to be most encouraging at the present writing, and as to railways, the C.P.R. and the Algoma Central, run through this prospective gold belt, the transportation requisites are good. In addition to this the Ontario Government is now engaged in building a wagon road which will tend still further to aid in the development of this territory.

### The Sudbury District

In Sudbury and vicinity, the prospects are for a marked increase in lumber operations, and large purchases are being made of tools and equipment preparatory to cutting. Here, also, a splendid mining future is expected, particularly as regards gold and low grade iron ore. In the matter of the more precious metal, community leaders have no hesitancy in stating that the greatest gold mine in the world will eventually be established in their close proximity. They admit, however, the absolute necessity of unlimited capital. With regard to iron the belief is expressed that the Dominion or the Provincial Government might well subsidize at least preliminary operations to the lasting benefit of the country.

Larry O'Connor, who has been Mayor of Sudbury for many years and is now the President of the Sudbury Board of Trade, speaks quite strongly upon the question of coal near Chelmsford. His opinion, expressed briefly, is that if the Government can afford to spend \$100,000 on peat experimentation, surely a sum say of \$50,000 might be appropriated to investigate the coal possibilities at this point.

Sudbury's manufacturers include the Laberge Lumber, the Evans Lumber Company, the Sudbury Brewing, Sudbury Woollen Mills, Sudbury Construction & Machine and the New Ontario Bottling Works. General business conditions are on the up grade. The Sudbury Board of Trade is most active, is growing rapidly in membership, and is building up a splendid spirit by means of weekly visits to adjacent points of interest. With regard to the nickel industry both the International Nickel Co., at Copper Cliff, and the Mond Nickel Co., at Coniston, are planning to open up again in the very near future. The cessation of war resulted in the closing down of these companies, but the market of late has improved upon a peace basis. Many new uses are being discovered for both nickel and nickel alloy, and in the gradual but general speeding up of world industry, which seems to be in prospect, these two companies will have a splendid part to play.

In North Bay, again, conditions have shown a marked improvement, par-



ticularly as regards lumbering. Wm. Milne & Sons and the Standard Planing Mills are busy and optimistic.

In summarizing business conditions in all this lengthy stretch of Ontario north of the Great Lakes, it is impossible not to feel that these industrial communities have not only held their own in the trying year and a half just completed, but that they are making distinct progress. While the actual number of companies engaged is small, some of them individually employ a great number of men. In the latter category a few of the companies practically dominate a whole city or town, so that reduced operations or a closing down is serious. In one or two instances, the companies have built their own towns, whose whole communities depend upon the prosperity of their industrial creators. At the outskirts of every centre of population, clustered in fertile valleys or upon broad uplands, are farms, and small orchards and pastures. To the north lies the great clay belt, richly endowed with its splendid soil, its forest covering and its unlimited possibilities below ground.

From a timber viewpoint, the outlook is exceedingly good. Despite the fact that operations have been carried on for many years, and that loggers must go further and further back, there are still vast, untouched forest lands which are quite accessible. Fire has taken its devastating toll also, but in both these cases natural reforestation, eked out by proper governmental forestry supervision, will always effect a remedy. Northern Ontario will be a timber trove for countless years to come. With pulpwood, the situation is more simple, as the land is rehabilitated in the brief space of about ten years.

Valuable as this wealth of wood and timber may be, however, the consensus of opinion as regards future developments seems to favor minerals. There is a vast difference between the work of a timber cruiser and that of a prospector for ores. The objective of the former lies above ground, and is located easily. Ore, however, the objective of the prospector, is secretive and illusive. Timber and lumber products are fairly easily handled without monumental expense. Ore, even when found in quantity, requires costly operations before it can be made profitable.

This, possibly, may serve to explain why mining development has not kept pace with the great progress already made in the discovery of ore. Many portals to these riches have been found, but they have remained unopened, awaiting the "open sesame" of capital. Capital will come, is indeed coming, to northern Ontario, and when it arrives in force this part of Canada will develop so rapidly that there will soon be no dividing line between east and west, and our Dominion will be one homogeneous whole. Other manufacturers, of pianos, and stoves, and whitewear, and of numberless other commodities, will follow basic industries, and Canada's industrial path blazed by the development of frontier will then be continuous from the Atlantic to the Pacific.

## Conference on Ontario Iron Ore

On July 5, there took place at Toronto, by invitation of Hon. Harry Mills, Provincial Minister of Mines, a conference having in view a discussion of the means to be taken to develop the iron ores of Ontario. Between thirty and forty owners of iron ore deposits, blast-furnace operators, metallurgists, geologists and representatives of transportation companies attended.

The following agenda was placed before the meeting:—

- (1) The extent of the iron ore deposits of Ontario. Are they sufficient to sustain a native blast furnace industry of importance?
- (2) The kind and quality of the deposits:
  - (a) The iron ores of Eastern Ontario.
  - (b) Deposits of banded magnetite, or mixed magnetite and hematite.
  - (c) Siliceous hematite.
  - (d) Siderites.
  - (e) Bog iron ores.
- (3) (a) The applicability of magnetic concentration methods for low grade magnetites, and subsequent briquetting or nodulizing.
- (b) Processes for increasing the metallic content of siliceous hematites.
- (c) The reduction and nodulizing of siderites.
- (4) Are all or any of the above, or other methods of beneficiation, within permissible limits of cost?
- (5) How far can a market be found in Ontario for beneficiated Ontario ores?
- (6) Is there a market for more than the present pig iron product of Ontario? If so, where?
- (7) Can the problem be attacked by adapting a method of reduction to low grade ores, rather than by treating the ores so as to make them amenable to present blast furnace practice?
- (8) Any aspects of the question not enumerated above?

After a thorough discussion of the various items of the agenda, the following conclusions were reached:—

- (1) The known and probable ore reserves now determined can provide sufficient beneficiated ore to sustain our blast furnaces; and it seems likely that intensive exploration will not require beneficiation.
- (2) Needs no answer.
- (3) The present methods of beneficiation are satisfactory, and both nodulizing and briquetting (or sintering) are recommended.
- (4) and (5). A conclusion on these questions is beyond the scope of the present conference, and they should be considered by a special committee or commission, the appointment of which by the Government, the conference recommends, the commission to be composed of a geologist, a blast furnace operator or metallurgist, and a representative of transportation interests.

A resolution was adopted requesting aid from the public purse for the iron ore operator in Ontario, the manner of dispensing this aid being left open.

## The Canadian National Exhibition 1922

THE Canadian National Exhibition, which opens at Toronto on August 26th, will afford manufacturers and business interests in general a better opportunity than ever before for the display of their wares. Since the 1821 Exhibition there has been a notable expansion in exhibition facilities. A million and a half dollars has been expended on new buildings, giving to exhibitors the equivalent of five new manufacturers' Buildings or more than 200,000 square feet of indoor exhibit space. And that is but a foretaste of what the future will supply, as already plans have been completed for a new Machinery Hall and other structures.

Notable in this year's developments is the new Pure Food Building. This stands north of the grand stand. It is 267 feet long, east and west, and 230 feet wide. It will be extended next year, the completed building to be 450 feet long. The present building cost \$150,000 and among other novel features it has six large open courts, giving light and air and forming very desirable resting and breathing spaces. The courts are paved and some have fountains. In this building manufacturers of food products will be splendidly accommodated.

Another valuable addition to the exhibition equipment is the Coliseum. This is the largest and most costly structure on the grounds. It has cost \$1,000,000 to erect and nearly \$500,000 additional has been expended on equipment and fixtures. It covers eight and a half acres. The amphitheatre, where the judging ring is located, is 237 feet wide by 265 feet long and there is seating capacity for 7,600 people. The width of wings or annexes is 175 feet and their length 335 feet. The addition of this large building has permitted considerable expansion, specialization and rearrangement in the manufacturers' department.

A novelty at the 1922 exhibition will be the "Made-in-Stratford" show, the first of what may prove to be a series of community displays. It will occupy about 12,000 square feet of space on the second floor of the west wing of the Coliseum and will be a revelation of the variety and extent of the goods made in Stratford.

For some years automobile manufacturers have been crowded for space, and in past years many tents and temporary buildings have had to be utilized to supplement the accommodation in the Transportation Building. This year the latter building will be devoted exclusively to passenger cars, while trucks and accessories will be placed in the lower west wing of the Coliseum. This arrangement has more than doubled the space for the automobile and associated industries.



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## Membership Work Being Prosecuted

A vigorous effort is at present being made to enlarge the membership of the Association. The work is being carried on under a plan which will cover the whole of Canada during the summer months.

In British Columbia, Mr. Dalton, Secretary of the British Columbia Division, has already visited all the interior points in his territory and proposes later in the summer to visit Vancouver Island. Seven new members have been secured as the result of his efforts to date.

In the Prairie Division, following the successful campaign of last year, which produced 100 new members, Mr. Carpenter, Secretary of the Prairie Division, and Mr. Ashenhurst, his assistant, are getting ready for their summer and fall campaign. Their total of new members since the commencement of the present fiscal year is 14.

In Ontario, the territory has been laid out so that it can be covered in nine trips, which are being taken by four members of the Head Office staff. The first trip, taking 22 days, produced 20 new members and 4 renewals.

In Quebec, Mr. Gould, Secretary of the Division, and Mr. Findlay, Assistant Secretary, are laying out the Province for a series of trips similar to those arranged in Ontario.

In the Maritime Provinces, Mr. Thompson, Secretary of the Maritime Division, is covering his entire territory, and is calling on every prospect in the three Provinces.

As a result of the combined effort of the Divisional Staffs, it is anticipated that a very considerable addition to the membership will be secured.

## Montreal Members to Accompany Excursion

A number of members of the Association, who are also members of the Montreal Board of Trade, will accompany the excursion to the Pacific coast, which has been arranged by the latter organization, to celebrate the one hundredth anniversary of its founding. The excursion leaves Montreal on September 1st, arriving in Winnipeg on September 5th. After spending a day in Winnipeg, the party pro-

ceeds to Vancouver, with stops at Regina, Moose Jaw, Bassano, Calgary, Banff, Lake Louise, Revelstoke, Nelson, Penticton, Okanagan Landing, and Sicamous. Vancouver is reached on September 16th, where three days are spent. A visit is then to be paid to Victoria and the party will return east via Prince Rupert and Canadian National Railways, arriving in Montreal on September 30th.

The British Columbia Division of the Association will co-operate with the Vancouver Board of Trade and Victoria Chamber of Commerce in entertaining the visitors when on the coast.

## Bulletins Issued During the Summer

The Association has issued the following circulars and bulletins since May 26:—

No. 350—May 26. Circular issued by the Tariff Department, containing a comparison of the present and proposed U.S. Customs Tariff on some of the principal articles exported from Canada to United States.

No. 351.—May 29. Circular issued by the Tariff Department, outlining the taxation changes contained in the 1922 budget.

No. 352.—May 31. Circular calling attention to the Annual General Meeting and outlining arrangements.

No. 353—May 31. Circular issued by Insurance Committee urging members to oppose taxation of unlicensed insurance premiums.

No. 354—May 31. Circular issued by Tariff Committee containing table showing new customs duties in force May 24, as compared with former prevailing rates.

No. 355—June 8. Circular announcing amendments to by-laws to be introduced at Annual General Meeting.

No. 356—June 10. Bulletin issued by the Transportation Department, showing present articles appearing in grocers' list of Canadian Freight Classification No. 16 and corresponding items as they appear in Proposed Freight Classification No. 17.

No. 357—June 9. Circular issued by Ontario Division urging members to attend Annual Meeting.

No. 358—June 14. Circular issued by Transportation Department announcing

reduction in fares to West Indies granted by Royal Mail Steam Packet Co.

No. 359—June 30. Circular issued by Tariff Department containing condensation of changes in federal taxation becoming effective on June 27.

No. 360—No date. Excise Tax Pamphlet being issued by Tariff Department, giving complete record of taxation changes.

No. 361—August 1. General circular, explaining plans for promoting "Produced-in-Canada" idea at exhibitions and fairs.

No. 362—July 25. General circular, informing members about the Canadian Chamber of Commerce in London and the relation of the Association to it.

No. 363—July 24. General circular notifying members of the reorganization of the Insurance Department.

No. 364—August 3. Circular issued by the Legal Department explaining changes in the Income War Tax Act, 1917, made at the 1922 session of Parliament.

## Change Announced in Insurance Department

A change has taken place in the organization of the Insurance Department. Willis, Faber & Co., Limited, who, since the beginning of 1914, have acted as managers of the Association's Insurance Department, have given notice of their wish to terminate the arrangement and this notice has been accepted. The Association has arranged to engage the services of W. H. Slater as manager of the Department and any communications addressed to the Department will receive his special care and attention.

Members are reminded that the Insurance Department will continue to give advice and information in regard to the standing of companies, policy wordings, regulations and general information free of charge.

The Department, on request, is also prepared to arrange to have plants inspected and for other expert services to individual firms at the actual cost of providing what is required in each case.

The Insurance Department is open for consultation on questions of every description connected with insurance, and it is hoped that members will take full advantage of its services in order to obtain insurance at the best rates and on the most favorable conditions.



## Sealed Packets by Parcel Post now Accepted

The following information has been issued by the Post Office at Toronto with respect to the shipment by Parcel Post of sealed parcels of merchandise:—

"In future, sealed parcels of merchandise may be accepted for transmission within Canada at Parcel Post rates of postage provided the senders place thereon PRINTED LABELS, stating in a general way, the nature of the contents. The label may, if desired, be combined with the address label, the following wording being suggested:

### CONTENTS

#### Merchandise

POSTMASTER: This parcel may be opened for Postal inspection if necessary.

### FROM

John Jones & Co., 530 Yonge Street,

TORONTO.

### TO

the label to be wholly in print other than the name and address of the addressee, and have printed thereon the contents such as "MERCHANDISE." "THIS PARCEL MAY BE OPENED FOR POSTAL INSPECTION IF NECESSARY." The endorsement of these words in writing or by means of a hand stamp, will not meet the postal requirements. When desired, these words may be printed on gum paper tape which is sometimes used for sealing parcels.

"The public are cautioned against placing unauthorized enclosures in sealed parcels mailed at Parcel Post rate of postage. Violation in this respect will not only lead to withdrawal of privilege of sending sealed parcels but will result in the sender being fined for infraction of the postal regulations. See extracts from Canada Official Postal Guide, 1922, Clauses 113, 125, 126, pages 24, 25 and 26, as follows:—

"Articles of mail matter acceptable at parcel post rates include farm and factory products, merchandise of all descriptions, such as dry goods, groceries, hardware, confectionery, stationery (including blank books, etc.) seeds, cuttings, bulbs, roots, bedding plants, scions or grafts, and all other matter not included in first class and not excluded from the mails by the general prohibitory regulations with respect to objectionable matter.

"Parcels consisting of Third Class matter may also be mailed at parcel post rates.

"Any staple article of use or consumption, properly transmissible by post, contained in the original unbroken package, and with proper descriptive label, may be forwarded by parcel post, though the tin or case in which it is enclosed may not admit of being opened in course of post, if posted by parties known to be engaged in the manufacture or sale

of the article in question and who vouch that the contents are precisely as described on the label.

"A parcel may contain invoices and accounts provided they relate exclusively to the contents of such parcel; it is also permitted to enclose a card or slip of paper giving in a brief manner necessary directions for the identification or treatment of the article or articles contained in the parcel. Care must be taken not to abuse this privilege by converting such notes or marks, designed solely for the facilitation of business between the sender and addressee, into what might properly be called correspondence.

"When several separate articles are enclosed in a parcel post packet, there is no objection to each bearing a distinguishing number, so as to enable the sender to give directions by letter (sent of course separately and duly prepaid) respecting the several articles which the parcel contains."

## British Empire Exhibition Mission in Canada

The Association has been notified that a mission sent out by the promoters of the British Empire Exhibition (1924) will arrive in Canada on Sept. 10th. This mission, the purpose of which is to work up interest in the Exhibition, is composed of Major Belcher, assistant general manager of the Exhibition; F. Hiam, agricultural adviser; Col. A. Christie, financial adviser, and F. W. Bates, secretary.

The Mission have already visited South Africa, Australia and New Zealand, and they expect to make a tour of Canada. So far as time permits, the members of the Mission hope to meet representative business men in the various cities which they propose to visit.

The Association, recognizing the importance of the Exhibition and the desirability of doing everything possible to make it a success, has placed its offices at the disposal of the Mission and has arranged that members of the Association be notified in advance of the date of the Mission's arrival so that they may interview its members personally.

The suggested itinerary of the Mission during their stay in Canada is as follows:—

- Sept. 10. Arrive Victoria from San Francisco.
- " 10-14. Stay Victoria, Empress Hotel.
- " 14. Leave Victoria 2.15 p.m. C.P.R. Boat, arrive Vancouver 7.15 p.m. Hotel Vancouver.
- " 14-21. Stay Vancouver.
- " 21. Leave Vancouver, C.P.R. 8.30 a.m.
- " 22. Arrive Lake Louise 10.00 a.m.
- " 23. Leave Lake Louise 10.00 a.m. arrive Banff 11.00 a.m.
- " 23-24. Stay Banff.
- " 25. Leave Banff 11.00 a.m. arrive Calgary 2.05 p.m.
- " 26. Leave Calgary 2.25 p.m. C.P.R. arrive Edmonton 9.20 p.m., Macdonald Hotel.
- " 27. Stay Edmonton.
- " 28. Leave Edmonton 6.45 a.m. C.N.R. arrive Winnipeg 10.00 a.m. 29th. Fort Garry Hotel.
- " 29-30. Winnipeg.

- Sept. 30. Leave Winnipeg 9.00 p.m. C.P.R., arrive Toronto 4.00 p.m. Oct. 2nd, Hotel King Edward.
- Oct. 2-4. Stay Toronto.
- " 5. Leave Toronto 8.30 a.m. G.T.R. arrive Niagara Falls 11.00 a.m., Clifton Hotel.
- " 6. Leave Niagara Falls 9.35 a.m. G.T.R., arrive Toronto 12.05 p.m., leave Toronto 12.07 p.m. C.N.R. (trains connect) arrive Ottawa 7.15 p.m. Chateau Laurier.
- " 6-13. Stay Ottawa.
- " 13. Leave Ottawa 3.30 p.m. G.T.R. to Montreal, arrive Montreal 6.30 p.m. Ritz-Carlton Hotel.
- " 14. Stay Montreal.
- " 15. Leave Montreal 8.00 a.m. C.P.R., arrive Quebec 1.00 p.m. Chateau Frontenac.
- " 16. Stay Quebec.
- " 17. Leave Quebec (Levis) 12.10 a.m. C.N.R., arrive St. John, N.B. 9.30 p.m. 18th.
- " 19. St. John, N.B.
- " 20. Leave St. John 1.00 p.m. C.N.R., arrive Charlottetown, 10.55 p.m.
- " 21. Stay Charlottetown.
- " 22. Leave Charlottetown 6.45 a.m., arrive Halifax 5.25 p.m.
- " 23. Stay Halifax.
- " 24. Leave Halifax C.N.R. 8.00 p.m., arrive Sydney 9.00 a.m. Stay Sydney all day. Leave Sydney, Ried Nfld. Co. Boat 8.00 p.m., arrive Port-aux-Basques, Nfld., 7.00 a.m., Oct. 25th.
- " 25. Leave Port-aux-Basques 8.00 a.m., arrive St. John, Nfld., 12.55 p.m. 26th.

## Industrial Statistics for the year 1922

For the information of members of the Association who may be interested in the publications of the Dominion Bureau of Statistics, especially those dealing with manufacturing industry, the following list of industries covered by the Bureau is supplied:

- Automobile Industry in Canada, 1920, including manufacturing plants, supply and accessory plants and repair plants.)
- Aerated and Mineral Water industry, 1920.
- Bread and Other Bakery Products, 1920.
- Biscuit and Confectionery industry, 1920.
- Boot and Shoe industry (leather), 1920.
- Brush and Broom industry, 1919 and 1920.
- Building and General Construction, 1920.
- Cocoa & Chocolate industry, 1920.
- Cotton Textile industry, 1920.
- Cordage, Rope and Twine industry, 1919 and 1920.
- Flour Milling industry, 1920.
- Furniture industry, 1920, (including manufacturing plants and upholstering and repair plants.)
- Hosiery and Knit Goods industry, 1920.
- Leather industry, 1919 and 1920.
- Liquor Distillation industry, 1919 and 1920.
- Lumbering industry, 1920, (including forest operations and mill operations).
- Meat industry, 1920.
- Pulp and Paper industry, 1920.
- Rubber industry, 1920, (including rubber goods and rubber boots and shoes.)
- Starch and Glucose industry, 1919 and 1920.
- Ship and Boat Building industries, 1920.
- Tobacco Manufacturing industry, 1919 and 1920.
- woollen goods, woollen yarns and wool
- woollen goods, woollen yarns and wool felts.)
- Wine industry, 1920.

Copies of any of these reports are available at the Bureau of Statistics in Ottawa, and interested manufacturers may secure them on application to J. C. Macpherson, Chief, Census of Industry, Dominion Bureau of Statistics, Ottawa.



# News from British Columbia Division

Headquarters of Division, 701 Board of Trade Building, Vancouver

Chairman ..... F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman ..... Edwin Tomlin, B.C. Cement Co., Limited, Victoria  
Secretary ..... H. Dalton

**D**URING June the Division Secretary made a tour of the interior of the Province, visiting members of the Association in different sections and interviewing prospective members. The following firms were added to the membership of the B.C. Division during June, the majority being as a result of the secretary's visit to the interior:—

Triangle Chemical Co., Ltd., New Westminster, B.C.

Holsum Products, Ltd., Victoria, B.C.

Boundary Iron Works, Ltd., Grand Forks, B.C.

Canyon City Lumber Co., Ltd., Creston, B.C.

T. H. Waters & Co., Ltd., Nelson, B.C.

Nelson Brewing Co., Ltd., Nelson, B.C.

Penticton Saw Mills, Ltd., Penticton, B.C.

Sheet Metal Products of Canada, Ltd., Vancouver, B.C.

The usual number of meetings of trade sections and standing committees have been held during June and July. The Division offices having been visited also by a larger number than usual of business men from abroad—these including visitors from points as widely separated as London, England, and Adelaide, Australia.

## Smoke Nuisance By-Law in Vancouver

The Vancouver City Council have been considering for some time the passing of a smoke nuisance ordinance, a by-law in this connection having recently passed its first reading by the council. In discussing the matter recently, Mayor Tisdall, of Vancouver City, said:—"Vancouver has had the smoke nuisance to contend with for the past thirty years and it can not be expected that it will be eliminated in a day. At the same time, the new charter amendments give the city much greater powers for enforcing regulations that will tend to overcome the nuisance, and it is sincerely hoped that in the course of the next few months there will be a material lessening of the clouds of smoke and soot that at present mar the natural beauty of Vancouver. The City Council is determined to do all in its power to abate the nuisance."

Some of the clauses in the proposed by-law are as follows:—

"It shall be unlawful for any person maintaining or operating any building or premises situate within the city to suffer or permit dense smoke or soot to be produced or emitted from any chimney, or smokestack thereof, for a period or periods aggregating four minutes or more in any period of fifteen minutes.

"It shall be unlawful for any person to construct, install, reconstruct, alter, or repair any furnace, boiler-furnace, stack,

flue, or other apparatus connected with any chimney or smokestack unless such person shall first make application in writing to the inspector for a permit to do so or effect such construction, installation, reconstruction, alteration, or repair, and with such application shall furnish and submit: (a) The plans and specifications thereof, showing the style and dimensions of such furnace, boiler-furnace, stack, flue, or other apparatus as the case may be, and the connection, or proposed connection, of the same with any such chimney or smoke-stack intended to be used. (b) A description of the building or premises, or that part thereof, in which such furnace, boiler-furnace, stack, flue, or other apparatus is located. (c) A description of the means or method provided, or proposed to be provided, for regulating the temperature of such building or premises, and of the system of ventilation thereof.

"The provisions of this by-law shall not apply to any building used exclusively for the purpose of a private residence, nor to any building in the nature of a flat or apartment house, in which there are no more than eight apartments.

"Mr. F. L. Fellowes, city engineer, is hereby appointed inspector for the purpose of enforcing and carrying out the provision of this by-law.

"Any person guilty of an infraction of this by-law, shall upon conviction thereof before the mayor, police magistrate or any two justices of the peace, or any magistrate or magistrates having jurisdiction in the City of Vancouver, on the oath or affirmation of any creditable witness, forfeit and pay at the discretion of the said mayor, police magistrate, justices or other magistrate or magistrates convicting, a fine or penalty not exceeding the sum of \$100 and costs for each offence."

The progress of the proposed by-law in the council is being watched with considerable interest by manufacturers in Vancouver and vicinity, principally the lumber manufacturers who would be directly affected.

## Re-Organization of Stettler Cigar Factory, Vancouver

Otta R. Brenner, prominent eastern cigar manufacturer, has purchased the Stettler Cigar Factory at Vancouver and the factory has been re-opened with a full capacity staff in the name of the Van Loo Cigar Company, under the management of F. C. Carder, who was one of the principals of the Stettler Company. It is Mr. Brenner's intention to reside in Vancouver to superintend the business, which he states will be extended all over the Dominion. Up to the present time sales have been confined to territory west of Winnipeg. Mr. Brenner is one of the best known cigar manufacturers in Can-

ada, having carried on business in London, Ontario, and Montreal, for the past forty years. The plant, which has been closed for the past few months, will retain all its old employees as far as possible, more than 100 people being engaged in the factory when working at capacity.

## Re-Organization of Brunette Sawmills, Ltd., New Westminster

By a contract, signed recently, the Westminster Mill Co., of which G. W. Beach, New Westminster, is president, purchased the buildings and real estate of the Brunette Sawmills, Ltd., Sapperton, said to be the second largest lumber plant in B.C. Purchase of the company's stock of logs, boxes, shingles and lumber is expected to follow and the net purchase price for the whole holdings will total about \$300,000, according to the announcement of Mr. Beach. The Westminster Mill Company will also take over the Brunette timber tract at Harrison lake of about 25,000,000 feet of lumber.

A. D. Anderson, manager of the Brunette mills, signed the contract for his company, while Mr. Beach represented the Westminster Mill Co. R. J. Thurston and Aird Flavell, Port Moody, and L. A. Lewis, of New Westminster, were among the stockholders of the Brunette Sawmills, Ltd. Associated with Mr. Beach in the new deal are C. J. Culter, E. M. Fowler and others, non-resident. George E. Martin, solicitor for the Brunette Sawmills concern, witnessed the contract.

Other mills operated by the Westminster Mill Co., are the Hammond Cedar Company mill, Port Hammond, the Harrison Bay Company Mill, Harrison Mills, and two in New Westminster, one in Queensboro, and one at Third Avenue and Fourteenth Street. The company recently purchased from the Northern Pacific Lumber Co. the old McLaren timber tract of 600,000,000 feet of lumber on the Chilliwack River.

By taking over the Brunette Sawmills Ltd., the Westminster Mill Company directors will fulfil the obligations entered upon in March when the ratepayers of New Westminster passed a by-law whereby the concern would pay an annual tax of \$5,000 for a 20-year period. In return the company was to rebuild a lumber mill of certain size and to carry out other terms of agreement. The newcomers will continue to benefit by the yearly tax rate.

The Brunette mill was established in 1878 by DeBeck Bros. and J. B. Kennedy. It was sold a few years ago by Smith and Anderson, loggers and timber owners of Vancouver. In 1920 they sold the mill property to Thurston and Flavell of Port Moody, retaining the bulk of the timber. Thurston and Flavell sold a half-interest a year ago to Peers and Andersons. In 1920 the plant was valued at \$796,634.94.



# Activities of Month in Prairie Division

Headquarters of Division, 408 Avenue Block, Portage Avenue, Winnipeg

Chairman.....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co. Ltd., Winnipeg  
 Vice-Chairmen...W. A. Lawson, Bemis Bros. Bag Co., Limited, Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works Limited, Winnipeg  
 Secretary.....G. E. Carpenter

**M**EMBERSHIP work in the Prairie Division is being carried on strenuously, and the results to date have been most satisfactory. Since the last report in the May issue of INDUSTRIAL CANADA, twenty-four applications for new memberships, and renewals have been received and accepted by the Association. Fifteen of these applications were renewals from manufacturers who have been members at one time or another, but were obliged to drop out temporarily. The remaining nine new applicants for membership are manufacturers in the Prairie Provinces who in some instances have only recently commenced to manufacture, and realizing the splendid services which the Canadian Manufacturers' Association is rendering to manufacturers in Canada have thought it in their best interest to affiliate with the Association.

The Executive Committee of the Prairie Division, and members of the Association have great pleasure in extending a very cordial welcome to the ranks of the Association to the following new members:—

Colonial Art Rugs. Edmonton.  
 Coutts Machine Co., Ltd. Edmonton.  
 Campbell & Griffin Ltd. Calgary.  
 McDonald Bros. Sheet Metal & Roofing Co. Winnipeg.  
 Household Products Ltd. Regina.  
 Red Deer Dairy Products Ltd. Red Deer, Alta.  
 Calgary Artificial Limb Factory. Calgary.  
 The Waters Glove Company Limited. Winnipeg.  
 Purity Aerated Works Limited. Winnipeg.

## Industrial Accidents

The recent report showed that industrial accidents in Saskatchewan during the month of April numbered 64, 49 being on the steam and electric railways and 15 amongst other trades. Of these 3 were fatal accidents on the railway. Of the 64 cases reported, 50 have returned to work and 14 are still unable to resume their occupations.

## Freight Rates Reduction in Alberta

The following summary of freight rate reductions in Alberta recently prepared by Alfred Chard, Freight Supervisor of the Provincial Government of Alberta, should be of some interest to our western members:

(1) Reductions on grain to Ft. William and Port Arthur from points west, meaning practically a ten cent per 100 lbs. reduction from all Alberta points.

(2) Seven and a half per cent. (7½%)

reduction in Eastern and Western forest products, building material, brick, cement, lime and plaster, potatoes, fertilizers (other than chemicals), ores, pig iron, blooms, billets, wire rods and scrap iron. In cases where above commodities have benefited by decrease not amounting to 7½% they shall be reduced to that point, but if they have been previously agreed to below 7½%, they will remain as they are at present.

On some of the commodities and in certain directions this means that no reduction will be made and in other cases that the reduction will be less than 7½%.

For example, there will be no reduction in rates on crushed stone, gravel and sand, or cordwood, as they are now back to level in effect Sept. 12th, 1920. The rates on lumber from the Coast to Eastern Canada will not be reduced, as they are below the new level established.

(3) Coal other than anthracite and coal from the head of the lakes westward, increases granted in September, 1920, to be rescinded. These increases were as follows: Rates 0 to 80c. per ton, 10c.; 80 to 150 cents per ton 15c.; over \$1.50 per ton, 20c.

Above means coal rates are back to August, 1918, increase, which had a maximum of 50c. per ton increase.

(4) Mountain differential reduced from 1½ miles on the prairie to 1 mile, Pacific Standard, or 30% higher to 1½ miles on Prairie to 1 mile Pacific Standard, or 15% higher. This does not affect rates on grain to the Coast for export, which will remain as at present, 31c. per cwt., against 26c. to Ft. William from Edmonton, but will reduce the domestic grain rates from Edmonton to the coast points from 46c. to 38c. or 39c. per 100 lb.

The Crow's Nest reduction means about fifteen millions to the Prairie Provinces.

## Prairie Manufacturer's Picnic Activities

The City Dairy Limited, Winnipeg, held its first annual picnic at River Park. A happier bunch on this occasion it would have been difficult to find. Practically the whole of the staff, including James F. Carruthers, Vice-President, and J. W. Hillhouse, Secretary-Treasurer, took part in the jollification. The afternoon was devoted to sports in the hundred yards track enclosure, and after a substantial meal had been partaken of in the picnic pavilion, prizes were presented to the successful contestants by Mr. Carruthers.

Another really enjoyable outing was held at Winnipeg Beach recently by the staff and employees of the Royal Crown Soaps Ltd., Winnipeg, at which no fewer

than 250 were present. The party was conveyed to the Beach from Winnipeg in special coaches. The baseball match, factory vs. office, captained by Messrs. Lawrie and McConkey, was won by the factory team. The prizes given were of considerable value. After the sports the party took in all the other local amusements, such as the roller coaster, dancing, swimming, etc. All voted it a "gr—rand" day.

## Saskatoon Exhibition

Many very interesting exhibits were made by local Saskatoon firms at their exhibition this year among which several are deserving of special mention for the excellent results obtained. Displays included farm and domestic machinery of all sorts, automobiles, furniture, iron works, clothing, etc.

Particularly fine displays were exhibited by the following members of the Association at Saskatoon.

John East Iron Works, who had a splendid display of castings of every description, including cast iron sprockets, pulleys, sheaves, flame sheets and grate bars for portable or stationary boilers, gear tools, brass and babbitt bearings and parts of automobiles and tractors. To the business-like farmer this display meant that he had found a place where he could have any part of his machinery duplicated at a fraction of the cost which he would have to pay if he imported his spare parts.

The A. Stanley Jones Co., Saskatoon, had a smart and up-to-date exhibit which attracted a large number of visitors. The A. Stanley Jones blower and feeder were exhibited and the company's latest combination threshing outfit received a great deal of attention from the framers. A very satisfactory number of orders were booked during the week.

Another interesting display of farm machinery and equipment was that of the Metal Shingle and Siding Company, Saskatoon, who this year featured their "Acorn" portable granary and "The Hoag" oil engine. This latest type of portable granary is simply yet strongly constructed of wood and iron. The walls are of double board construction with a 2½" lap at the joint, having three wire cables with lugs and eye bolts for tightening the four skids also supplied. The roof is of heavy galvanized iron with a good ventilator and two manholes with chain cover for unloading.

## Edmonton Exhibition

This year's exhibition at Edmonton was featured by a special "Made in Edmonton" display which occupied the north wing of the Manufacturers' Building and which attracted a great deal of attention. The variety of goods shown was a surprise to many who did not imagine that so many different lines of manufactured goods were made in the city. The display was put on very largely through the efforts of the Edmonton Board of Trade.



# Ontario Division's Activities for Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman....Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
Vice-Chairman.....George Bridden, Bridden's Limited, Toronto  
Secretary.....J. M. McIntosh. Travelling Secretary....O. C. Pease

**A**DVANTAGE is being taken of the summer months to develop the interest of non-members in the activities of the Association, and those members of the staff whose duties permit are now making a systematic canvas of the Province. The eastern and northern portions have been well covered with most satisfactory results, a considerable number of new members having been secured.

## Royal Canadian Institute

The Association has always taken a very keen interest in the important research activities of the Royal Canadian Institute of Toronto. The work of the Institute in the past few years has been very considerably extended. It conducts a course of weekly lectures through the winter months, which are open to the public without fees. These lectures are intended to diffuse scientific information and to educate the people to a realization of the importance of science and a better appreciation of scientific workers. The average attendance at these lectures during the past winter has been over six hundred. Of the twenty-four lecturers in the course, twenty-two came from a distance. All of these eminent men have provided their services free of charge.

The Institute also publishes in its "Transactions" scientific papers, the product of Canadian brains. It has gathered together a very valuable reference library which grows from time to time through the receipt from all the civilized countries of the world of exchanges for its "Transactions."

It has however found itself in need of a small additional Government grant, and members of this Association were very glad to join with representatives of the Institute, the United Farmers of Ontario, organized labor, and the Board of Trade, in a deputation to the Premier asking that a sum of \$4,500 be placed in the estimates to enable the Institute to properly take care of its very important collection of scientific material.

## The Coal Situation

The coal situation has been closely watched. Assurances have been given on the part of the wholesale dealers that Ontario's industrial needs will be taken care of as they arise, but these assurances are of course contingent upon an early settlement of the strikes of both the miners and the railway shopmen.

A representative meeting of manufacturers, wholesale coal dealers, railways, steamship lines and the Board of Trade, was held in the Head Office, Toronto, on Monday, the 31st of July, when the subject was thoroughly canvassed and a committee was appointed representative of all the interests present, empowered to take such action as may appear to be necessary.

Sir Archibald Mitchelson and Mr. Halford, both of whom are intimately connected with a number of Welsh collieries, were present at the meeting, and supplied some very interesting information regarding British and Welsh coals.

The statement which follows was prepared in advance of the meeting:—

"It is estimated that the provinces of Ontario and Quebec will require before the end of the present calendar year, in addition to supplies which have been delivered up till the present, the following tonnage of coal:

Provinces	Bituminous
Ontario .....	9 to 10 million tons
Quebec .....	2½ million tons
	Anthracite
Ontario .....	2 million tons
Quebec .....	1 million tons

"It is expected that Nova Scotia will supply 1½ millions tons of bituminous coal to the province of Quebec before the close of navigation, leaving 1 million tons of bituminous coal up to the present.

"Ontario has received about 3 million tons of bituminous coal up to the present.

"At the present time no anthracite coal and very little bituminous coal is being shipped from the United States mines into Canada. The United States strike has closed all the anthracite mines and has cut the production of bituminous coal from an average daily production of more than one million nine hundred thousand tons in the last week of March, 1922, to less than six hundred thousand tons in the week ending June 29th, 1922.

"Labor troubles in Nova Scotia have decreased the output of the mines in the month of April, and the closure of some mines in Canada for the month of April British Columbia cut production in those provinces so that the output from all the mines in Canada for the month of April was only six hundred and sixty thousand tons as compared with one million four hundred thousand tons in the preceding month.

"Under normal conditions Canada consumes between thirty and thirty-five million tons of coal, of which from eighteen to twenty-one million tons is imported from the United States, the balance being obtained from Canadian mines. During the past two years central Ontario has imported annually about three million tons of anthracite coal from the United States and an additional third of a million tons of anthracite coal has been dumped at upper lake ports. Central Ontario imports annually about ten million tons of bituminous coal and two million tons additional of bituminous coal is dumped at the head of the lakes.

"The province of Quebec imports annually about one and a half million tons of anthracite coal and about three million tons of bituminous coal from the United States. Very little coal from the United States mines is consumed outside Ontario, Quebec and part of Manitoba.

"In 1921 the following provinces produced in addition to what they used, the following surplus of coal:—

Nova Scotia, 2,100,000 tons bituminous.  
Alberta, 1,700,000 tons bituminous and lignite.  
British Columbia, 1,100,000 tons bituminous.

Of this total surplus of approximately five million tons, two million tons were exported and three million tons were consumed in Canada.

"The Maritime Provinces, British Columbia, Alberta and Saskatchewan supply themselves with bituminous coal and any possible shortage, therefore, would be confined to Ontario, Quebec and part of Manitoba.

"The statistics in this statement were supplied by the Mining, Metallurgical and Chemical Branch of the Dominion Bureau of Statistics under date July 28th, 1922."

## Central Ontario Power Situation

A very serious tie-up resulted from low water in the Central Ontario Power System, with the result that a considerable number of industries in the cities and towns served by this system were forced to either entirely or partially close down. Owing to the fact that arrangements had not been completed as between the Ontario Hydro Power Commission and the Federal Government in respect to the use of water for the Ranney Falls auxiliary power development, it could not be placed in operation in order to take up the shortage caused by low water elsewhere.

The Association on behalf of the members in the territory affected kept the situation under close observation, and impressed on both the Ontario Hydro-Electric Power Commission and the Minister of Railways and Canals, the urgent necessity for making some arrangement without prejudice to the rights of either side, so that the industries and those employed by and dependent upon them should not be subjected to further loss.

## Our July Issue

Guy Tombs, president of Guy Tombs Limited, Montreal, writes, "You are to be congratulated on such a fine number and our ad. is very satisfactory indeed."

## The Holiday Problem

Moffats Limited, Weston, Ontario, put into operation this year a new plan for arranging holidays. Having in view the way in which absence of factory executives or key men often disrupt work, it was decided to close down the entire plant for ten days and give everybody a holiday at once. Employees who had been with the firm five years and upwards were given a bonus as well.



# This Month's Doings in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman... F. W. Stewart, Peabody & Co., of Canada, Ltd., Montreal  
 Vice-Chairman... Paul E. Joubert, Lamontagne Limited, Montreal  
 Secretary... R. W. Gould, Assistant Secretary... A. S. Findlay

**F**OR some years there has been a city ordinance providing that in case of a fire alarm originating from a sprinkler system which proves to be false, the owner of the sprinkler system shall be fined \$50. Not until a few months ago was this by-law actually put into force, but immediately the industrial plants in the city began to feel the effect of it and many prominent manufacturing concerns were fined.

Realizing what a temperamental apparatus a sprinkler system is, this matter was taken up with the City Council who immediately recognized that in many cases it was unfair to fine a man under this by-law. The question in Council and was put to a vote, with the result that the old by-law is being repealed, and no such fine will now be levied, unless negligence to keep a sprinkler system in good condition is absolutely proven.

## Quebec Division Executive

At a special meeting of the Executive of the Quebec Division held on the 6th instant, the question of the policy to be pursued during the coming year in holding divisional meetings was discussed.

Last year it was decided to have the meetings rotate among the cities of Montreal, Quebec, Sherbrooke and Three Rivers. All the members were not at one as to the wisdom of this course and after discussing the pros and cons of the situation, it was decided that during the coming year there would be held one meeting each year in Three Rivers and Sherbrooke, two in the City of Quebec and the balance in the City of Montreal. It was suggested that, when meetings were held in the various cities, so far as possible the matters to be discussed should be made as interesting to those particular cities as possible.

The first regular meeting of the Division will be held in September, and will doubtless take place in the City of Montreal.

## Coal Situation in Quebec

The Quebec Division is more or less alarmed over the coal situation, as it is likely to affect this Province.

A long and interesting discussion of this matter took place at a meeting of the Division held a few days ago, and it was decided that very little could be achieved by the Executive unless absolutely accurate information could be secured as to the amount of coal actually needed by the manufacturers of the Province. To this end a committee, com-

posed of C. A. Reynolds, Leslie Drake, and R. Montague Davy, was appointed to draw up a questionnaire to be sent to all members in the Division in order that the actual requirements of the manufacturers be ascertained.

The questions contained in the questionnaire will be as follows:—

1. Do you require any bituminous coal before the end of December?
2. If so, what quantity monthly?
3. Have you made any arrangements for your supply?

When these questionnaires are returned, the information will be collated. It has been suggested by the Executive that a meeting of the Special Committee be held, when the members of the Dominion Coal Commission will be invited to be present; the facts placed before them, and they will be asked to what extent they can co-operate with the manufacturers in securing the necessary supply of coal.

## Quebec Exhibition

The fall fairs of the Province of Quebec have begun and on the 14th instant the "Produced-in-Canada" cards of both sizes were distributed at the Valleyfield Fair, the first important fall fair to be held in the Province. The Fair ran during the entire week and some ten thousand people were present. Upwards of 25 cards were distributed and exhibitors of all classes expressed a willingness to exhibit them on their wares.

The Secretary and Directors of the exhibition in Valleyfield were most solicitous in their assistance and gave the representative of the Association all the help possible in the work. This is only the beginning of the fall fairs, and the local office hopes to distribute several thousands of these cards during the coming two months.

Letters in reply to circulars have been received from nearly ninety per cent. of the secretaries of the fall fairs, and in each case expressions of appreciation of the work of the Association in distributing these cards are to be found.

## Administration of Justice

There have been many complaints during the past year relative to the administration of justice in the City of Montreal from the standpoint of the time necessary to place cases before the proper judicial authorities and the period elapsing before their final disposition.

After a discussion of the matter it was moved by A. Neighorn, seconded by Paul E. Joubert and unanimously passed,—

"Resolved that the Quebec Division

of the Canadian Manufacturers' Association have a deep concern in the prompt and effective administration of justice in this district, and wishing to co-operate in any useful measure leading to this end, desire very respectfully to draw the attention of the Council of the Bar of Montreal to the delays which obtain in securing the hearing of cases at the present time in the Courts of Montreal, and to urge that prompt measures be taken to relieve the present situation with concurrent renewal of the offer of this Division of the Association to co-operate in any proper action that may be taken."

Following the resolution a discussion took place on the method in vogue in England where there is established a commercial court, composed of a judge, and two business men who sit upon disputes arising between business houses, and it was suggested that a study of this method might throw light upon the subject, and that something along similar lines might be introduced in the Province of Quebec. To this end the Legal Department of the Association will be asked to report upon the English method and the degree of success which it has had met.

## Various Matters Discussed

A special meeting of the Quebec Division Executive was held on the 8th instant to discuss various matters which had come up and demanded attention and which could not wait for the regular meeting to be held in the month of September.

Apart from the other items outlined herewith that were discussed, the question of the entertainment of the British Exhibition Mission which will tour Canada during the months of September and October in the interest of the British Empire Exhibition, was discussed, and it was decided to arrange a luncheon for the members of this Mission on their arrival in Montreal.

Whether or not some scheme could not be arranged with the Provincial Government for linking up with the Accident Prevention Association was discussed, and the Special Committee now handling the Workmen's Compensation Act on behalf of the Executive of the Division were asked to inquire into this matter and report back to the Executive.

A discussion took place in connection with the recent amendments to the Bankruptcy Act as well as an effort to unify provincial legislation relative to corporation tax law throughout Canada.

A scheme of membership campaign to be undertaken almost immediately was outlined to the meeting and received the hearty approval of the Executive who promised to assist in every way possible the officials of the Association who made the effort. Six applications were approved, two being additional members.



# News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman ..... J. E. McLurg, Halifax Shipyards, Limited, Halifax, N. S.  
 Vice-Chairmen J. A. Reid, Hart Boot & Shoe Co., Ltd., Fredericton, N.B.  
 C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
 J. L. Macdonald, Atlantic Underwear, Limited, Moncton, N.B.  
 Secretary ..... H. R. Thompson, Box 470, Amherst, N.S.

**S**OME improvement is noticeable in connection with the basic industries. More men are now employed in the steel industries than have been for many months, and the trend is towards something better. Taken as a whole, the fishing industry during the past season has been more profitable than for some time. There is a gradual improvement in the movement of lumber, although the prices obtainable are not profitable. Reports from Great Britain indicate that the huge stocks of Canadian spruce purchased by the British Government during the war have at last been disposed of. These unsold stocks have been one of the great obstacles in the way of Canadian export trade in lumber. A substantial reduction in freight and ocean rates would assist materially in stimulating this industry.

The strike in the United States has benefitted the coal industry in the Maritime Provinces, and the Cape Breton coal fields are regaining for a time at least, a good share of the St. Lawrence markets. The indications are that at least 1,500,000 tons will have been forwarded to these markets before navigation closes. The best pre-war record for the river trade was about 2,000,000 tons in one year. Labor conditions in connection with this industry are, however, very unsettled.

At a recent convention of the United Mine Workers of America, District 26, the award of the Scott Conciliation Board was rejected, and it was decided to take a referendum to get the views of the individual miners as regards what further action should be taken in an endeavor to settle the various grievances.

## Factional Fight Develops

What might be termed a factional fight has developed within the ranks of the miners. The executive of this district has been asked to resign, and an election is to be held during the month of August to choose a new board. The more conservative faction, under the leadership of Baxter, intends to oppose a radical slate under the leadership of McLachlan. As an indication of the trend of affairs, it might be interesting to outline some of the policies advocated at the recent district convention. The MacLachlanites declared that there were only two avenues open to the miners in the present wage dispute:

(a) Accept the present conditions with all their humiliation and poverty, and repudiate the sacred obligations which every sire owes to his son; or—

(b) Reject and fight with all the power that is in us the present conditions, and make one bold attempt to hand down to our children something better than a slave's portion.

By a majority vote the miners decided to adopt the latter alternative and fight.

## The U.M.W. Policy

The outstanding point in connection with the U.M.W. policy, as laid down in the seven-clause declaration, is that made in paragraph 7, which carries with it a determination to reject and fight for better wages and living conditions, as follows:

(a) No contract shall be signed by the officers of this district which does not carry with it the wage rates that prevailed in December, 1921.

(b) That this convention now holds out its hand to any and all workers in Canada, and declares it is prepared to sign an agreement with any other organized body of workers, such an agreement to cover:

"1. An obligation on each party to the agreement to do its utmost to create one united front of all the workers in Canada; in the first instance this invitation is extended to the coal miners of the west.

"2. Such agreements to cover the joint action to be taken to secure for the workers of this country a living, such action to be taken either with or without the consent of the government.

"3. Over the heads of government, we appeal to all soldiers and minor law officers that they join with us in our attempt to secure for our class and their class, the working class of Canada, a living and free access to all means of life in this country. To all soldiers and minor law officers we appeal, and when you are ordered to shoot the workers, don't do it. When you are asked to arrest the workers, don't do it. But rather use your position, and all the facilities your position affords you, to help workers in their mass fight against all the exploiters of labor.

"4. That District No. 26, U.M.W. of A., at once apply for membership in the Red International of Trades Unions and that a delegate be appointed from this Convention to represent us at the next convention of the R.I.T.U. held in Moscow.

"5. That we proclaim openly to all the world that we are out for the complete overthrow of the capitalist system and capitalist state, peaceably if we may, forcibly if we must; and we call on all workers, soldiers and minor law officers in Canada to join us in liberating Labor."

Conciliation Board under the chairmanship of John Osborne, of Ottawa, was appointed to investigate some of the grievances of the miners employed by the Inverness Railway & Coal Co. The Board has completed its enquiry, and submitted its report to the Department of Labor, but up to the time of writing,

the contents of the report have not been made public.

## Strike Vote

At a recent mass meeting called by the Phalen Local U.M.W. at Glace Bay, the following resolution was adopted:

"WHEREAS, the annual convention of District No. 26 U.M.W. of A., held at Truro, on June 20th to 26th, demanded that the district executive board take immediate steps to enforce the 1921 rates in all collieries comprising District No. 26 U.M.W. of A.

"BE IT THEREFORE RESOLVED, that the above named local demand that said rates must be effective on August 15th, 1922, retroactive from January 1st, 1922, or the miners of District No. 26 shall cease to produce coal on that date under the rates prevailing at present.

"AND FURTHER RESOLVED, that this local demand the district executive officers be asked to approach the British Empire Company officials and notify them to this effect.

"AND FURTHER RESOLVED, that a copy of this resolution be sent to all locals unions comprising District No. 26 for their approval and to the press for publicity."

This resolution has since been sent to every local with the request that it be endorsed by each. The resolution is now being considered by the various locals and the present indication is that it will be adopted by the majority of them. Although the majority may endorse it, there is still a question of whether or not the strike will be called on the 15th of August.

## T. S. Simms and Co., Ltd., Celebrate 50th Anniversary

On the evening of July 17th, about 130 employees of the T. S. Simms Co., Ltd., of St. John gathered around a festive board in Bond's Restaurant to celebrate the 50th birthday of the company. During the evening a well arranged toast list was carried out, but perhaps the chief feature of the evening was the address of the President, L. W. Simms, who reviewed the establishment and growth of the industry whose business has increased from \$41,000 in the year 1873 to \$873,000 in 1921.

Two of the employees who have been with the company for forty-eight years told of the early conditions of the industry when the work of making brooms and brushes was done largely by hand. As a tribute to the management which the firm has enjoyed during the half-century of its existence, a placard was displayed giving the names of the thirty-five men who have been in the employ of the company for fifteen years or more.

The spirit of good fellowship and co-operation was very evident throughout the gathering, and no doubt this happy condition has been one of the chief factors in the success of the institution. The company takes a pride in choosing its employees, and in looking after their personal welfare.



## Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department, C. M. A.

### Department Issues Important Pamphlet

There has recently been mailed to all members of the Association an important pamphlet, the compilation of which has represented considerable effort on the part of the Tariff Department. It contains a digest of the 1922 federal taxation measures, with index giving quick access to information on any special points which may come up for consideration in connection with this taxation. In an appendix there is given a consolidation of the provisions of the Special War Revenue Act, 1915, and the amendments thereto. A second appendix enumerates the exemptions in force; a third gives a list of the institutions and organizations, whose purchases are exempt from sales tax; and a fourth, the new regulations with regard to embossed cheques. The pamphlet will be found very useful and should be carefully preserved for reference purposes.

### Australian Valuation for Duty--Export Drawback

The following is a ruling issued by the Customs Authorities in Australia in June last:

In future the value for duty will be taken on the basis of the home consumption duty paid value in the country of export from which will be allowed as a deduction the amount of drawback paid or to be paid on exportation provided the invoice from the exporter shows the full duty paid home consumption price and clearly indicates (a) that the home consumption value declared to (quoting it) is the duty paid price

(b) the amount claimed as a deduction for drawback (which should be supported by a certificate from the Customs Department in the country of export).

The above decision will apply to goods entered on and after July 1st, 1922.

As the result of representations made to the Australian Government that it was impossible for the exporter to obtain a certificate from the Customs until after the goods had been exported, the above ruling has been modified, and the Australian Customs now state that:—

Certificates in terms of paragraph four certificate of value recommended by Imperial Customs Conference will be recognized in the absence of any special reasons to doubt correctness. Certificate is obligatory all invoices on and after January 1st. Meanwhile Customs sug-

gest that the entire certificate duly completed will be accepted on invoices subject to drawback.

The wording of the certificate recommended by the Imperial Customs Conference will be found on pages 74 and 75 of the April issue of *INDUSTRIAL CANADA*, in connection with the invoice requirements for New Zealand.

### Board of Customs Decisions

"Glyco Ester No. 6," per sample, from A. Klipstein & Co., New York, when imported in packages of not less than 100 pounds, declared to be entitled to free entry under tariff item 584.

"Argyrol," from A. C. Barnes Company, Philadelphia, declared to be properly dutiable tariff item 220.

Infusorial Earth, per sample, invoiced as "Raw Silica (Silica) in powdered form," declared to be entitled to free entry under tariff item 297.

Scripture Text Calendar, per sample, (non-advertising) declared to be dutiable under tariff item 180 at the rate of 22½% under the general tariff.

Small bags containing cornmeal, imported enclosed in a jute bag, declared to be dutiable under tariff item 537, if of cotton, at the rate of 35% under the general tariff.

### Sales Tax, Stamp Taxes, Etc.

Full information respecting sales tax, stamp taxes and excise manufacturing taxes is contained in the Association's Excise Tax Pamphlet (Circular No. 360), copy of which has been mailed to each member.

**Sales Tax Exemption:** In addition to the list of provincial institutions mentioned in Appendix "C" of our Excise Tax Pamphlet as being entitled to purchase goods for their own use, free of sales tax, the Department of Customs and Excise advise that purchases made by the Hydro-Electric Power Commission

of Ontario for the sole use thereof and not for resale are exempt from sales tax.

### Invoice Requirements

Shipments from Canada to British Guiana, in order to obtain the benefit of the preferential tariff of that country, require to be accompanied by an invoice and a certificate of value and origin similar to what is required in connection with shipments to New Zealand. A specimen copy of the form of invoice and the wording of the certificate of value and origin will be found on pages 74 and 75 of the April issue of *INDUSTRIAL CANADA*.

This same form of invoice and certificate is required for shipments to the various British West Indian colonies, with the exception of the islands of St. Kitts Nevis, Montserrat and Virgin Islands.

### New B.C. Industry

British Columbia is claimed by those of wide experience to be eminently suitable for the honey industry, yet, strange to say, but little has been done to foster "made in B.C." production of the necessary equipment needed in the apiary. S. P. Hodgson is, in this regard, one of the pioneers. His factory in New Westminster, B.C., taken over several months ago, is surmounted by the designation of a former occupant of the building "Golden Rule Manufacturing Co.," and certainly a detailed study of the mechanical and business methods applied within reveals nothing less than an up-to-date golden rule system.

The last few months have been pregnant with disappointment for many beekeepers, due to disease, difficulties in wintering, and continuing high prices of necessary equipment. Most of the equipment is perhaps unreasonably high in price because of its being manufactured in eastern Canada or the United States, hence adding to its retail price additional costs incidental to long shipments. Mr. Hodgson has some thirty years of experience in close touch with the bee business and manufacture of bee supplies under varying conditions in Canada, enabling him to perfect his manufactured products in the best interests of the apiculturist.

### Department Rulings

"Ethanosal," per sample, an anæsthetic manufactured by Messrs. Savory & Moore, Ltd, London, England, ruled to

be dutiable under tariff item No. 220 (b).

Until otherwise notified, engines for ships' equipment may be classed as follows:—

Engines, Marine Type, made in Canada.	
Kerosene and Gasoline Engines .....	Up to 60 H.P. inclusive
Semi-Diesel Engines .....	Up to 14 H.P. inclusive
Diesel Four Cycle Engines used as auxiliaries for lighting or auxiliary power, or for electric drive, such as are frequently used for ferry boat service .....	50 to 750 H.P. inclusive
Engines, Marine Type, not made in Canada.	
Semi-Diesel Engines .....	20 H.P. and over
Diesel Engines, direct connected for ship propulsion .....	All sizes
Engines, Stationary, made in Canada.	
Kerosene and Gasoline Engines .....	Up to 50 H.P. inclusive
Semi-Diesel Engines .....	50 to 750 H.P. inclusive
(This supersedes information contained in Appraiser's Bulletin No. 2491.)	



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C. M. A.

### Recent Decisions of the Board of Railway Commissioners for Canada in Connection With Traffic Matters

*Order 32477, June 5th, 1922.*

Advance in switching rate on coal from New Ontario Coal Company's dock to Canadian Pacific Railway at Sault Ste. Marie disallowed. The advanced rate, 2c. per 100 pounds, was published by the A.C. & H.B. Railway effective March 15th, 1922. By Order 32196, March 8th, 1922, the said increased rate was postponed. The Order of June 5th, 1922 disallows the advance.

*General Order 366, June 30th, 1922.*

Express companies required to amend commodity tariffs applicable to international shipments so as to provide that "rates named therein unless specifically indicated as competitive will apply from or to intermediate points in Canada not enumerated in such tariffs." This action has been taken in order to harmonize the provisions regarding express shipments with those applicable to freight, similar provision being required on freight tariffs under General Order 177 issued some time ago.

*General Order 366, June 30th, 1922.*

This decision was fully reviewed in last month's issue of INDUSTRIAL CANADA. *Order 32547, June 26th, 1922.*

Bell Telephone Company's tariff C.R.C. 5383 showing increased rates at Windsor, Ontario, effective July 1st, 1922, suspended by this Order.

*Order 32511, June 19th, 1922.*

American Railway Companies' Tariffs, suspended by Order 32448, May 21st, 1922, have, by agreement with shippers, been cancelled and new tariffs providing rate of 40c. per 100 pounds on fruit and vegetables from Fenwick, Ontario, to Hamilton, Ontario, established. The Order of June 19th, 1922, rescinding the suspending order providing this rate was established.

*Order 32652, July 21st, 1922.*

Application of Express Traffic Association of Canada on behalf of express companies to restrict empties which may be returned at one half the outgoing rate to, egg cases, cream cans, ice cream tubs, meat, bread and cake hampers (not baskets) and standard poultry coops, refused by Board of Railway Commissioners on ground the the necessary for such restriction has not been established by the express companies. The judgment in this case points out that the whole question of returned empties was carefully considered by the Board in its decision Express Rates and Practices of 1910, which contained the following direction:

"As matters now stand, some empties are returned free and others carry tolls of five cents; some ten cents; others fifteen cents; and some at one-half 'merchandise.' These variations are probably discriminatory and should be discontinued. It is suggested by Mr. Hardwell, our Chief Traffic Officer, 'that all empties returned by the company that carried the full packages should be carried at actual weight, at one-half the rate per hundred pounds charged when full, with a minimum charge of five cents per package, this rate to include collection and delivery where cartage is performed.'"

It is also pointed out in the present judgment that the claim of the express companies to the effect that their facilities were being taxed by many, what they term to be non-essential empties, has not been borne out by the facts, the facts established being that the essential empties or those named above, including ale, beer, beverage and fruit empties which the express companies were willing to include, represented ninety-five per cent. of the traffic, therefore the five per cent. that they desired to do away with, it was pointed out in the judgment, did not bear out the statement of the express companies.

*Judgment, July 15th, 1922.*

Application of manufacturers and shippers of Simcoe, Ontario and district for an order requiring the establishment of interswitching facilities at Simcoe granted by the Board of Railway Commissioners, on the grounds as set forth in the St. Jerome case covered by the Board of Railway Commissioners, file 6713180 decided October 12th, 1921.

*Order 32637, July 24th, 1922.*

Complaint of the Beachville White Lime Co., Limited, Beachville, Ontario, relative to freight rates on high calcium limestone from Beachville to Niagara Falls, disposed of by establishment of rate between these points of 90c. per net ton. The grounds on which the new rate has been established is the Walkerton to Hamilton rate producing a ton mile earning of .782c. or a car mile earning of 23.47c.

### Priority in Transportation of Coal

The Interstate Commerce Commission under date of July 25th issued Order No. 22, which makes provision for routing of cars by routes most available to expedite movement and prevent congestion. I.C.C. Order No. 23, bearing the same date, makes provision for priority in the movement of food for human consumption, feed for live stock, live stock, perishable products, coal, coke and fuel oil.

It also makes provision for priority in transportation of coal in the following order:—

Class 1. For such special purposes as may be designated by the Commission or its agents.

Class 2. (a) For fuel for railways and ships.

(b) Public utilities.

(c) For federal, state, county and municipal governments, hospitals, schools, etc.

Class 3. From certain coal producing areas for Lake Erie ports for trans-shipment by water to Lake Superior ports.

Class 4. For fuel for domestic use

Class 5. For other purposes.

It should be pointed out that Service Order No. 23 bearing the same date, at the mine. In other words the cars are supplied to the mines in the order of the priority specified. The mine operator under these conditions would undoubtedly be required to show that the coal to be loaded in these cars would be consigned to the classes of consignees designated in the priority list.

A statement has been issued from Ottawa announcing the appointment of a Board representing the Federal Government, consisting of Honorable W. C. Kennedy, Minister of Railways, C. A. McGrath (former Fuel Controller) and Fred McCourt, of Montreal. This Committee, it is stated, will be consultative and superadvisory; the initiative in supplying of coal and other fuel to be taken by the provinces and municipalities to be dealt with as far as possible through the ordinary channels of trade. M. M. Mahoney, the Canadian representative in the British embassy at Washington, is keeping the Federal Government advised of conditions. The Ontario Government and the City of Toronto have already taken steps to set up the necessary machinery for carrying out these ideas but as yet the complete details are not available.

### The Idle Car Situation

The idle car situation in Canada for two-week periods ending on the dates indicated, was as follows:—

	July 1	July 15
Total Cars on Canadian Lines .....	202,232	202,049
Allowance for bad order Cars (A.R.A. basis) .....	14,156	14,143
Actual bad order Cars .....	22,896	21,878
Excess bad order Cars over allowance .....	8,740	7,735
Surplus Cars in good order .....	354	34,055
Total idle Cars .....	42,094	41,790



## Junior Trade Commissioners are Wanted

Notice has been received from the Civil Service Commission that they have received application from the Commercial Intelligence Service, Department of Trade and Commerce, for five junior trade commissioners.

Forms of applications and requests for information should be addressed to the Secretary, Civil Service Commission, Ottawa. The closing date for applications is September 20th; the written examinations will be held about October 20th and the oral examinations about six weeks later.

The duties of a junior trade commissioner are to engage in a course of instruction in foreign commerce which includes clerical and correspondence work; to call on Canadian manufacturers and report on Canadian industries; to perform editorial work in connection with departmental bulletins; and to compile statistics and other reports dealing with the industries and resources of foreign countries.

A successful candidate will spend one or two years probation at Ottawa according to his experience; if with practical business experience he will receive \$1,800 and, if without experience, \$1,500. After training at Ottawa he is assigned as assistant trade commissioner outside of Canada at a salary commencing at \$1,920 increasing to a maximum of \$2,500 plus living allowance of \$500 to \$1,000, according to the country he is sent to.

As vacancies occur or new offices are opened assistant trade commissioners are eligible for promotion to the rank of trade commissioners with a salary ranging from \$3,000 to \$5,760 plus living allowance which goes with the post.

## American Brass Company Have Entered Canada

After several months of negotiation, American Brass Company interests secured possession on August 10th of the business of Brown's Copper and Brass Rolling Mills, Limited, New Toronto, Ont., and will operate the industry to serve the needs of the Canadian trade. A new Canadian company has been formed under the name of Anaconda American Brass, Limited, with a capital of \$1,000,000. The company's stock is entirely owned by the American Brass Company.

Directors of the Canadian corporation are as follows:—John D. Ryan, chairman of the board of the Anaconda Copper Mining Company; Cornelius F. Kelley, president of the Anaconda Copper Mining Company; Benjamin B. Thayer, 1st vice-president of the Anaconda Copper Mining Company; Chas. F. Brooker, chairman of the board of the American Brass Company; John A. Coe, president,

American Brass Company; George H. Allen, vice-president, American Brass Company; C. F. Hollister, treasurer, American Brass Company; A. H. Quigley and H. S. Moss.

Chas. F. Brooker, who has been for over fifty years, actively engaged in the brass and copper industry in the United States, is chairman of the board of the Canadian company. The other officers are: president, John A. Coe; vice-president, G. H. Allen; treasurer, C. F. Hollister; general manager, A. H. Quigley; secretary, M. S. Moss. The personnel of the Brown Copper and Brass Mills organization has been taken over almost as it stood.

The plant has been closed down for inventory purposes but will be re-opened about September 1st. The products of the plant will be added as the demands of the Canadian market warrant.

The American Brass Company, who have thus entered Canada, are in turn, owned by the Anaconda Copper Mining Company, one of the largest factors in copper mining and refining in the world. Mines are located at Butte, Mon., and Smelters at Anaconda and Great Falls, Mon. They also own large properties in South America which are now at the point of development. The main offices of the American Brass Company are at Waterbury, Conn., with mills at Torrington, Conn., Waterbury, Conn., Ansonia, Conn., Buffalo, N.Y., and Kenosha, Wis.

## Hints on Exporting Goods to United Kingdom

In a supplement to the Monthly Commercial Letter of the Canadian Bank of Commerce for August, some useful information is given by Charles Cambie, manager of the London, England, branch, on trading with the United Kingdom. After giving a lengthy list of Canadian products for which there is a market in the United Kingdom, the following suggestions are offered to Canadian exporters—

"While the British market presents many openings for Canadian exporters, concerns seeking to enter it must be in a position to carry out their contracts and to ensure satisfactory delivery of the goods. Failure to do so is worse than neglect of opportunities.

"When a branch of export trade is decided upon, it should be prosecuted vigorously. All possible publicity should be given to lines which have to meet competition from the highly advertised products of other countries, and the trade name of the goods should be made familiar to the buying public.

"A Canadian manufacturer who decides to market goods in the United Kingdom should either send a representative who is thoroughly familiar with the articles of merchandise, or appoint a reliable agent in the country who is well-known in the trade. British firms prefer to buy through local agents, as

this enables them to interview someone on the spot should any difficulty arise.

"If it is decided to deal through an agent, either of two methods may be followed:

"(1) The agent (who should have samples of the goods on hand), takes the orders and sends them to the manufacturer, who ships the goods, generally cash against documents, direct from Canada to the customer in the United Kingdom.

"(2) Goods sent on consignment. This enables a stock to be kept in the country and allows the agent to obtain the highest possible price. A commission, previously agreed upon, is allowed upon all sales. An arrangement should be made with the agent for the furnishing of weekly accounts of sales at the actual prices he receives, and the proceeds should be paid into the bank on the due date. The agent's books should be examined from time to time by a chartered accountant.

"The points to which great attention must be paid in export trade are, (1) terms of payment; (2) packing, wrapping and labelling; (3) prompt shipment; and (4) reliability.

"Terms of payment should be settled beforehand. Quotations should, when ever possible, be made in sterling currency, and should always be based on f.o.b. Canadian port, or c.i.f. United Kingdom port. Many importers will consider offers on a c.i.f. basis only. If, however, f.o.b. quotations are given, they should be f.o.b. seaport, not some inland point, and should be f.o.b. steamer. In c.i.f. quotations, the price should include the cost of the goods up to the time they are placed on board ship at the ocean port, the freight, marine insurance, and any other charges to the port in the United Kingdom.

## Goes to Europe to Lecture on Canada

A recent caller at the Vancouver office of the Association was Prof. G. A. Armand, B.A., Prof. Armand is a native of Paris, who has resided for some years in British Columbia. He leaves shortly for Europe to deliver a series of lectures on Canada, in which he will devote special attention to British Columbia. These lectures will be given in the principal commercial centres of France, Belgium, Switzerland, Italy and Greece, with a view to promoting exports from British Columbia to these countries.

Prof. Armand has travelled twice around the world in successful lecturing tours and has taken charge on previous occasions of extensive publicity campaigns on the European continent for various British organizations and industrial companies. He is desirous of getting in touch with those wishing to take advantage of the opportunities afforded by his visit to Europe.



# LA SECTION FRANÇAISE

## Soyons prévoyants

Pour faire suite à notre article, du mois juillet, intitulé "Le Patriotisme Pratique" nous croyons opportun de revenir sur ce sujet, car outre notre suggestion d'établir un cours d'économie politique primaire, concernant l'importance, pour la nouvelle génération, d'avoir à cœur d'apprécier ce que notre pays produit, nous voulons de plus intéresser les mères de familles et les ménagères en général, sur la nécessité de n'acheter que ce qui est de production canadienne.

Il faut penser que nos agriculteurs comme nos fabricants sont aussi intelligents et capables que la plupart des étrangers de ces mêmes classes, et se dire que nos produits canadiens sont aussi bons que ceux des pays étrangers et souvent de meilleure qualité. Alors, pourquoi, vous mesdames et mesdemoiselles, n'exigez-vous pas, de vos fournisseurs, que l'on vous vende des articles ou des aliments de production canadienne ?

Comme nous l'avons déjà démontré, en Europe on se fait un devoir impérieux et un orgueil de ne se servir que des productions de leurs pays. Ce sentiment chez les européens et européennes comme aux États-Unis, est établi à l'état de proverbe national. Or, nous avons des organisations féminines de toutes sortes qui pourraient s'occuper sérieusement de cette question, et nous demandons à nos sociétés d'hommes de toutes sortes, qu'il soient ouvriers, hommes de profession, marchands etc., de faire valoir ce principe qui sera un levier puissant pour le relèvement et la reconstruction de notre système économique.

Il n'est pas nécessaire de s'arrêter longtemps à étudier cet important sujet, car si l'ouvrier, comme le marchand ou l'agriculteur veulent jouir d'une prospérité stable, ils ne l'obtiendront que quand nos industries manufacturières ou agricoles jouiront d'une prospérité permanente. Ce n'est qu'en coopérant à cette prospérité, en nous faisant un devoir impérieux de ne se servir que ce que nous produisons en Canada, que nous atteindrons ce résultat en suivant les suggestions que nous venons de faire.

## La situation industrielle

Malgré certains inconvénients que les nouveaux impôts peuvent causer, nous constatons, en général, une reprise des affaires assez accentuée. On peut attribuer ce réveil des affaires au fait que les récoltes dans tout le pays seront exceptionnellement bonnes.

Outre nos observations à ce sujet on pourrait citer l'opinion de gens d'affaires avisés qui envisagent l'avenir avec un optimisme de bon aloi. Parmi ces autorités nous mentionnerons l'opinion de l'hon. Georges Elie Amyot, le grand industriel de Québec, qui constate une reprise assez accentuée des affaires. M. Amyot attribue ce regain des affaires à l'économie pratiquée par notre population, car il dit que, "dans nos banques les dépôts augmentent. Les prix sont raisonnables et les industries sont plus occupées. Juillet qui est considéré comme le plus mauvais mois de l'année, pour les affaires a été bon. Il y avait plus d'activité

dans nos industries le mois dernier, et en juillet, le progrès n'a pas diminué".

Ce témoignage qui nous est fourni par "l'Événement", nous fait constater qu'il y a une renaissance de confiance en l'avenir. Cette situation est peut-être causée par le chômage forcé qu'a subi une bonne partie de notre population depuis plusieurs mois et l'a incité à la prévoyance, qui mène à thésauriser au cas que la même calamité se répète. Dans tous les cas, il est évident que la reprise des affaires se fait jour, car nos industries en général sont plus occupées et nous pouvons envisager l'avenir avec plus de confiance.

Un grand facteur qui aidera au relèvement de nos industries et des affaires en général, est l'économie que doit pratiquer notre population, et éviter les achats à crédit qui est une plaie pour notre commerce, car il existe un enchaînement entre tous ceux qui ont charge d'une industrie quelconque, et à partir du cultivateur jusqu'au manufacturier, la prospérité de l'un dépend du succès du second qui fournit du travail à des milliers de consommateurs.

Bref, nous prévoyons que l'avenir réserve à nos industries, qu'elles soient agricoles ou manufacturières, une ère de prospérité qui aidera notre beau pays à se remettre du désastre causé par des circonstances malheureuses, qui, nous l'espérons ne se répéteront point.

## La Loi de Faillite

Les différents corps publics, et surtout l'Association des Manufacturiers Canadiens, ont fait, avec raison, des commentaires désobligeants concernant la loi de faillite édictée en 1919, car elle prêtait à des abus non seulement de la part de ceux qui faisaient cession de biens, mais aussi de la part des syndics autorisés qui majoraient leurs honoraires de liquidation.

La loi fédérale de 1875 fut rappelée en 1880, et alors on laissa aux autorités provinciales le soin de régler les liquidations d'affaires; mais depuis on a cru bon de créer l'uniformité de procédures afin d'en faire de nouveau une loi fédérale. Le gouvernement tout en n'abrogeant pas la loi, l'a modifiée de sorte à augmenter la responsabilité des cessionnaires autant que de limiter les charges de liquidation, ce qui pour le moment crée une certaine protection. Toutefois, l'autorité fédérale veut donner à la loi une chance plus étendue d'en faire l'essai, afin de l'amender à mesure que les circonstances l'exigeront.

Un fait important à signaler est, que le gouvernement a nommé un trop grand nombre de syndics autorisés dont un grand nombre font une cabale constante, afin d'inciter les marchands à se mettre en liquidation.

Il nous semble que le gouvernement devrait réduire de moitié le nombre des syndics autorisés, car les abus qui se pratiquent n'existaient presque pas de la part des vieux liquidateurs, qui, pour la plupart, sont des gens responsables et équitables sous tous rapports, et ce serait à propos de tenir compte que le trop grand nombre ne peut trouver des compensations adéquates à la responsabilité qu'incombe

l'exercice de leurs fonctions. De plus, il faut prémunir le public contre ceux qui veulent spéculer sur les faillites plus ou moins avouables qui arrivent, car les fournisseurs, dans bien des cas, se trouvent lésés dans leurs réclamations légitimes.

Sur cette question nous pouvons accorder à la division de Québec, le bénéfice d'avoir attaché le grelot pour signaler les abus qu'entraînaient cette loi, car dès le mois de mars dernier à une assemblée de la division M. Louis Létourneau a mis à jour les abus que cette loi suscitait, et ce premier pas a été emboîté par d'autres qui ont ajouté leur commentaires, qui nous valent aujourd'hui les changements faits par le gouvernement.

En attendant l'effet que produira les responsabilités établies par le ministre de la justice, nous nous contenterons d'en suivre les résultats, nous permettant plus tard d'en apprécier ou d'en condamner les effets.

## Nos énergies Hydrauliques

À sa dernière réunion mensuelle le Club Canadien de New York, avait comme hôte d'honneur M. John R. Shaw, le nouveau président général de l'Association de Manufacturiers Canadiens qui donna une intéressante conférence sur les énergies hydrauliques et l'importance de leur exploitation pour l'expansion de nos industries en général.

Afin de donner quelques points importants de la conférence de M. Shaw nous donnons ci-après ses principales déclarations

"Le secret de la prospérité industrielle du Canada peut être attribué en grande partie à nos ressources hydrauliques inépuisables qui mettent à notre disposition de l'énergie en abondance et à bon marché. Ce facteur est d'une grande importance pour toutes nos principales industries, et l'une des quatre pierres angulaires du progrès, agricole, manufacturier, financier et du transport."

"L'énergie hydroélectrique n'est pas seulement la clef du développement progressif de la manufacture et des transports canadiens, mais elle devient graduellement un facteur important de l'industrie agricole. Une étude des conditions de l'agriculture dans les diverses provinces indique que, alors que la superficie cultivée et l'importance et la valeur des produits de la ferme ont constamment augmenté, la population rurale a toujours diminué. Ce fait s'explique largement par la substitution des machines et de l'énergie au travail manuel et sous ce rapport, l'énergie hydroélectrique occupe une place très importante."

"Bien qu'il puisse exister des difficultés dans la distribution économique de l'électricité à certaines étendues rurales, le coût modique de nos forces hydrauliques permet à bon des fermiers de jouir des bénéfices des méthodes modernes et des avantages qui en résultent et que l'énergie hydroélectrique rend possibles."

"L'influence directe de l'énergie hydroélectrique adéquate et à bon marché sur le progrès et le développement de nos manufactures, a à peine besoin d'être indiquée."



La majorité de nos industries principales, telles que celles de la pulpe et du papier, de la farine, du fer, des matières textiles, de l'électrochimie et de la métallurgie, ont besoin d'une quantité assez considérable d'énergie; la question d'un approvisionnement suffisant à des tarifs raisonnables joue un rôle des plus importants qui consiste à attirer et à établir en permanence ces industries au Canada. L'industrie de la pulpe et du papier, par exemple, demande de grandes quantités d'énergie, plusieurs 100 c.v. étant nécessaires par tonne de production quotidienne de papier à journaux et, n'étaient nos forces hydrauliques, nous aurions à exporter la plus grande partie de notre bois de pulpe à son état naturel. L'industrie minière dépend aussi en grande partie de nos forces hydrauliques pour le succès de son développement. Les mines d'amiante, de nickel, de cuivre, d'or et d'argent sont abondamment pourvues d'énergie hydroélectrique, ce qui facilite beaucoup leur exploitation."

Dans presque tous les pays civilisés, l'attention se porte surtout sur le développement et la distribution des avantages de l'énergie comme moyen de faire progresser davantage l'industrie. Au Canada, avec ses ressources abondantes d'énergie, une occasion splendide s'offre sous ce rapport.

La plus grande capacité de production de l'ouvrier américain, comparée à celle de l'ouvrier européen, est aujourd'hui attribué en grande partie par ce dernier au fait que l'ouvrier américain dispose ordinairement de deux ou trois fois plus de force hydraulique.

Cette conférence de M. Shaw a fortement impressionné ceux qui ont eu la bonne fortune de l'entendre et nous ne doutons pas que l'effet s'en fera sentir, en induisant nos voisins à profiter des richesses naturelles que notre pays possède.

## Echos de l'assemblée annuelle

A St. Andrews By-the Sea

D'après le témoignage de tous les délégués qui ont eu la bonne fortune d'assister à l'assemblée annuelle tenue à St. Andrews by the Sea, cette réunion fera époque dans les annales de l'Association des Manufacturiers Canadiens.

Tous les délégués ont hautement appréciés les services de R. W. Gould, le sympathique secrétaire de la succursale de Montréal et de la division de Québec, qui s'est multiplié pour voir à leur confort durant la convention.

L'hon. Dr. W. F. Roberts, ministre du département sanitaire, souhaita la bienvenue aux délégués, se faisant l'interprète du gouvernement du Nouveau Brunswick, pour souhaiter aux membres de la convention tout le succès possible dans leurs délibérations, qui seront d'une grande importance pour la prospérité industrielle, non seulement de la province qu'il représente, mais pour tout le Canada.

Après que des remerciements furent votés à M. S. R. Parsons, pour la manière habile avec laquelle il a représenté l'Association à Gènes et à Washington, le colonel Cantley, proposa qu'une requête soit présentée au gouvernement pour que 29 navires de petit tonnage de la marine marchande soient vendus, ce qui fut agréé par les délégués.

Le rapport sur les relations commerciales fut présenté par M. Alex. Marshall, qui fut suivi de M. C. H. Payne, du département du Commerce qui, aussi, donna d'intéressants détails sur les exportations et importations canadiennes, agrémenté par M. Fred. Hudd, le commissaire Canadien à New York qui déclara que si nous avions les communications nécessaires la plupart

de nos exportations et importations ne passeraient pas par les voies américaines pour atteindre et revenir des Indes Occidentales et autres endroits de l'Amérique du Sud.

M. W. F. Morgan Dean, appuyé par le maire Copley, de Hamilton, préconisa l'immigration intensive, à l'instar de l'Australie et de la Nouvelle-Zélande, afin d'augmenter le nombre de consommateurs.

M. R. F. Sparke proposa d'instruire les marchands détaillants, d'acheter des produits de fabrication canadienne et faire des expositions à l'étranger pour les intéresser vers ce but. Le rapport de la succursale de la Colombie Anglaise fut ensuite présenté par M. J. B. Thompson, de Vancouver, qui préconisa la construction d'une cale-sèche afin de réduire le chômage et faciliter le transport du fret.

Le rapport de la succursale des provinces des Prairies fut présenté par le Major J. O. Thom, de Winnipeg, suivi de celui de la succursale de Toronto par M. W. C. Coulter.

Les autres rapports suivants furent respectivement présentés par M. M. L. W. Sims, des provinces Maritimes; F. W. Stewart, de la division de Québec, qui commenta la compensation des ouvriers internationaux, qui est nuisible aux ouvriers canadiens, et suggéra qu'une commission judiciaire soit chargée de régler l'imbroglio.

M. C. Howard Smith présenta le rapport des chemins de fer préconisant que 634 milles des chemins de fer nationaux devraient être retranchés pour économiser près de \$3,500,000. Ce qui est en résumé les travaux accomplis à l'assemblée annuelle de l'Association.

## Renseignements importants

### Re la taxe des timbres sur les chèques

Le département des douanes et de l'accise a émis une circulaire, dans laquelle il indique aux firmes qui ont de nombreux chèques, pour de forts montants à émettre, un moyen d'éviter l'inconvénient de mettre les timbres équivalents au montant désigné.

Cette circulaire porte le matricule 194-0 et enseigne comment procéder. On doit en conséquence s'adresser au département pour faire une demande de licence, et on vous enverra les documents nécessaires vous permettant d'obvier les difficultés contenues dans la loi.

Cette mesure vous permettra d'émettre vos chèques qui porteront en relief une étampe marquée Tax paid, mais il faut que ces chèques soient **acceptés** par la banque ou une des succursales où vous avez vos fonds en dépôt. Le département de l'accise, après vous avoir émis une licence, vous enverra les blancs de chèques **étampés**, dont il tiendra compte de leur émission, les classifiant par ordre de numéro à mesure qu'ils seront retirés, avec les particularités; donnant le numéro de série, la date de l'émission, et le montant dû pour la taxe d'accise. On tiendra un compte séparé de chaque banque ou succursale de banque sur lesquelles le licencié tirera ses chèques. Le ou avant le cinq de chaque mois le détenteur d'une licence, devra faire parvenir, par le percepteur des douanes de la localité où la licence a été émise, un ou des comptes, pour les mois précédents, vérifiés, accompagnés d'une déclaration statutaire du licencié, et il enverra au Receveur Général, un chèque certifié pour le montant de la taxe due sur les chèques émis durant ce mois, et tous les états de compte des chèques au débit du compte du licencié, et on devra permettre aux fonctionnaires du département des douanes et de l'accise de faire l'inspection et l'audition de ces comptes et livres en conformité avec ces

règlements, et cela quand il le jugeront nécessaire.

C'est la classe principale de la circulaire No. 194C que vous pourrez vous procurer avec les demandes de licences et autres renseignements qu'elle contient, en vous adressant à M. Geo. W. Taylor, Assistant Commissaire des douanes et de l'accise à Ottawa.

## Assemblée Annuelle

### La division de Québec

L'exécutif ainsi qu'un bon nombre de membres de la division de Québec ont eu leur assemblée mensuelle, mardi après-midi aux bureaux de l'Association, édifice du Board of Trade.

Une foule de sujets importants ont été discutés, entr'autres, l'établissement d'un tribunal de commerce à Montréal et la question du ravitaillement du charbon, vu la menace de famine de ce combustible, causée par la grève des mineurs aux Etats-Unis.

Après mûres délibérations sur cette première question, la résolution suivante fut adoptée:

"L'Association des Manufacturiers Canadiens, division de Québec, étant profondément intéressée à l'administration prompte et efficace de la justice dans la province de Québec, et désirant coopérer à toute mesure utile et susceptible d'atteindre ce but, désire très respectueusement attirer l'attention du conseil du Barreau de Montréal sur les délais qui se produisent avant qu'on puisse actuellement faire entendre une cause devant les tribunaux de Montréal, sollicite vivement l'adoption de mesures rapides pour remédier à la situation actuelle et renouvelle des offres de cette division de coopérer à tout acte effectif qui pourrait être accompli."

Les manufacturiers sont d'avis que si un tribunal commercial existait on aurait, en outre d'une plus rapide expédition des causes, des résultats plus propres à satisfaire les hommes d'affaires puisque le tribunal commercial se spécialiserait pour ainsi dire dans un genre de causes et pourrait ainsi les connaître et les étudier plus rapidement.

Copie de la résolution citée plus haut a été envoyée au ministre de la Justice, au Solliciteur-Général et au Procureur-Général de la province ainsi qu'au conseil du Barreau du district judiciaire de Montréal.

La question du ravitaillement du charbon fut ensuite longuement discutée et on décida de faire le recensement des besoins industriels, et afin de mener la chose à bonne fin on a décidé d'envoyer une circulaire, qui sera en quelque sorte un questionnaire, à tous les grands consommateurs de la province qui contiendra pour les intéressés, les demandes suivantes:

1. Combien de charbon il leur faut d'ici au 31 décembre ?
2. Quelle quantité leur est indispensable pour le mois ?
3. Quels arrangements ils ont pris pour s'approvisionner ?

Une fois en possession des réponses, l'Association des Manufacturiers pourra marcher vers un but déterminé, car elle saura l'étendue exacte des besoins de chacun et de tous, ce sera ensuite à elle de s'aboucher avec M. McGrath et les autres commissaires du combustible nommés par le gouvernement pour leur dire ce que sont les besoins exacts de la province de Québec afin que la commission puisse venir en aide aux intéressés et leur procurer le charbon qui leur est indispensable.

M. F. W. Steward, le président de la division de Québec, occupait le fauteuil durant cette intéressante réunion, assisté de M. R. W. Gould, le secrétaire.



# Canada's Industrial Expansion

## RECORD OF PROGRESS

### New Industry for Canada

#### Dominion Combing Mills, Limited, Erecting Plant at Trenton, to Manufacture Wool Tops

Foundations are being laid at Trenton for the plant of Dominion Combing Mills, Limited. This will consist of a mill, two storeys high, and warehouse, four storeys high, the whole containing about 100,000 square feet of floor space. The machinery is on order and will be delivered by October and it is hoped to have the mill operating by January.

The Company, who have Ontario incorporation, have a capital of \$2,500,000, consisting of \$1,000,000 cumulative redeemable preferred shares and \$1,500,000 common shares. Directors are A. E. Rea; W. J. Keens, president, W. J. Keens Co., Limited; C. A. Davies, president Davies Footwear Co., Ltd.; Major-General Robert Rennie, president W. Rennie Co., Limited and T. D. Currie, Dominion Development Corporation, Limited, all of Toronto. Mr. Rea is president.

The product of Dominion Combing Mills, Limited, will be wool tops and it will be the first industry of its kind in Canada, there being no wool combing plant in the Dominion combing for the trade. Last year Canada grew over 22,500,000 pounds of raw wool, but all except a small portion of this had to be exported for the combing process. During the same period Canada imported over 7,000,000 pounds of tops, noils, etc., for the use of Canadian spinning mills. The establishment of the mill at Trenton will thus be of great assistance in the development of the textile industry in Canada, supplying a missing link in the worsted end of the industry.

During the first six months of this year there were exported from Bradford, England, to Canada, 3,848,300 lbs. of tops, as compared with 1,356,300 lbs. in the same period of 1921; 2,682,100 lbs. in 1920 and 1,452,700 lbs. in 1913. This gives some idea of the possibilities before the Canadian industry.

The Bradford correspondent of the *Toronto Mail and Empire*, S. B. Hollings, writing about Dominion Combing Mills, Limited and the equipment ordered in England, said—"Canada will have a combing plant second to none in the world. There should be a most useful field for topmaking

in Canada and this is the beginning of an industry which should lead to a big development of the textile trade in the not distant future."

### Winnipeg Industry Expands

#### Guarantee Iron Works Plan to Erect New Plant to Take Care of Expanding Business

Despite the unfavorable conditions of the past few years, the Guarantee Iron Works, of Winnipeg, of which "Bob" Coram is the head, are making steady progress. At present three storeys high, where all the Guarantee products will be but plans are under way to consolidate all under one roof. The intention is to build a plant this summer, 83 x 100 feet, three storeys high, where all the Guarantee products will be manufactured.

Mr. Coram served for four years in the Naval Air Force, receiving his discharge because of poor health in 1918. On his return to Winnipeg he found that his shop, which had been left closed, had been broken into and all machinery stolen. Finding that he could not sell the building, he decided to start in again from the beginning and, after casting about for a suitable product to manufacture, decided on washing machines.

Though it was predicted that it couldn't be done, Mr. Coram has turned out all types of laundry equipment successfully. His factory has twice been doubled in size and now he has been forced to use two temporary buildings in addition, pending construction of his new plant. Each year he has increased the size of his staff, the amount of equipment and the floor space of his buildings.

His output consists of a complete line of laundry equipment—washers, mangles, extractors, collar ironers, presses, domestic washing machines and similar articles. His is the only factory producing such machines in Western Canada and it is a one-man business. There is not a cent of outside money invested in the concern, no stock subscribed. Its development has come only from within. When making additions to his warehouse or assembly plant, all accounts for labor and material were paid in cash so that he caught all discounts. And when his new building is constructed it is certain that not a cent in discount will escape.

*Continued on page 72.*



ADDITION TO WINNIPEG PLANT

Expansion of business of Guarantee Iron Works has necessitated erection of this extension and complete new plant will shortly be built.





It is a fact that, with few exceptions, all manufacturers realize the value of time. Some kind of a system is invariably used in an endeavor to keep account of the hours of purchased and productive labor.

Some systems are good, others, although they are still used to a certain extent, have been proven time and time again to be inefficient and altogether inadequate to keep step with industry's progress. You owe it to yourself and to your business to see that the system which is in use in your plant is at all times dependable.

International Time Recorders are absolutely dependable by reason of the fact that the time records they produce are mechanically accurate, legible and unchangeable.

International Job Recorders afford absolute assurance that the job time records are made at the time of starting and finishing of any job. Without this assurance cost figures cannot be accurately established.

International Time Recorders tell you exactly the amount of labor hours you have purchased. International Job Recorders tell you the amount of purchased labor hours which have been turned into productive hours; the combination of the two enabling you to reduce your non-productive hours to a minimum.

Time Recorder prices are back to bed-rock. Reductions ranging from \$10 to \$85 according to style and type of instrument. Now is the time to install this system. Will you let us demonstrate its many advantages?

## International Business Machines Company LIMITED

F. E. MUTTON, Vice-President and General Manager

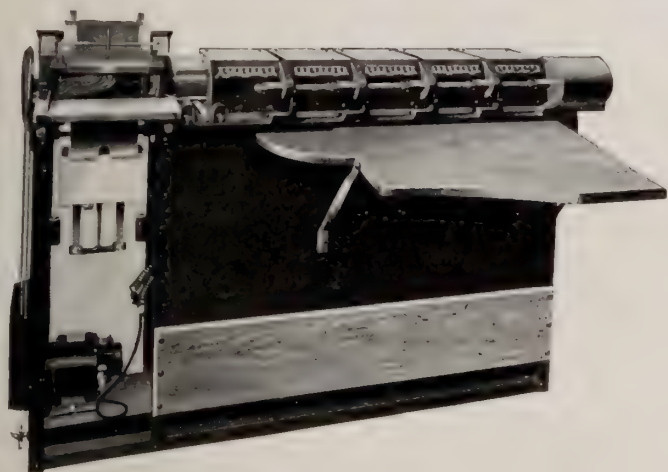
**Head Office and Factory: 300-350 Campbell Avenue, Toronto**

HALIFAX, 44 Granville St. ST. JOHN, 29 Dock St. QUEBEC, 506 Merger Bldg.  
MONTREAL, 1 and 3 Notre Dame St. OTTAWA, 190 Queen St., TORONTO, 32 King  
St. West. HAMILTON, Room 8, 36 James St. S. LONDON, 489 Richmond, St.  
WALKERVILLE, 44 Lincoln Rd. WINNIPEG, 227 McDermott Ave. VANCOUVER,  
230 Cambie St. SASKATOON, 254 Third Ave. S.

*Also manufacturers of International Dayton Scales and International Electric Tabulators*



# Do You Require in YOUR Business Detailed Information such as this?

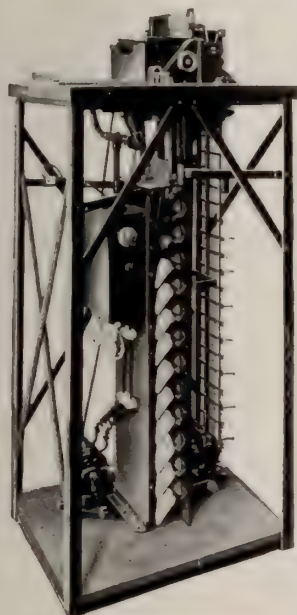


Tabulator

*If you want to keep your finger on your business, these questions stare you in the face:*

## Manufacturing Data

- 1 Do you know the cost—EXACT, not approximate—of each job as soon as it is completed or at any of its various stages?
- 2 What each department, each man and each machine is costing you, and what each is doing?
- 3 Whether there is excessive waste and expense, and where?
- 4 Is your distribution of expense being made accurately?
- 5 Are you able to make up your payroll on time? And does it balance with your distribution?



Sorter

## Selling Data

- 1 Do you know what EACH salesman is selling of EACH line of goods, and what is your percentage of profit?
- 2 What he is selling to one customer and not to another at any time?
- 3 What he is selling at a profit and what he is selling at a loss?
- 4 What goods are being sold in one territory and not in another?
- 5 What stock you have on hand at any time in any department or branch?

## Wholesaling Data

- 1 Do you know what stocks are moving, and what are not moving?
- 2 What stocks to dispose of before they depreciate in value?
- 3 Which line of merchandise bought of various manufacturers is selling best?
- 4 In other words, do you know the movements of your stock from the moment it comes into your possession until it leaves, and the profit you are making on each line or class of goods?

## International (Hollerith) Tabulating & Sorting Machines

give you this and similar information at a minimum of expense with a maximum of speed and accuracy. They compile, classify and analyze statistical information of all kinds. The original data are transferred to cards by means of punched holes, which permit the machines to

electrically and automatically classify and aggregate the various items recorded. The records obtained are available for reports immediately after the closing of business periods.

You do not PURCHASE these machines. You RENT them from us at the cost of one clerk's salary—and they do work that it is impossible to do accurately and quickly in any other way. Let us tell you how these machines are helping leading Canadian organizations, and how they can be profitably used in your business.

## INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice President and General Manager  
Head Office and Factory: 300 Campbell Ave., Toronto.

Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld. St. John, N.B.



(Continued from page 69)

Mr. Coram does all his own stamping and drop-forging, makes his own dies, does all heat-treating of machine parts as well as a certain amount of custom work.

### New Explosives Plant

#### Northern Explosives, Limited, Operating Fine New Plant at Dragon, P.Q. and Will Extend

A development of importance this year has been the opening within the past few months of the plant of Northern Explosives, Limited, at Dragon, P.Q. The plant, the first to be erected under the new Canadian Explosives Act, stands on the site of the Curtis and Harvey plant and embodies in its design the most approved safety devices. About 100 men are employed and it is expected that about 5,000,000 pounds of high explosives will be produced this year. Capacity can be easily increased and it is the intention to prepare in near future for production of permitted explosives, that is, the type used in coal mines. Markets are found in mining districts of Ontario, Quebec and Nova Scotia.

The company are capitalized at \$1,500,000. About half the stock is owned by the Atlas Powder Co., Wilmington, Del., and among Canadian shareholders are Dome Mines Limited, Nova Scotia Steel & Coal Co., Limited; Provincial Asbestos Co., Limited; Mond Nickel Co., Limited; Provincial Stone & Supply Co., Limited, and McIntyre Porcupine Mines, Limited.

D. H. McDougall is president; W. A. Layfield, vice-president in charge of operations; George C. Riley, vice-president in charge of sales; Alex. Fasken, secretary, and other directors are: J. B. Waddell, C. M. Doolittle, C. V. Corliee, W. J. Webster, J. P. Bickell, J. F. Van Lear, Leonard Richards, Jr., Leland Lyon.

### A New Product

#### Atlas Engineering and Machine Co., Limited, to Manufacture Atlas Positive Circulators

The Atlas Engineering and Machine Company, Limited, have recently completed the purchase of the Royal letters patent, including the sole manufacturing and selling rights, of the Atlas positive circulators for hot water heating.

The Atlas circulator is the invention of H. H. Angus, B.Sc., consulting engineer, Toronto, and introduces some new and useful improvements in accelerating pumps for hot water heating systems. By overcoming the friction of flow and creating a more rapid circulation, the efficiency of the hot water boiler is very largely increased. The conical shaped impellor is so designed to permit a through gravity flow if the motor should stop or as in the spring and fall during mild weather when the pump will only be required to run one or two hours daily. There is also an arrangement of deflector blades to stop the swirling action as the water leaves the impellor, thus directing the water in a straight axial flow. Not only are they most efficient in remedying old sluggish systems in residences, but very successful in large public institutions, hospitals, universities and apartment houses.

### Brick Industry Resumes

#### Large Brick Plant at St. John Remodeled and Officially Opened by Lieutenant-Governor

It is seldom that that an industry ever received such a send off as that given to the Stephen Brick Co., Limited, St. John, N.B., when the plant was formally opened on July 28, by the Lieutenant-Governor of New Brunswick in the presence of a distinguished gathering.

The Stephen Brick Co., Limited, have taken over the brick-yard of Lee Brothers, on the Little River Road, about

half a mile east of the Courtenay Bay dry dock, one of the oldest and best brickyards in the Maritime Provinces, but closed down for the past four or five years. Since acquiring it the Stephen Brick Co., have supplied it with a modern equipment of the most efficient and costly type. This includes an engine of 150 horse power and automatic machines for mixing clay, cutting brick of two grades and clay pipes, transport cars from brick and pipe machine to drying rooms, etc. Large additions have been made, the plant covering an acre and a half. Capacity will be between 50,000 and 60,000 bricks per day. There is abundance of excellent clay alongside the plant and, with the gradual improvement in building, the company should be able to make good.

The opening ceremony and luncheon were very interesting. Lieut.-Governor Pugsley presided and speeches were made by Rev. Fr. Duke, City Commissioner Frink, W. E. Scully, M.L.A., and R. E. Armstrong, Secretary of the Board of Trade.

Officers of the Company are President, Thomas Stephen; Vice-President, Louis Stephen; Secretary-Treasurer, Hayden McCurdy; Director, Horace A. Porter.

### Making New Products

#### Canadian Vickers, Limited, Tide Over Depression in the Shipbuilding Industry

In view of the depression in the shipbuilding industry, Canadian Vickers Limited, Montreal, have undertaken the manufacture of mining, power and other lines of heavy machinery. The designs have been carefully selected from modern practice and will be built under the supervision of an engineering staff experienced in this class of work and in co-operation with the staffs of the various firms whose special lines they have arranged to manufacture.

The equipment offered includes:—rock crushers; ball mills; steam and electric hoisting engines; screening equipment; water tube, return tube and locomotive type boilers; light and heavy plate work of all descriptions; heavy duty rolls; tube mills; mine cages; skips and dump plates; mine cars and industrial cars with roller bearing wheels; Vickers-Petters semi-diesel engine; special equipment for transporting machinery, weighing, screening, stock-piling, and elevating coal, ores, and other material.

The Company have also commenced the manufacture under the Albert Hickman patent of sea sleds. These are power boats, having hulls constructed along lines that are a radical departure from conventional practice, and driven by propellers only partially immersed. They have purchased manufacturing and sales rights for Canada and the New England States for these sleds.

### Change at Thorold

#### Coniagas Reduction Company, After Amalgamation, Become Coniagas Alkali and Reduction Co.,

The Coniagas Reduction Company, of St. Catharines, Ont., in conjunction with the Niagara Alkali Company and the Electric Bleaching Gas Company, both of Niagara Falls, N.Y., have formed a new company incorporated under the name of the Coniagas Alkali and Reduction Company, Limited, to take over the business of the Coniagas Reduction Company, Limited, in the treatment of Cobalt ores at Thorold, Ont. The Coniagas Alkali and Reduction Company will operate a new process for the extraction of silver, cobalt, nickel and arsenic from Cobalt ores. The construction of the new buildings to be erected at Thorold has commenced and it is hoped that this will give work to some employees who were laid off when the plant of the Coniagas Reduction Company was closed down a few months ago.

(For further information on Recent Industrial Developments see pages 81, 88 and following pages).



# Economical!

# GOODYEARITE



High-grade packing saves money throughout the entire plant. It lowers the coal bill, increases production.

Goodyearite is high-grade packing in the fullest sense of the word. It does save money.

Goodyearite is built to conserve power at the main header, at flange joints along the steam line, or in use as gasket material in the cylinder heads of internal combustion engines.

Goodyearite contains the greatest possible proportion of long fibre asbestos, with the highest quality binder. It holds up under high pressure and intense heats. Prevents blowouts, leaks and expansion. Removable from the joints without cracking, it can be used over and over again.

Goodyearite is a typical Goodyear product. It carries the quality guarantee of the Goodyear trademark. 'Phone, wire or write the nearest Goodyear branch for packing service.

**The Goodyear Tire & Rubber Co., of Canada, Limited**

HALIFAX, ST. JOHN, QUEBEC, MONTREAL, OTTAWA, TORONTO, HAMILTON,  
LONDON, WINNIPEG, SASKATOON, REGINA, CALGARY, EDMONTON, VANCOUVER.

**GOODYEAR**  **YEAR**  
MADE IN CANADA  
**PACKING**



## Deaths Among Prominent Manufacturers

### John Dodds Sharpe

After an illness of several months' duration the death occurred on July 25, at Thetford Mines, Que., of John Dodds Sharpe, for several years general manager of the Asbestos Corporation of Canada, Limited. Mr. Sharpe was 55 years of age and had been a resident of Thetford since January, 1911.

### Robert Calvin Fearman

Robert Calvin Fearman, president of the Fearman Packing Co., Hamilton, passed away on August 8, after a lengthy illness. Mr. Fearman was born in Hamilton in 1859 and after leaving school entered the packing business which his father, F. W. Fearman, had established. Later he became president of the Company. He was also president of the Armstrong Cartage Co. He took an interest in local affairs and served successively on the Board of Education and the Library Board.

### James McNiece Austin

James McNiece Austin, senior partner of the firm of Austin & Nicholson, lumber manufacturers, with headquarters at Chapleau, Ont., died recently in St. Luke's Hospital, Ottawa, following an operation for some internal trouble. Mr. Austin had been for many years a resident of Renfrew. It was when conducting a retail mercantile business in Chapleau in the days of railway construction that he became associated with G. B. Nicholson, ex-M.P., and in 1901 a partnership was

formed. Eventually, Austin & Nicholson became the largest producers of railway ties in the Dominion, also dealing extensively in lumber, lath, piling and pulpwood. Plants were operated at Nicholson, Dalton Mills and Droon. The late Mr. Austin was in his 56th year.

### Alexander Lawrence MacLaurin

Alexander Lawrence MacLaurin, vice-president and general manager of the St. Maurice Paper Co., Limited, and long identified with the Canadian lumber industry, died in the Montreal General Hospital on August 3rd, aged 70. Born in East Templeton, Que., he early became associated in the lumber business with his father, the late John MacLaurin. In due course he became director of the Charlemagne Lumber Co., which became incorporated with the St. Maurice Paper Co. His interests were wide. He was president of MacLaurin Bros., Lachine; Campbell, MacLaurin Lumber Co., Ltd.; Montreal and Laval Electric Co. He was also director of Union Bag & Paper Corporation, New York; Crown Trust Co., Montreal; Yorkshire Insurance Co., Ltd., and Montreal Stock Yards Co.

### Will Move to Aurora

**Taylor Rubber Co., Limited, Toronto, Making Plans for New Factory to be Built at Aurora.**

Taylor Rubber Co., Limited, have recently acquired a block of 48 acres of land on Yonge Street, Aurora, and are planning to erect a factory there, to which their manufacturing operations will be transferred. Engineers are at work on plans, but building has not yet commenced. The plant will have capacity of 500 tires a day and besides the company will manufacture a general line of rubber goods. The present plant is at 163 Dufferin Street.






CURLED HAIR
SANDPAPER

GLUE

DELANY & PETTIT LIMITED

TORONTO.

OFFICE

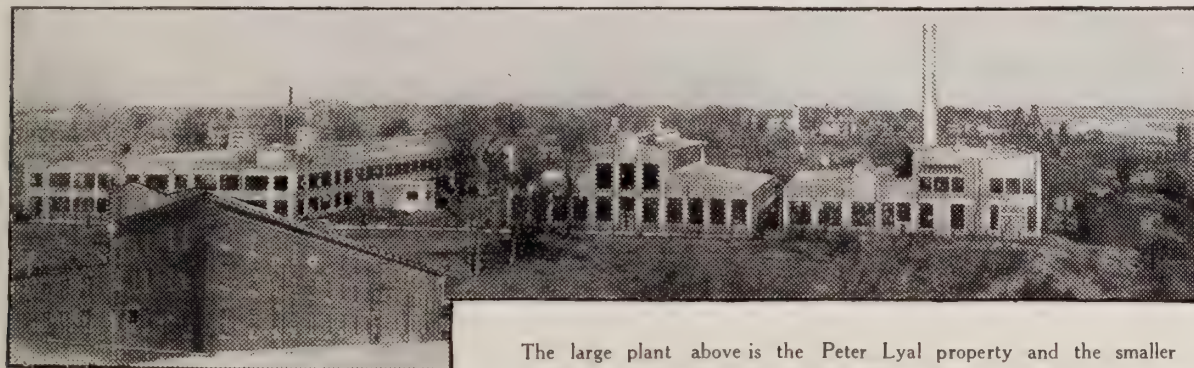
133 JEFFERSON AVE.

WORKS

JEFFERSON & ATLANTIC





The large plant above is the Peter Lyal property and the smaller plant shown in inset at left is the Munition and Machinery, Ltd., property.

## Two Canadian Industrial Plants *will be sold by the United States Government*

### At Auction, in Montreal, SEPTEMBER 5, 1922

#### TERMS OF SALE

Peter Lyall Construction  
Co. Plant—

Twenty per cent. (20%)  
Cash at time of sale; balance  
in 5 years, at 5 per cent.

Munitions and Machinery,  
Ltd., Plant—

Thirty per cent. (30%)  
Cash at time of sale, balance  
in 2 years, at 5 per cent.  
Purchasers will be required  
to give ample security to  
cover deferred payments.  
Deeds will be executed by  
the Royal Trust Co., of  
Montreal, trustee for the  
United States of America.

Both properties to be  
sold "as is," without guar-  
anty as to condition.

The Government reserves  
the right to reject any or all  
bids.



These plants are situated in and near the city of Montreal. Both are admirably adapted to the needs of any progressive manufacturing concern. Each has an ample railroad siding connecting with the leading Canadian systems, street car service and concrete highways from Montreal to the plants. One has splendid harbor facilities on the St. Lawrence River, and the other is about half-mile from the river.

#### FACTS ABOUT THE TWO PLANTS

##### Peter Lyall Construction Co. Plant

Situated on the St. Lawrence River, three miles from centre of Montreal.

Sidings connect with Canadian Pacific, Canadian Northern and Grand Trunk railways.

Channel 25 feet deep permits loading ocean-going steamships.

Four buildings of steel, brick and concrete, built in May, 1918. Main building (two-storey), 184,448 sq. ft.; Forge building, 42,328 sq. ft.; Electric and Power building, 20,400 sq. ft., and Heat Treating building, 13,175 sq. ft. Floor load, 350-400 lbs. a sq. foot.

To be sold "as is," on premises, September 5, ten a.m.

##### Munitions and Machinery Ltd. Plant

Situated at 17th Ave. and Notre Dame St., Lachine, 7 miles from centre of Montreal.

Siding connects with Canadian Pacific and Grand Trunk Railways.

Plant about half-mile from St. Lawrence River.

One three-storey main building, with one and two-storey additions, brick, 42,000 sq. ft. floor. Floor load 250-300 lbs. a sq. ft.

To be sold "as is," on premises, September 5, three p.m.

All figures on both plants are approximate.

**WRITE FOR FREE BOOK**—A large prospectus containing floor-plans, photos and full data on these two plants will be sent on request. Communicate at once with

Quartermaster General U.S. Army,  
Munitions Bldg., Washington, D.C.,

or

Gerth's Realty Experts, Auctioneers,  
101 West 42nd Street, New York City.

# WAR DEPARTMENT



## The Pulse of Business in Canada

A SURVEY of the latest statistics reflecting the trend of business in Canada shows considerable variation in conditions. Thus, trade returns indicate an increasing movement of commodities through ports of entry and shipment; building returns demonstrate a pronounced improvement in the field of construction; statistics of iron and steel production, always a good industrial barometer, show a growing output, and wholesale price indices are on the rise, another sign that business is picking up. Against these more favorable factors there stand an unprecedented number of commercial failures, while banking returns show that both loans and deposits are still contracting. Despite these latter depressing conditions, however, it may be claimed that the general situation is more encouraging than it has been for some time.

### Bank Loans and Deposits

The position of the chartered banks at the end of June indicated continued contraction in loans and deposits, though the changes for the month were not as pronounced as those of May. To a large extent the decreases are seasonal and with the coming of the harvest season, together with the usual increased industrial activity of early fall, enlarged demands on the banks for funds may be anticipated.

The following table shows the trend of business as disclosed by the banking figures:—

1922	Call Loans	Current Loans	Deposits
January	\$102,680,461	\$1,138,151,455	\$1,720,361,570
February	100,379,637	1,143,538,489	1,719,428,075
March	103,638,801	1,149,187,869	1,714,861,914
April	102,005,932	1,162,975,332	1,720,566,061
May	101,239,898	1,140,425,500	1,691,975,243
June	99,804,893	1,117,844,707	1,687,162,049
June, 1921	110,775,140	1,256,642,883	1,870,972,789
June, 1920	115,272,587	1,365,151,083	1,903,323,560
June, 1919	95,852,728	1,043,712,932	1,745,496,597
June, 1918	76,970,920	897,226,012	1,515,261,634

### Trade Returns

There is encouragement to be found in the statistics of Canada's trade for June, as issued by the Department of Customs and Excise. Exports of domestic merchandise showed an increase of \$2,500,000 over May and of over \$13,000,000 over June, 1921. Imports, on the other hand were \$4,500,000 less than in May, though \$4,000,000 greater than in June, 1921. There was thus a favorable balance of \$10,000,000, compared with \$3,000,000 in May and less than \$1,000,000 in June, 1921.

The trend of trade during the first six months of the year is shown in the following table:—

1922	Exports	Imports	Balance
January	\$ 46,198,080	\$ 51,476,253	— \$ 5,278,173
February	46,046,449	54,294,255	— 8,247,806
March	59,539,313	79,337,378	— 19,798,065
April	31,917,500	47,861,454	— 5,943,954
May	69,146,171	66,121,374	+ 3,024,797
June	71,760,563	61,668,729	+ 10,091,834
June, 1921	58,576,299	57,643,658	+ 932,641
June, 1920	106,537,835	134,692,344	— 28,154,509
June, 1919	87,348,952	75,015,479	+ 12,333,473
June, 1918	108,509,788	82,094,786	+ 26,415,002

### Commercial Failures

Commercial failures as reported by R. G. Dunn & Co. continue to exceed in numbers those of a year ago, showing that the weeding out process is still going on. A summary for the second quarter of the year shows a total of 805 failures as compared with 467 for the second quarter of 1921; 206 for 1920 and 168 for 1919. The nearest approach to this number in the past twelve years was 652 in 1915. Assets of insolvent concerns totalled \$9,530,860, against \$7,682,162 for the same period of 1921 and liabilities, \$13,751,060 against \$10,921,885. The following table gives the number of failures

in Canada and Newfoundland for the week ending August 4th and preceding weeks, with corresponding totals for 1921.

1922	Ont.	Que.	West	East	Total	1921
August, 4	20	28	19	5	72	39
July, 28	19	14	23	7	63	53
July, 21	21	33	10	3	67	41
July, 14	18	18	14	9	59	49
July, 7	13	21	12	4	50	35
June, 30	17	31	15	12	75	27
June, 23	12	13	30	3	58	39
June, 16	17	22	19	3	61	34
June, 9	13	20	17	5	55	32

### Iron and Steel Production

The latest report of the Dominion Bureau of Statistics on the production of iron and steel in Canada, that for June, 1922, is more encouraging. Output of pig iron at 28,736 tons was 5,400 tons larger than May, while output of steel ingots and steel castings amounted to 32,805 tons, against 17,000 tons in May, making June production largest of year to date. For the half-year ended June, however, results are considerably behind those of the previous year.

The following table shows monthly output in tons of 2,240 lbs. since January, 1922, with average monthly production for previous years:—

1922	Pig Iron	Steel Ingots and Castings.
January	32,184 tons	33,011 tons
February	33,572 "	42,388 "
March	41,733 "	29,941 "
April	32,572 "	21,935 "
May	23,363 "	17,000 "
June	28,763 "	32,805 "
June, 1921	54,812 "	64,103 "
Monthly Average, 1922	32,000 "	28,000 "
Monthly Average, 1921	50,000 "	56,000 "
Monthly Average, 1920	81,000 "	92,000 "
Monthly Average, 1919	68,000 "	77,000 "
Monthly Average, 1918	89,000 "	140,000 "
Monthly Average, 1917	87,000 "	130,000 "
Monthly Average, 1914	58,000 "	62,000 "
Monthly Average, 1910	60,000 "	61,000 "

### Price Index Numbers

The three Canadian index numbers of wholesale prices, those of the Department of Labor, Canadian Bank of Commerce and Prof. H. Mitchell, show some variations due to the differing nature of the commodities listed. The latest figure of the Department of Labor, that for June, records a slight decrease from May. On the other hand the other two index numbers were higher in June than in May and higher again in July than in June. This is probably accounted for by the greater preponderance of agricultural products in the Department's figure. Index numbers over a period of years are shown in the following schedules:—

#### Department of Labour Index Number.

(Based on about 271 commodities. Average 1890-1899=100)

	1919	1920	1921	1922
January	136.5	258.7	286.5	336.4
February	136.6	263.5	279.8	343.5
March	137.0	269.2	277.6	349.0
April	136.7	269.4	279.6	353.1
May	136.3	275.8	284.1	356.6
June	135.3	280.6	284.1	349.3
July	134.6	284.0	294.0	346.8
August	136.3	284.3	301.1	330.2
September	141.3	285.3	301.5	326.6
October	138.7	289.6	299.6	317.6
November	137.5	290.9	307.7	304.2
December	137.6	288.0	322.7	290.5
	1914	1918	1919	1920
	1914	1918	1919	1920

#### Mitchell Index Number.

(Based on 20 foods and 20 manufacturers' goods. Average 1900-1909=100)

	1919	1920	1921	1922
January	223.2	265.1	214.2	165.2
February	221.3	264.1	197.1	163.7
March	220.0	264.0	192.6	161.0
April	222.9	268.4	190.0	161.2
May	228.8	270.2	180.5	160.9
June	236.2	269.9	176.6	164.5
July	245.7	269.4	174.3	165.3
August	249.3	254.4	176.7	...
September	240.7	247.4	172.9	...
October	238.7	238.4	168.2	...
November	241.4	225.4	164.9	...
December	244.7	217.4	168.2	...



# Announcing 15 New 1923 Models

Nine New  
Master Sixes



Six New  
Master Fours

Canada's Standard Car

## NEW PRICES

### 9 NEW MASTER SIX MODELS

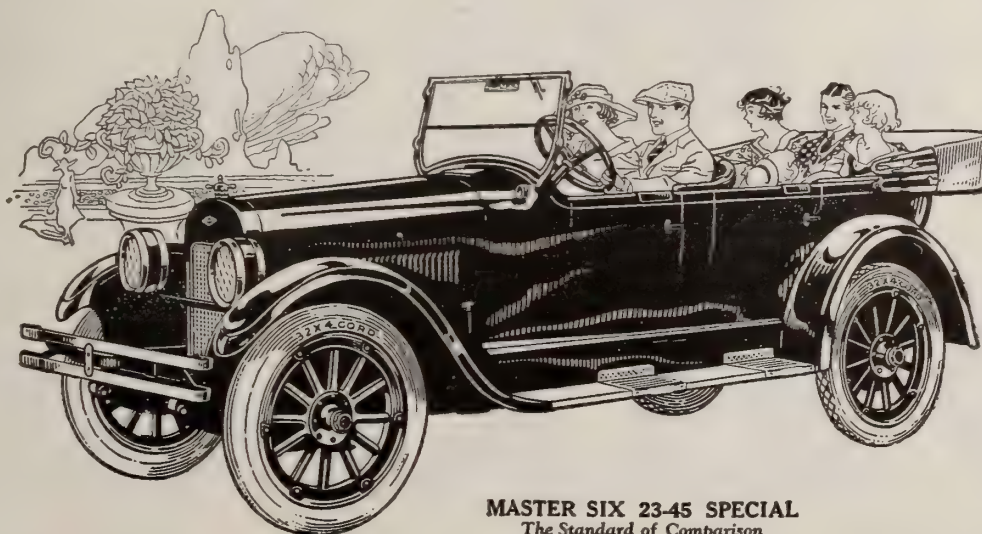
		New Price	Old Price
23-41-Touring Sedan	5 Pass.	\$2725	
23-44-Special Roadster	2 Pass.	1695	\$1965
23-45-Special Touring	5 Pass.	1725	1995
23-47-Sedan	5 Pass.	2795	3095
23-48-Coupe	4 Pass.	2675	2945
23-49-Special Touring	7 Pass.	2095	2345
23-50-Sedan	7 Pass.	3095	3445
23-54-Sp'l Sport Roadster	3 Pass.	2295	
23-55-Sp'l Sport Touring	4 Pass.	2375	

### 6 MASTER FOUR MODELS

		New Price	Old Price
23-34-Special Roadster	2 Pass.	\$1275	\$1340
23-35-Special Touring	5 Pass.	1295	1375
23-35-Regular Touring	5 Pass.	1235	1295
23-36-Coupe	3 Pass.	1645	1895
23-37-Sedan	5 Pass.	1950	1995
23-38-Touring Sedan	5 Pass.	1855	

All Prices F.O.B. Oshawa

—Government Tax Extra



MASTER SIX 23-45 SPECIAL  
The Standard of Comparison

**McLAUGHLIN MOTOR CAR CO., LIMITED**

OSHAWA, Subsidiary of General Motors of Canada, Limited ONTARIO

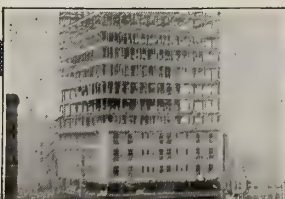
See the new McLaughlin-Buick Models at Toronto Exhibition



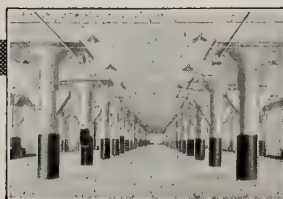


# DEGR

**Superior Graphite Paint**—a protective coating for structural steel, bridges, metal roofs, stacks and all metal surfaces.



**Sta White**—a pure white, light-reflecting oil paint for industrial interiors. The mill white you can rely upon. It stays white.



**Degraco Paints and Enamels**—made in all colors for use on interior and exterior surfaces, for every surface requirement.





# Buying the Right Paint

Buying paint for walls and ceilings is no off-hand consideration. It calls for experience and knowledge of what paint will and will not do.

Most any white paint looks good for a time, but if it does not stand up in service—if it cracks, peel off, or turns yellow after a short period of service, it means early repainting which boosts the per year painting expenditure out of all reasonable bounds.

If you know the relative values of pigments and vehicles—if you know the combinations of raw materials that assure durability in mill white paint, you are reasonably sure of selecting a paint that will stand up in service over a maximum period with resulting low per year cost.

Without this knowledge of raw materials and the process of manufacture which produces the highest quality mill white, you must necessarily pin your faith on the value of mill white paint, which is indicated by its service records—its demonstrated value—and the reputation of the maker.

You can rely on *Sta-White* for utmost satisfaction as to its working qualities, covering capacity and the service it renders.

*Sta-White* is a mill white paint that stays white. It is a recognized leader and its use eliminates the likelihood of failure. This is your 100% guarantee of service.

*Sta-White* is one of the *Degraco* line of dependable paints. Sold through branch offices with warehouse stocks in all principal cities.

## DOMINION PAINT WORKS, LIMITED

Makers of

*Degraco* Paints, Varnishes, Enamels

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Quebec  
Toronto  
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St. John  
Regina

(133)

# ACO

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**Degraco Brick and Concrete Paints**—for interiors and exteriors Concrete Walls, Floor Hardener, Damp-proofing.



**Degraco-Tone** an oil paint in flat finish for interior use on Plaster Walls, Woodwork, Wall Board, Concrete, Tile, Metal.

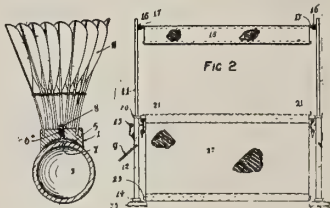


**Degraco House Paints**—all colors for exterior and interior surfaces. High quality and durability assure low ultimate cost.

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# PATENTS FOR SALE



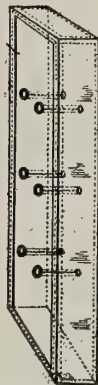
**GAME.** Mr. Fred Tenney, of 26, Buckingham Road, Doncaster, England, has secured Canadian patents on a game construction, "Zing Zang". This construction consists of an apparatus comprising a barrier adapted to be set up between players of opposing sides, a single aperture in said barrier, a frame surrounding said aperture, means for varying the length of the periphery of said frame, means adapted to support said frame in a vertical position at any desired height and a shuttlecock device adapted to be exchanged between the opposing sides of players through said aperture. For particulars regarding sale of patents write the inventor.



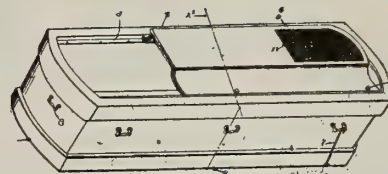
**SCREW EXTRACTORS.** This invention relates to a device or instrument for extracting screws from wood or similar substances in which screws have been inserted; and more particularly the class of round headed screws employed in attaching corrugated zinc to the roofs and walls of buildings. In practice it is often found that in adopting the usual means—such as a screwdriver—of unscrewing or removing a screw in the circumstances above referred to, that the screw has become so tight that the force employed breaks the head of the screw without effecting its removal. By the use of my device or instrument greater force or grip can be used upon the head of the screw with better results than the means ordinarily employed in removing screws in the circumstances I have referred to. For further information write Mr. C. A. Speirs, care of Miller & Hathorn, Box 87, Change Lane, Pietermaritzburg, South Africa or his attorneys Messrs. Harold C. Shipman & Company, 131 Bank Street, Ottawa, Canada.



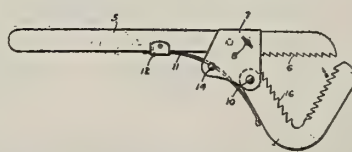
**COMBINATION NECKTIE HOLDER AND COLLAR BUTTON.** The present invention relates to a combination cravat holder and collar button, and the principal object is to provide a device of the character described, which will securely hold the cravat in proper position upon the collar, and which is more particularly adapted for attachment to permanently knotted neckwear. A further object of the invention is to provide a holder and its associate button element, which may be quickly secured together, and where in the probability of the disconnection of the holder and tie from the collar is obviated. Canadian and United States patents for sale by Mr. Harry L. Hill, Bellamy, Ontario, Canada.



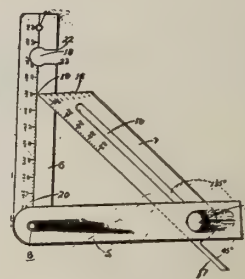
**COMPRESSED AIR AUTO CUSHION.** This invention relates to a compressed air auto cushion consisting of pneumatic cushion provided with tubes extending therethrough, said tubes having an air-tight connection with the body portion of said cushion, and elastic members positioned in said tubes and said members attached at both ends to buttons closing over the ends of said tubes. For information regarding the sale of the Canadian patent write Mr. William F. Swartz, 385 Murray St., Pembroke, Ontario, Canada.



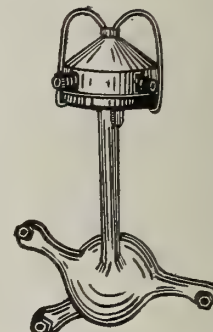
**CASKET.** This invention relates to a reinforced monolithic or cementuous burial casket. It is composed of woven wire basket and cover embedded in a cementuous mixture composed chiefly of cement with ingredients added to thoroughly waterproof and harden the substance. It naturally becomes harder in the ground as time passes. It can be made in all the styles made in the wooden or metallic caskets, is covered with plush, silk, broadcloth, etc., in the same manner, and has all the artistic and refined attributes of the established models. The construction in actual practice produces a casket weighing but little heavier than an ordinary wooden casket or approximately the same weight as one made of hardwood, and is lighter than those lined with metal. It is capable of withstanding a pressure of about eleven hundred pounds per square inch, the flanges giving added strength. Consisting of non-metallic materials, it is therefore rust-resisting, and non-corrosive. The cover being sealed with a cement mixture (prepared in collapsible tubes), it is water-tight and air-tight. Canadian Patent rights for sale. Write Miss Mary E. Ainsworth, 709 Black Bldg., Los Angeles, Cal., U.S.A.



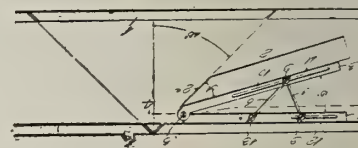
**PIPE WRENCH.** This invention relates to a pipe wrench having a handle member, notched configurations on the inner end of the said handle member, a bracket member slidably engaged with the said handle member, a V-shaped jaw member having notched configurations on the inner edges thereof, one terminal of the said V-shaped jaw member pivotally connected to said bracket member, a spring engaged with the said bracket member, one terminal of the said spring substantially secured to the said handle member, the opposite terminal of the said spring bearing against the said body member and means securing the said slidable bracket member in any desired position. Canadian and United States patents for sale by Mr. Wenzel Dvorak, P. O. Box 852, Morrissey Mines, Via Fernie, British Columbia, Canada.



**REGISTERING BEVEL.** This invention relates to a registering bevel, comprising a handle, an indication section pivotally connected near one end of said handle, a measuring section pivotally connected near the other end of said handle, said measuring section being slidable on said pivotal connection, said indication section having degree indications thereon, said degree indications consisting of two separate series of markings 100 and 650 and 1700 to 1150 over the same points of indication, said measuring section having degree indications thereon, said degree indications consisting of two separate series of markings of 700 to 900 and 900 and 1100 over the same points of indication, said measuring section and said indication section adapted to adjustment relative to each other so as to designate any desired angle, a tail extension from and in alignment with the side of said measuring section, a transverse opening in one side of said indication section, said opening adapted to engage over the pivot between said measuring section and said handle and a means of tightly securing the respective parts while in this position. For further information regarding the sale of the Canadian Patent write Mr. Michael Mullarkey, 333 McRoberts Street, Toronto, Ontario.



**ELEVATED TIMER BRACKET.** This invention relates to a timer bracket especially adapted for Ford's. The inventor claims that this simple device will eliminate all timer troubles. He states that five advantages are: (1) It lifts the timer up; (2) It takes the Timer away from fan belt; (3) The wiring is elevated up over the motor; (4) There is no chance for short circuiting, since wires cannot come in contact with any metal parts; (5) The Timer is raised to a position where it is convenient to give it any attention it may need. Canadian Patent for sale. Write Messrs. S. M. Karkins & H. A. Sanders, 413 Sidney St., St. Louis, Missouri, U.S.A.



**ADJUSTABLE SQUARE AND BEVEL.** This invention relates to an adjustable square and bevel comprising arms pivotally connected, links pivotally connected with each other and slidably connected with one of said bars, one of the links being pivotally connected with the second bar and the second link pivotally slidably connected with the second bar. For particulars regarding the sale of the Canadian patent write Mr. Benjamin F. Curry, 250 East Center Street, Pomona, California, U.S.A.

## Harold C. Shipman & Co., Patent Attorneys, Ottawa, Canada

(SEND YOUR PATENT AND TRADE MARK ENQUIRIES AND APPLICATIONS DIRECT TO US AT OTTAWA AND SAVE TIME AND MONEY BY OUR PERSONAL ATTENTION BEFORE THE PATENT OFFICE.)



# Canada's Industrial Expansion

## Takes over Brick Works

### J. H. McKnight, Toronto, Operates Plant at Credit Fork for Manufacture of Brick

J. H. McKnight of the J. H. McKnight Construction Company, Limited, 88 St. David Street, Toronto, has recently purchased the brick plant at Credit Forks, Ont., and will operate it in future under the name of the Caledon Mountain Shale Products. Operations were started on the manufacture of face and stock brick on July 24, the burning capacity being about 30,000 per day. Raw material is a superior Medina shale. They intend shortly, to install a plant for the manufacture of hollow block ware. About thirty men are employed at present, but when enlargement takes place a greater number will be required.

## Enlarging Paper Mill

### Dryden Paper Co., Limited, Engaged in Construction Programme to Double Plant Capacity

Good progress is being made in enlargement of plant of Dryden Paper Co., Limited, Dryden, Ontario. A further 1,200 h.p., electric power is being developed and paper plant is being glazed Krafts, mamillas and fibre papers, together with papers. A small ground wood mill is also being installed. The company will then produce machine finished and machine glazed Krafts, manilas and fibre papers, together with light weight lines. Extension to beater room will be 120 x 90 feet, two stories, brick and concrete; machine room, 210x90 feet; finishing room, 140 x 80 feet; train shed for shipping, 140 x 40 feet. End of the year should see completion of programme.

## Will Move to Brampton

### Sturgis Baby Carriage Co., Limited, Propose Transferring Industry from Toronto to Brampton.

The Ratepayers of Brampton, Ont., voted on July 18th on a by-law granting certain concessions to the Sturgis Baby Carriage Co., Limited, 60 Sumach Street, Toronto. The by-law was carried by a majority of 204 votes. The Company state that they are not yet in a position to give out any details with regard to their plans for transferring their industry to Brampton.

## Branch at Welland

### St. Thomas Packing Co. Locate in Welland to Take Car of Niagara District Business

The St. Thomas Packing Company are erecting a branch of their business in Welland, on the corner of Helles Avenue and Division Street. It is the intention of the company to use Welland as a distribution point for Niagara District. The products of this company will be shipped from the main plant at St. Thomas in car lots to the Welland branch and then distributed throughout the Peninsula by trucks over a network of first class highways which the County of Welland has recently completed.

## Will Make Cotton Yarn

### Welland Cotton Mills, Limited, are New Concern, Who Will Launch Important Industry

The Welland Cotton Mills, Limited, with an authorized capital of \$1,000,000. and head office at Welland, Ont., have been incorporated for the purpose of manufacturing cotton yarns. A factory site of approximately five acres of land has been secured. At the outset, the company will erect the first of two units which will be 100 ft. by 400 ft., one storey, slow-burning mill construction. This unit will be devoted

to the manufacture of coarse cotton yarns, suitable for carpets, rugs, hammocks, and general cotton knitting trade. In this unit they will also manufacture hose and belting duck and the minimum capacity of the plant will be 2,300,000 lbs. of finished goods per annum. About two hundred hands will be employed the first year. C. T. Grantham is president of the company and J. G. Johnston, sales manager and general superintendent.

## Adding Two Stories

### Toronto Feather and Down Co., Limited, Increasing Size of their Plant by Fifty per Cent.

By an addition now being made to the factory of the Toronto Feather & Down Company, Limited, Toronto, the size of the plant will be increased by fully 50% and they will be able to increase their output from 50% to 75%. The enlargement consists of two additional stories which are being placed on their present building. These are solid brick and it is expected that they will be completed about September 1st. A portion of the new addition will be used for made-up goods and the balance for increasing the operations of the feather department.

The company manufacture down filled comforters, wool filled comforters, cotton filled comforters, bed pillows, mattress pads, fancy cushions and forms.

They are anticipating good business for this fall and have made up considerable stock to take care of anticipated requirements. Among recent orders, are several for the equipment of newly-erected hotels. The company are taking on considerable new help.

## Optical Company's Progress

### American Optical Company are now Grinding Lenses in Their Belleville Plant

J. O. Herity, Industrial Commissioner, Belleville, supplies the following information with regard to the progress of the American Optical Company of Southbridge, Mass., who established a branch plant in Belleville last May:—

"The American Optical Company have already installed one unit and are now grinding lenses. This company acquired the manufacturing interests of the Consolidated Optical Company of Toronto, and are moving the plant of the latter organization to Belleville. Other extensive equipment is being shipped from Southbridge and this is being installed as rapidly as possible. The company expect, within a few months, to have three hundred hands employed. Nearly all the labor will be new beginners, locally trained. Belleville will be the export centre for American optical goods forwarded to Great Britain and all parts of the British Empire as well as to Continental Europe."

## Building Conditions

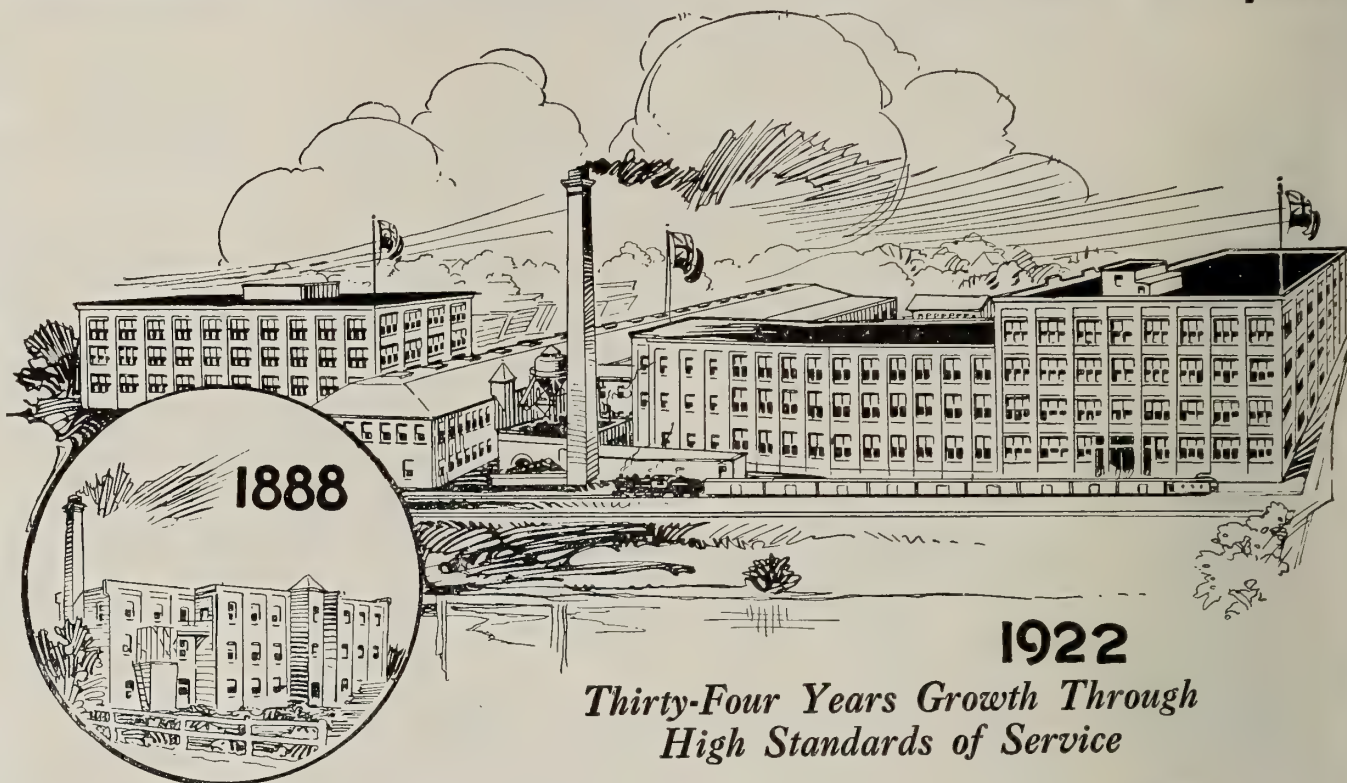
Contracts being awarded in the building industry continue to outstrip those of a year ago, the July total, as estimated by Maclean Building Reports Limited, amounting to \$26,694,200, as compared with \$17,741,400 in July, 1921. Residential building still holds first position with \$9,434,400 or 35.3 per cent. Industrial building at \$1,397,800 represents only 5.3 per cent. of the total.

The following table, compiled by Maclean Building Reports Limited, shows amount of contracts awarded each month since first of year:—

1922	Total	Residential	Industrial
January .....	\$ 8,392,600	\$ 2,363,700	\$ 288,500
February .....	10,718,300	4,049,200	610,000
March .....	13,465,000	5,930,800	260,000
April .....	29,428,400	12,472,200	3,176,400
May .....	34,827,300	15,633,500	801,500
June .....	35,620,400	12,985,900	4,914,300
July .....	26,694,200	9,434,400	1,397,800
July, 1921 .....	17,741,400	6,736,300	639,000
July, 1920 .....	24,258,300	5,301,800	3,597,000
July, 1919 .....	21,821,600	6,797,800	4,118,000
July, 1918 .....	12,070,400	1,853,100	6,452,500



# *Filing System Service Backed by the Largest Manufacturers in the British Empire*



**1922**  
*Thirty-Four Years Growth Through  
High Standards of Service*

## ***Maker-to-User Service Means Lowest Cost to You***

"OFFICE SPECIALTY" products are made in our own Factories at Newmarket, Ontario, and sold direct to you through one of our service stores.

In buying "Office Specialty" products you deal with the maker of the goods—whose trade mark is your guarantee of high and uniform quality, fair prices and permanent service.

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Filing Systems, Office Equipment and System Service

Home Office and Factories: **NEWMARKET**


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Winnipeg   Regina   Edmonton   Calgary   Vancouver



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**OFFICE**  **SPECIALTY**  
**FILING SYSTEMS and OFFICE EQUIPMENT**



# OFFICE AND FINANCE

## Treating Interest as a Manufacturing Cost

By Clinton H. Scovell

Senior Partner, Scovell, Wellington and Company

**F**ROM the point of view of theory, interest on investment as a manufacturing cost is an accounting device the property of which is recognized by economists and industrial accountants.

It will not be denied, of course, that interest on investment must be covered by the selling price. In other words interest on the plant and the inventories, which are the visible expressions of the capital invested, must be considered at some point, for if the net result of trading does not produce a return exceeding the current rate of interest on conservative investments, then the business is not worth while. The only question is as to whether interest on investment should, according to propriety and usefulness, be included in cost or in profit.

The economists assert emphatically that interest and profit are essentially different in principle, interest being the return to those who furnish capital for use, and profit the reward for the special risk of management. To the minds of economists a cost for the use or service of capital exists just as much as does a cost for the use or service of labor or land. Industrial accountants, therefore, who favor the inclusion of interest on investment in cost, are merely recognizing the economic interpretation of interest.

### Some Cases are Cited

From the point of view of practice, the usefulness of interest on investment as a cost has been demonstrated by accountants and business men. To show how satisfactory solutions of business problems are lacking without the inclusion of interest in cost, the following cases are cited:

1. Interest must be treated as a cost to measure accurately the relative economies of different manufacturing methods or machines—that is, in simple cases of buying entirely new equipment, or in more complicated cases of buying equipment to supplant old machinery or hand operations.

2. Interest inclusion is essential to checking preliminary estimates of economy, for although a preliminary calculation as to the advisability of additional investment may be useful, real accounting for results with interest as a cost is necessary in order best to know to what extent the estimates are realized.

3. In the tanning of leather, in the smelting of valuable ores, and so on, additional cost for the mere time of a process has long been recognized, and interest on investment has been reckoned as a part of cost.

4. Accounting for interest as a cost is a requisite for properly distinguishing kinds of business (such as jobbing and manufacturing) or lines of sale carried on by the same company. The wise manufacturer takes every step with his eyes wide open to the actual cost.

5. The cost of carrying a large or small inventory, or an inventory of cheaper materials, or any inventory for a longer or shorter time, is a fact which is conventionally and logically expressed by interest on investment. This is included with other costs in order to get a true conception of the significance of one inventory policy over another.

6. A true comparison of complete and incomplete plants—that is, plants which vary in regard to the number of steps in their manufacturing operations—cannot be made unless interest on investment is included in cost.

7. Business enterprises present every variety of financing; and some manufacturers, while desiring to recognize interest cost, adopt the incorrect practice of charging interest as a cost on some part of the funded or unfunded debt. Experience has shown that the only practical way to avoid confusion and secure proper accounting is to have all plants follow the correct procedure of reckoning interest on the investment. Then differences in financing do not assume undue weight in comparative costs.

8. Trade associations have found that comparisons between complete and incomplete plants, owned and rented plants, generated and purchased power, and borrowed capital and owned capital, are not properly made unless all members follow a uniform practice of carrying interest on investment as a cost.

9. The inclusion of interest on investment in cost is an important factor in the determination of manufacturing and selling policies in regard to curtailed production. Executives are much more likely to be aroused to action when the cost of idle plant capacity includes interest on investment.

These are the practical problems which are satisfactorily handled through treating interest as a cost. The opponents of this practice have never indicated how they could better deal with such problems without interest inclusion.

Another important phase of the practicability of interest inclusion concerns the rate used. It is often alleged that it is difficult to choose the proper rate, but this objection makes a mountain out of a molehill. The manufacturer should charge, not the rate of return, both interest and profit, which he expects to realize in his particular business, but rather the conventional interest rate which ought to be realized from any conservative investment of capital in his territory. Whatever return is made above this interest rate is the economic residue of profit, or the return for his risk in running his particular business.

It is not necessary to say here that 4% or 5% or 6% or 7% is the conventional rate of interest on investment, for the current or "reasonable expectancy" rate of interest varies in different sections and at different times. Nevertheless, business men at any place and at any time have a clear idea as to what the proper rate is. Perhaps it should be added here, however, that the variation of the conventional rate in different localities is not a valid reason for omitting interest from cost; otherwise one would be led to the absurd conclusion that owing to variations in wage rates in different localities labor charges must be left out of cost.

### Nothing Mysterious About it

A manufacturer often recognizes the practical need for interest inclusion and the facility of choosing a usable rate, but does not fully understand just how the accounting method is to be worked out. There is nothing mysterious about it.

The method to be preferred in an industrial establishment requiring a careful analysis and subdivision of burden is that of using a flat selected interest rate upon the asset values of all kinds, wherever found. The interest is calculated as a charge through the various channels of rent, equipment charges, inventory charges, and so on, with a corresponding credit to an account known as Interest Charged to Cost. This is a credit each period to the Loss and Gain account.



# Bank of Montreal

Established over 100 Years

Capital paid up	-	-	\$27,250,000
Rest	-	-	\$27,250,000
Undivided Profits	-	-	\$579,675
Total Assets	-	-	\$653,869,071

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Accounting under this method is comparatively simple. No more work is involved in the financial books than is required in the handling of any accrual account, and on the cost accounting side one additional element in the burden rate does not require any appreciable addition to clerical work. Anyone who objects to interest inclusion on the ground of added work, might as well argue that depreciation should not be included in the burden rate because it requires more work than if only taxes, insurance, and so on, were included. It is sometimes objected that the results obtained through accounting for interest as a cost can be secured equally well by entering interest calculations in supplementary records. This argument, however, is not unlike the out-of-date one which would have kept accounts on an actual receipt and disbursement basis and reckoned accruals as statistical information "on the side."

## Detached Calculations Impracticable

What is more important, however—the need for interest on investment in cost frequently arises under conditions which would make detached calculations utterly impracticable, both because of the clerical difficulty, and because of the impossibility of visualizing or comprehending the relationship between the detached calculations and the subject matter to which other fixed charges like taxes, insurance and depreciation would necessarily be related. The progressive manufacturer and the thorough accountant have long since learned to avoid the snares and pitfalls of detached records, and to tie all information solidly into the general accounting.

So much for the general theory and practice of accounting for interest as a cost. I wish to mention now one objection to interest inclusion which is applicable to the Ford plant. It is that in mining, transportation of manufacture by continuous processes, it makes but little practical difference whether the desired information is secured by reckoning interest into cost or by leaving it out and determining an average "profit" for the industry, including a return on the investment.

The Ford plant is turning out a uniform product of automobiles in an unbroken stream of manufacture. As is the case with most automobile plants operating on one model only, the Ford accounting probably has a classification of expenditures resulting in a "cost per car" month by month in the terms of this classification. Whenever this practice is followed in an automobile plant or anywhere else, any item of cost like insurance, depreciation, executives' salaries, engineering salaries, or interest on investment can be accumulated as one total; and, like any other item in the classification, it can be divided by the number of cars produced in a month or a year, so as to show the cost per car for each item. Furthermore, it is obviously as easy to reckon the profits of this business in one total, after calculating the interest on investment at any assumed rate, as it is to figure the profit after building up interest cost on the several separate items of production.

## Recognition of Increased Capital

If the Ford engineers, however, propose to replace a given equipment with other equipment on the ground that it will be a labor-saving device, the calculation of cost is not complete unless it includes some recognition of the fact that the new equipment may tie up more or less capital than that which it replaces. Everybody will agree that this additional equipment may involve more insurance, more taxes, and more depreciation, and it is just as logical to add that it may involve some greater capital cost. If comparisons are later desired of operating costs, those comparisons are not complete unless interest is reckoned on the respective investments.

Furthermore, if because of ownership of a railroad, or for any other reason, the Ford business can operate with reduced inventories, the saving is not only a reduction of cost in storage facilities and a reduction of insurance, but also a lessened interest cost by reason of doing the same volume of business with less capital. In other words, when the character of the business is changed in this favorable way, the

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# THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL	-	\$15,000,000
RESERVE FUND	-	\$15,000,000



cost per car is actually less, and the reduction in cost is largely due to a decrease in the charges for interest.

Moreover, if it has ever been necessary to change the sales policy, or if such a change should be necessary in the future, the cost of one policy compared with another would not be completely stated unless the cost of carrying a greater or smaller volume of accounts receivable, or greater or smaller inventories which might result from different sales policies, were fully recognized.

Again, if the Ford business, operating with distributing warehouses which it owns in many cities of the country, should decide, temporarily or permanently, to occupy a rented warehouse at some centre, the cost of doing business at that point would, according to all common understanding of such matters, include rent paid to the landlord. If, then, a comparison should be desired between operations in the rented warehouse and similar operations in property owned, such a comparison would not be complete unless interest on investment was reckoned along with other charges that accrued on the owned property.

Considering the foregoing details, we see that, whereas the Ford operations do not present as many imperative demands as some for reckoning interest on investment as part of correct accounting, there are plenty of problems in the Ford business which can be suitably interpreted in no other way.

The bare fact, therefore, that the Ford plant happens to be one of those enterprises which does not have the greatest need of proper accounting for interest, does not justify the assertion that interest as a cost is wrong in theory and useless in practice. The many manufacturers who have given any serious attention to their cost accounting problems, and practical cost accountants are agreed that factory costs which executives require in nearly every kind of industry demand certain facts which cannot be provided adequately or conveniently, and for all practical purposes cannot be provided at all, unless interest on the investment is reckoned into cost.

No reasons have ever been advanced against including interest in cost which cannot be dealt with in a practical manner so that manufacturers can include interest in their reckoning and still meet conveniently and effectively every restriction that those who oppose the theory seek to apply against industrial accounting.

### Tooke Bros., Limited

Results for Company's Last Fiscal Year show Considerable Decrease in Profits.

Reporting for the year ended May 31st, 1922, Tooke Bros., Limited, showed an operating loss of \$58,682, which compares with a profit of \$93,524 in the previous year and \$238,230 in the year, 1919-1920. The Company took further drastic action in writing off \$232,664 from inventory, which had the practical effect of producing a deficit for the year of \$233,664. This reduced the balance at profit and loss from \$344,881 to \$102,572. Notwithstanding this poor showing, working capital has been well maintained, largely through a heavy reduction in liabilities. It stood at \$748,880 at the end of the year, as compared with \$729,354 at the beginning. The following table compares the profit and loss account for three years:—

	1920	1921	1922
Net Profit .....	\$238,230	\$ 93,524	\$ 58,682*
Reserve .....	15,000	.....	.....
Inventory Dep. ....	.....	.....	174,982
Net Profit .....	\$238,230	\$ 93,524	\$233,664*
Prof. Dividends .....	103,425	68,950	34,475
Invest. Income .....	\$119,805	\$ 24,574	\$268,139
Surplus .....	\$119,805	\$ 24,574	\$242,309*
Previous Balance .....	200,502	320,307	344,881
Balance .....	\$320,307	\$344,881	\$102,572

\* Loss.



## A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

## THE ROYAL BANK OF CANADA

Total Resources \$500,000,000

## Foreign Banking Service at Canada's "Gate to the Orient"

The Union Bank of Canada placed a branch of its Foreign Department in Vancouver because of this City's strategic position at Canada's gateway to the vast markets of the Far East.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg and connections with Vancouver, enable us to keep closely in touch with conditions in Canada and abroad.

Through continual operations in the exchange markets of Canada, the United States, Great Britain and world centres, we are able at all times to handle international exchange at closest possible rates.

## Union Bank of Canada



## Riorden Company Limited

### Progress Reports Issued to Creditors shows that Company are Improving their Position

On July 31st, R. Montague Davy, chairman of the Creditors' Committee of Riorden Co., Limited, issued a progress report on the affairs of the Company, which contained encouraging features. In this report it was stated that since March 23rd bank loans had been reduced by \$595,557. To this might be added \$465,000 accounts receivable resulting from current operations, assigned to the bank, making a net improvement of \$1,060,557 since March 23rd and of \$1,863,835 since November 17th, 1921. This was regarded as a particularly good showing, since during this period there had been expended \$268,153 on harvesting last year's logs in streams.

"The sales outlook is more reassuring than at any time for the past two years," says the report. "The full output of pulp from both the Kipawa and Hawkesbury mills has been marketed at satisfactory prices up to date and orders are now on hand to cover the production of the summer months, a period which is usually a dull one. Calumet sawmill has been in operation since May and will be run day and night for the balance of the sawing season."

The report further stated that arrangements had been consummated with both W. C. Edwards & Co. and Gilmour & Hughson, Limited, whereby the possibility of forfeiture and sale of the Gatineau Company's timber limits and mill properties will be averted and obligations on these properties reduced to a minimum. These arrangements were explained in detail.

## Holt Renfrew and Co.

### Shareholders have Authorized Issue of One Million Dollars First Mortgage Bonds.

At a special meeting of shareholders of Holt, Renfrew & Co. on August 1st, authority was given for the issue of \$1,000,000 first mortgage bonds. Of this, only \$600,000 will be issued at present, the balance being retained to meet

future requirements. \$212,000 will be used to redeem outstanding first mortgage bonds and the rest to meet the cost of cold storage plant and factory and improvements to retail stores in Quebec, Montreal, Toronto and Winnipeg, and to provide additional working capital.

## Ontario Steel Products

### Decrease in Profits Reported for Last Fiscal Year but Improvement now Being Shown.

One of the few industrial companies to report during July was the Ontario Steel Products Company, Limited, whose year closed June 30th. The directors regarded the year as unsatisfactory. During the first half of the period sales continued to decline and, while the volume of business for the second half of the year showed a substantial increase, such business was done under keen competition at very much reduced prices and in many cases at little or no profit.

It was stated that partial operations had been resumed at the Central Spring Works at Oshawa in March and have been carried on since that time, continuance of work being governed by the autumn and winter demand for motor cars.

The following gives a comparison of the profit and loss account for the past three years:—

	1920	1921	1922
Profit for year .....	\$315,900.47	\$223,446.05	\$141,083.49
Special Profit .....	1,365.66	.....	.....
	\$317,266.13	\$223,446.05	\$141,083.49
Depreciation .....	30,000.00	30,000.00	59,801.58
Bond Interest .....	32,292.00	31,332.00	30,222.00
Preferred Dividend .....	52,500.00	52,500.00	52,500.00
Arrears .....	15,000.00	.....	.....
Common Dividend .....	.....	60,000.00	37,500.00
Sinking Fund .....	15,708.00	16,668.00	17,778.00
Inventory Reserve .....	.....	.....	50,000.00
Additional Depreciation ..	.....	.....	44,268.92
	\$171,766.13	\$ 32,946.05	\$150,987.01*
Previous Balance .....	359,374.92	359,374.92	564,087.10
* Deficit.	\$531,141.05	\$564,087.10	\$413,100.09

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## "PREMIER" GALVANIZED STEEL SHEETS

at the rate of 60 tons a day—now we are increasing our facilities to

# 100 TONS A DAY

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## DOMINION SHEET METAL CORPORATION, LIMITED

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**Galvanized Toncan Metal**

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**"The Better Iron" Sheets**



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It is made in white and colors by The Rolland Paper Company, Limited, Montreal—makers also of "Superfine Linen Record," "Earnscliffe Linen Bond," "Empire Linen Bond" and "Mount Royal Bond."

*Your enquiry brings a sample  
by return mail.*

The "R Shield" Watermark



## Canada's Industrial Expansion

### Flour Mill Machinery

**Dodds Canadian Iron Works, Limited, Establish Themselves in Plant at Welland**

The Dodds Canadian Iron Works, Limited, have been incorporated with a capital of \$200,000. for the purpose of manufacturing flour mill machinery. The Dodds Brothers have been engaged in the manufacture of flour mills in Decatur, Illinois, for about twenty years and the demand for their product has become so great in Canada, that it was necessary to install a plant here in order to supply the market. Temporary quarters have been arranged in the old M. Beatty & Son's plant, Welland.

### Adding to their Plant

**Premier Paper and Power Co., Limited, Halifax, will Install Standard Newsprint Machine.**

The Premier Paper & Power Co., Limited, Halifax, N.S., are preparing to install a standard newsprint machine in their plant at Hartville, N.S. The machine will have a capacity of about 15,000 tons per year. In order to provide the necessary power, the company are making an additional development of 5,000 H.P. on the river. They state that specifications will not be ready for manufacturers of machinery until September. The mill at present has the following equipment: four beating and one refining engines and one 60" paper machine. They produce news, manilla and box boards.

### Not Manufacturing Yet

**Paige-Detroit Motor Car Co., not Ready yet to Start Branch Industry in Canada.**

With reference to the newspaper report that they had leased a large factory in Walkerville and would start the manufacturing of a Canadian Paige automobile, the Paige-Detroit Motor Car Co., Detroit, state that they have merely opened up a warehouse at Windsor for handling Canadian business. This move has probably given rise to the report that manufacturing operations would be undertaken.

### New Textile Industry

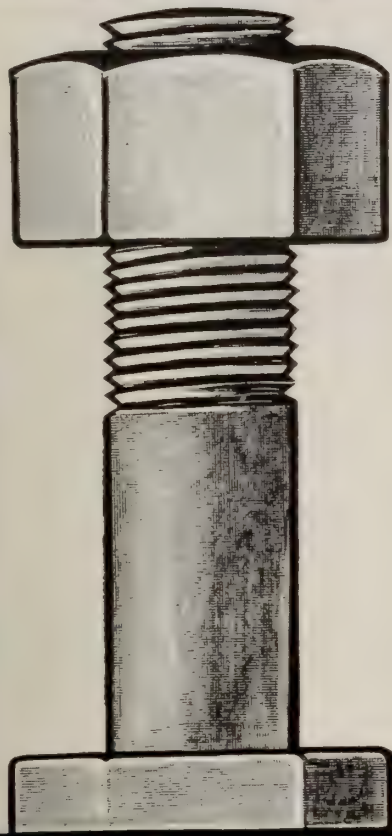
**The Wear-Rite Textile Co., Limited, Erecting Plant for Manufacture of Worsted Goods in Toronto.**

The Wear-Rite Textile Co., Limited, are erecting a plant at corner of Queen St. and Empire Avenue, Toronto, 90 x 126 feet, with 21,000 square feet floor space. They will manufacture worsted goods of superior quality, and their plant, which they expect to have operating by December 1st, will have capacity of 75 pieces or 4,800 yards weekly. At the outset, a minimum of 65 workers will be employed and the management will be in the hands of men direct from Bradford, England, who have made a specialty of manufacturing cloth for the Canadian market. The machinery will be the most up-to-date procurable.

Directors of the company are H. Edmonson, Edmonson & Goodwin, North Black Mills, Keighley, Yorkshire, England; John E. Hoare, president Glendale Investment Co., Toronto; T. H. Barton, Barton Henderson, barrister, Toronto; A. Jones, Toronto, late of T. B. Worth & sons, Ltd., cloth manufacturers, Stourport, England; Charles W. Pitt, formerly manager, Collins Inlet Lumber Co., Collingwood. Mr. Edmonson is president and Mr. Hoare vice-president of The Wear-Rite Textile Co., Limited.

In a letter of explanation from Mr. Edmonson, it is stated that the firm of Edmonson, Goodwin, Keighley, Yorkshire, has sold considerable of its output in Canada. The Wear-Rite Textile Co., Limited, while connected with the firm of Edmonson Goodwin, will be a Canadian concern and will manufacture cloth that will meet Canadian needs.





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If so you should at least **know** the advantages of Howell Storage  
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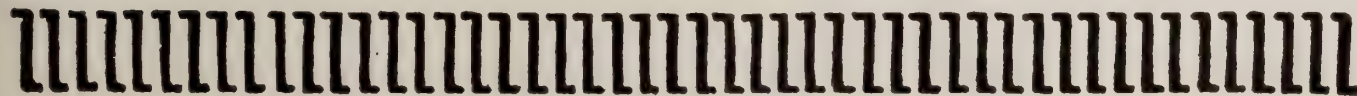
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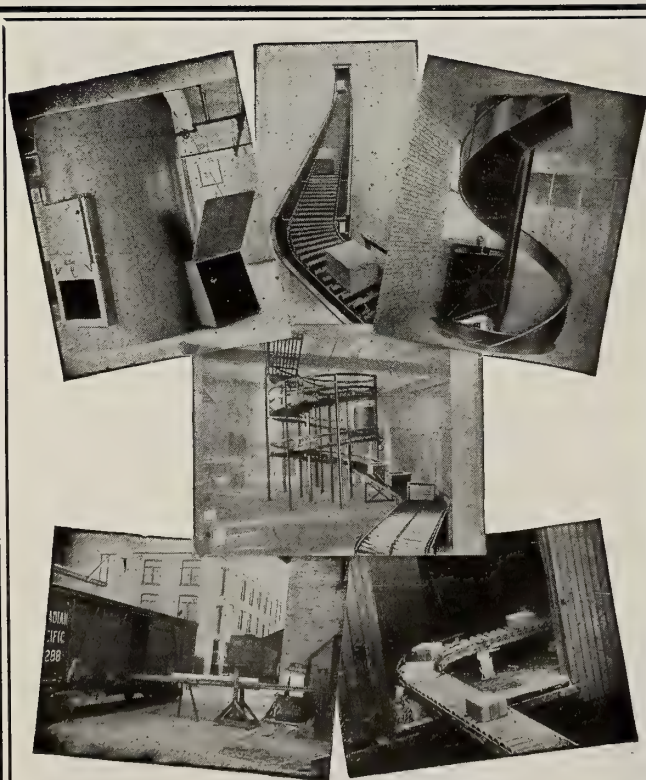
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All castings **Sand Blast Finish.**

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**THE MATHEWS GRAVITY CARRIER COMPANY, LTD.**  
PORT HOPE, ONT.

## Plans for Enlargement

What Ford Motor Co. of Canada, Limited, Propose to do  
with Additional Property

Official announcement was made on July 8, by W. R. Campbell, vice-president and treasurer of Ford Motor Co., of Canada, Limited, that the Company had completed purchase of property in Ford, Ont., which will enable them to carry out certain definite plans for expansion. Property now owned by Ford Company comprises approximately 2,000 feet on river front and consolidates all Ford properties. Approximately \$1,000,000 has been spent in acquisition of new land.

Immediate plans of Company call for erection of large factory building on site previously owned, and as conditions warrant additional buildings will be erected. It is also probable that power plant will be erected on newly acquired property. Future plans call for erection of additional machine shops, forge shops, foundry, body shops, etc. It is intended to double capacity of plant as early as possible from maximum of 250 to 500 cars per day. With property now acquired, further expansion may be taken care of as conditions warrant, the possibilities being 1,000 cars per day.

Development of new property will gradually mean abandonment of present plant as main manufacturing centre of Company, present building being eventually devoted to manufacture of bodies.

In making announcement, Mr. Campbell stated that plans were due to faith of Company in future of Canada and other British Dominions served by Company. Future development of deep waterways project, enabling shipment direct from Ford, is basis of Company's intention to devote river front property to dockage and shipping facilities.

## Producing New Boat

Gidley Boat Co., Limited, Penetanguishene, Design new  
Craft with Interesting Features

When Henry Ford invented his wonderful engine, he probably had no idea that it would some day be adapted for marine purposes. H. M. Warnock, manager of the Gidley Boat Company, Limited, of Penetanguishene, Ontario, saw the possibility of using it in this way, and has designed a motor-boat, known as the Gidley-Ford, which they are now manufacturing.

Not only has the boat a Ford engine, but it also has other standard Ford equipment, including starter, steering wheel, cushions and top. It has a combined round and V-bottom, and possesses all the qualities of construction found in other Gidley boats. It measures 24 feet x 5¼ feet, and develops a speed of 15 miles an hour.

Mr. Warnock, in an interview with INDUSTRIAL CANADA, stated that since they have been turning out their new product they have had inquiries from all parts of Canada, England and South America, and he expects to work up a good business in the export as well as the domestic field. The boat can be shipped in a knocked-down state and assembled on arrival at its destination.

## New St. Catharines Industry

Dent-Griffin, Limited, will Start Manufacture of Silk  
Gloves about September first.

St. Catharines' latest industry is Dent-Griffin Limited, who are associated with Dent Allcroft Co., Limited, of Canada, Montreal. They have purchased modern two-story building with approximately 22,000 square feet floor space and expect to start manufacturing silk gloves and hosiery by September 1st. They will employ about 100 hands. Company are capitalized at \$100,000. H. P. Pearce, president of Dent Allcroft Co., Limited, is president; B. S. Griffin, president of Guaranty Silk Dyeing & Finishing Co., of St. Catharines, is vice-president and managing director; J. E. Peters, secretary-treasurer of Dent Allcroft Co., is secretary and A. Watson, treasurer.





## *Pedlar's* **STEEL STAMPINGS**

Are you in the market for Steel Stampings of any shape or size? Then let us quote on them. We operate one of the largest and most completely equipped steel stamping plants in Canada. ❀❀

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Steel is light. This reduces the amount of foundations required, and also decreases liability of settlement.

Steel is elastic. Thus a steel stack is able to resist strains due to settlement of the foundation and as a result does not develop cracks.

A steel stack is provided with inside circular shelves which support the brick lining. When the lining in one section requires replacement it is not necessary to remove the entire lining, but only one section of it.

A steel stack also can be taken down very easily, and re-erected in another location if desired.

One other point should not be overlooked. A steel stack requires care in design and construction, just as a building or bridge requires this care to insure its safety and a maximum service for the money expended. A stack which is built by some one who is unable to properly design and build, or whose designs may be governed primarily by cost rather than adequate utility, is not apt to prove a good example of steel construction. Care in the selection of a manufacturer is essential.

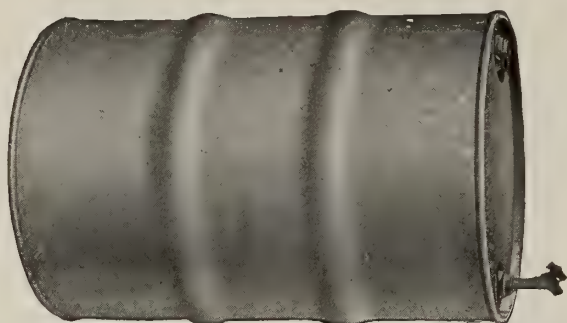
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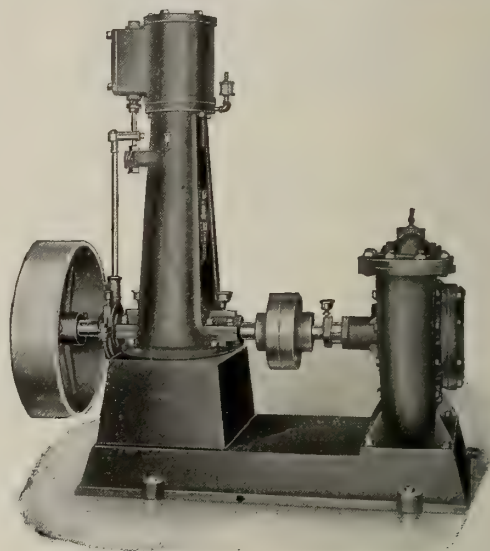
## PUMPING MACHINERY STEEL BARRELS

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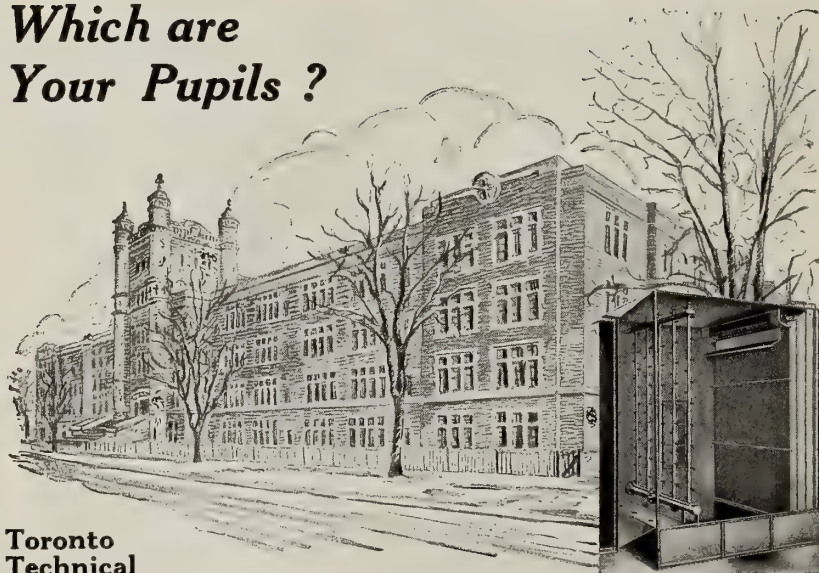
AIR COMPRESSORS TUMBLING BARRELS

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Limited**  
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Technical  
School.**

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**Canadian Blower and Forge Company**  
Kitchener, Ontario.



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**Situated Within the Limits of Montreal  
AND ALL ON ONE FLOOR**

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Windsor Separate School Board . . . . . Windsor  
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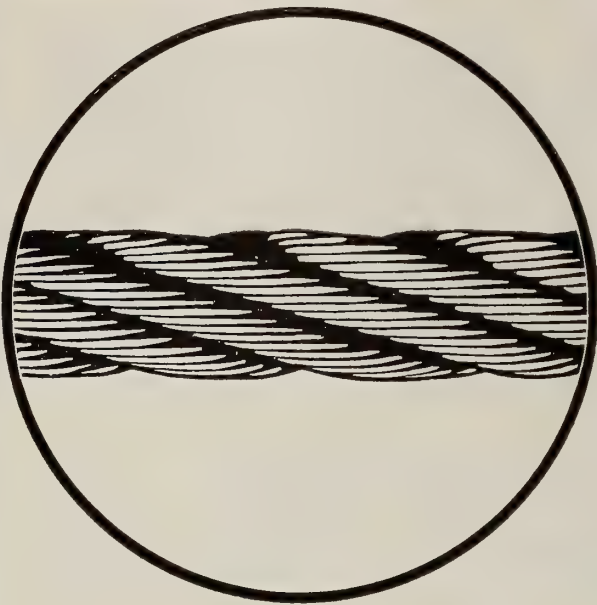
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The information so gained frequently enables us to supply without experiment the exact rope required for any given condition of service. In many cases our experience has saved buyers time, trouble and money.

Our records and data files are always at the disposal of users of wire rope. We will be glad to consult with you on any question affecting this product.

THE **B. GREENING WIRE CO., LIMITED**

**Hamilton, Ontario**

**Montreal**

**Winnipeg**

## Increasing Their Capacity

**Dominion Sheet Metal Corporation, Limited, add 50 per cent. to their output of sheets**

Enlargement of producing capacity by fifty per cent., giving an output of nearly 100 tons per day of galvanized sheets, is the latest development at the plant of the Dominion Sheet Metal Corporation, Limited, Hamilton. Provision was made for additional equipment in original plans, but need for it was not felt until the present time. Only this year have the Company been able to get material to cover demand. Price of galvanized sheets is less than half what it was in 1920, and bearing in mind increased freight and taxes, not operative in 1913, price is back on 1913 basis.

It is interesting to note that, running at full capacity, Company will use 2,400 tons of zinc spelter per year, all of which is produced in British Columbia. They will also use 2,000 tons of acid, in pickling operations, this being also produced in Canada, together with a good portion of the steel and other items.

## Will Make Fire Brick

**Canadian By-Products Co., Limited, introducing new industry at Hamilton**

The Canadian By-Products Company, Limited, have recently been incorporated at Hamilton, with an authorized capital of \$600,000, for the purpose of manufacturing fire brick, fire-proof building brick and tile under four basic patents. They purpose erecting a modern brick plant with a daily capacity of 20,000 fire brick and miscellaneous refractories.

The officers of the Company are:—President, Wendell L. Whitehouse; Vice-President, George W. Esslinger; Secretary, Capt. Chauncey H. Derby and Treasurer, Earl V. Wagner, all of Scranton, Pa., These gentlemen, with Ernest H. Darling, M.E., C. V. Langs and John C. Callaghan, B.A.S.C., of Hamilton, are the directors of the Company.

The Company state that the manufacture of fire brick is an unknown industry in the Dominion of Canada, owing to the absence of deposits of fire-clay capable of being commercially exploited. They will be able to supply the demand for fire-bricks that has hitherto been supplied by importation from the United States and Scotland.

The Wagner Brick is now being manufactured at Scranton, Pa., and it is understood that the Steel Company of Canada and other Canadian concerns are making use of it. There should, therefore, be a very fair market for this product in Canada from the outset.

## Brantford Industry Expands

**S. C. Johnson & Son, Limited, will Materially Increase Capacity of their Plant**

It is just two years since S. C. Johnson & Son, Racine, Wis., established their Canadian plant in Brantford. They now find it necessary to enlarge, and three new buildings are to be erected. Two of these are already under way, one for storage purposes, the other for the manufacture of varnish. The third building, contract for which had not been let up to July 27, will be 60 x 160 feet in size and will be devoted to offices and manufacturing. Enlargements will run to well over \$100,000, and output of plant will be materially increased. The Company manufacture prepared wax, artistic wood finishes and car savers.

## RIDOUT & MAYBEE

**Solicitors of Patents**

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**PATENT SUITS**

Agencies in the leading countries of the World.

**EDWARD MAYBEE, Mech. Eng.**

**J. F. EDGAR, Counsel**

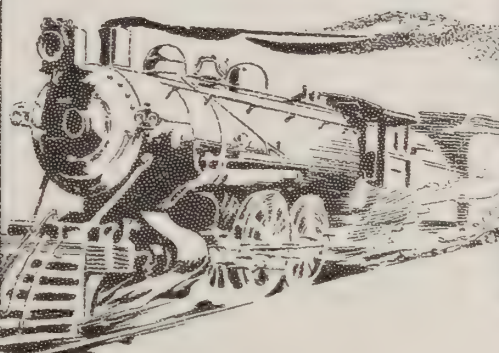
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## H. & D. Corrugated and Solid Fibre Board



The Old Way



The New Way

CONTAINERS will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

**The Hinde & Dauch Paper Co., of Canada, Limited**  
TORONTO, CANADA

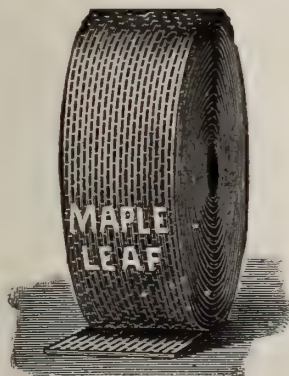
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*Sole Manufacturers of the Celebrated*

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*Stitched Cotton Duck Belting*



STRONG      DURABLE      ECONOMICAL      TRUE RUNNING

Being thoroughly waterproof it is equally good for running in wet or dry places. As a main drive, "MAPLE LEAF" cannot be excelled, and for conveyors it is in great demand. :: :: A trial belt will convince you.

Write for Samples and Prices

### "MAPLE LEAF" BELT DRESSING

*The Best for All Kinds of Belts*

Quebec Branch: 51 Duluth Building, Montreal



### Knitting Companies Merge

#### Port Hope and Peterborough Companies acquire Large Building in Port Hope

The Port Hope Knitting Co., Limited, Port Hope, who have been engaged in the manufacture of woollen sweaters, sweater coats, children's knitted wear and hosiery suitable for cold weather, and the Cornell Knitting Co., Limited, Peterborough, who have specialized in swimming suits, jerseys, sweaters and sweater coats, for use in warm weather, have combined, and a new company, Amalgamated Knitters, Limited, has been formed to take over the business of each. The St. Lawrence Hotel property, on the Port Hope main street, has been acquired and its upper floors have been fitted up for factory purposes. By concentrating the two industries under one roof, cost of manufacturing and all overhead costs will be materially reduced.

Amalgamated Knitters have an authorized capital stock of \$250,000, divided into 2,500 shares of preferred stock of \$100 par value and 1,000 common shares of no par value. Recently an offering of 250 shares of preferred stock, paying nine per cent., with fifty per cent. bonus of common stock, has been made locally.

William Hood, president and manager of the Port Hope Knitting Co., is president and manager of the new Company. H. M. Ryan, is secretary-treasurer; and R. P. Parker, manager of the Cornell Knitting Co., Limited, is sales manager.

### Pulp Mill under Way

#### Backus Brooks Company making progress with development work at Kenora, Ont.

Backus Brooks Company are making good progress with their construction work at Kenora, Ont. They hope, before the end of the year, to complete their initial power development, which will have a capacity of approximately 10,000 horse power. A 60-ton ground wood pulp mill is also under construction and should be well along towards completion by the end of the year.

### Rebuilding Plant

#### Don Valley Paper Co., Limited, make Record in Getting Going Again after Destructive Fire.

A record in rebuilding has been made by the Don Valley Paper Co., Limited, Toronto. On the night of May 31st, the plant was visited by fire and practically everything except the paper machines was destroyed. Building operations were at once started and on June 30th they were again making paper. Since then they have been steadily filling orders. The task of restoration is still in progress and it will be some little time before the plant will be completely finished. No changes have been made in the capacity of the plant or the line of goods manufactured. The product consists of cover papers; post card bristol; poster, white and colored bristols; sulphite and manila envelope and tag and the capacity is 20,000 lbs. per 24 hours.

### Change at Stratford

#### Canadian Edison Appliance Co. Becomes Hotpoint Division of Canadian General Electric Co.

The Canadian General Electric Co. Limited, who have been largely interested in the Canadian Edison Appliance Co., Limited, of Stratford, ever since the latter company were organized on January 1st, 1920, have now acquired complete control and the Stratford industry will be operated as the Hotpoint Division of the Canadian General Electric Co. The sales department has been removed to Toronto, but no changes have been made in the product manufactured, which consists of all lines of electric household appliances, including electric ranges.



## PRECISION





## SPRINGS

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*Customers specifications carefully followed*






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**FOR INSTANCE**—not only is every seam thoroughly welded, but the whole barrel is galvanized—every seam is also permanently sealed by virgin spelter.

**RESULT:** An absolutely unbreakable barrel—permanently tight.

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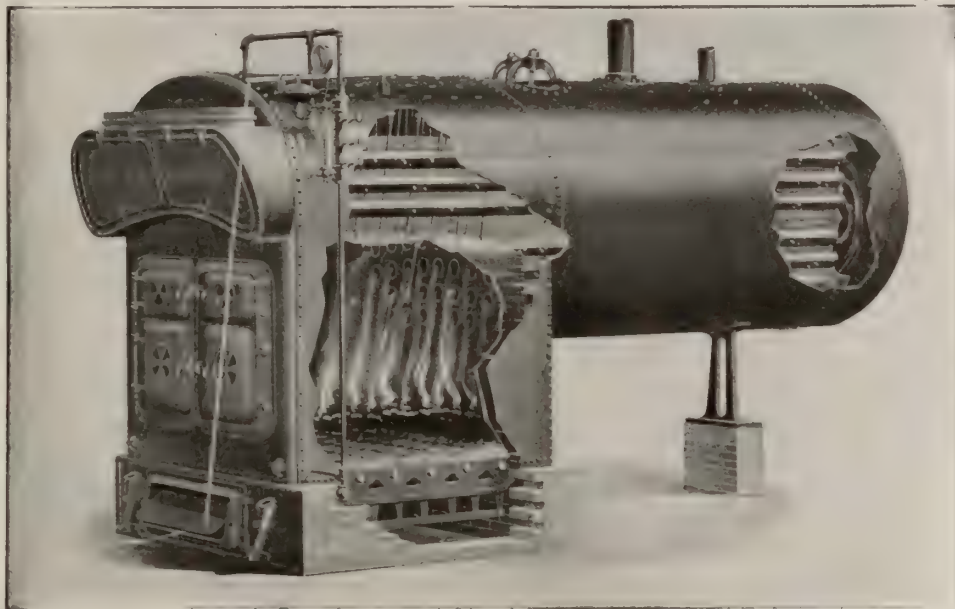
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Toronto, Montreal, Winnipeg



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We also make Tanks, Stacks, Water Towers, Steel Plate Work, Engines and Pumping Machinery. For over sixty (60) years we have been leaders in our lines.

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*Eastern Representatives—JAS. W. PYKE & CO., LIMITED, 232 St. James St., Montreal*

*Ottawa Representative—J. W. ANDERSON, 7 Bank Street Chambers*



Limited, were originally an amalgamation of the Canadian Hotpoint Heating Co. and the Department of Heating Devices of the Canadian General Electric Co. The manager of works is R. S. Morgan, who has been secretary-treasurer of Canadian Appliance Co.

### Starts New Industry

#### E. B. Reed and Associates plan Veneer Plant for Pembroke but plans are incomplete

E. B. Reed, who has been manager since the start of the splint factory of Maguire, Paterson & Palmer, Ltd., Pembroke, Ont., has resigned and has taken into partnership three other men with the intention of starting a small veneer and plywood mill at Pembroke. Arrangements have not yet reached a stage where more details can be given.

### Acquire Additional Space

#### C. Turnbull Co. of Galt, Limited, Occupy Building Adjoining their Plant

The C. Turnbull Company, of Galt, Limited, have recently purchased a building on Water Street, adjoining their No. 1 plant. The building is 60 x 66 ft., four stories high, and of stone construction. The Company will use it to accommodate their scouring, dyeing, bleaching and drying departments which have been, up to the present, located in the basements of their present buildings. Owing to the fact that these basements are flooded every spring when the water in the river rises, the removal of the machinery and equipment to another building has been rendered desirable. They are also installing in the new building a water-softening plant.

It is not expected that the change in arrangements will have any effect on the capacity of the plant.

### Enlarging their Plant

#### St. Maurice Lime Co., Limited, Increase Capacity from Two to Six Kilns

The St. Maurice Lime Company, Limited, Three Rivers, Quebec, whose kilns are located at St. Louis de France, Champlain County, Quebec, are at present enlarging their plant from two to six kiln capacity, which will give them a production of 600 tons of lime per week. They have also under construction, at the estimate cost of \$175,000, a railway siding five miles in length, and connecting their plant with Piles Junction. They expect that the new kilns will be completed about the middle of August, and the railway siding by the middle of September.

### New Button Industry

#### Northern Buttons, Limited, Plan to Erect Plant at Smith's Falls, Ontario

Northern Buttons, Limited, have been incorporated under Dominion Charter, and will erect a plant at Smith's Falls, Ontario. They intend to manufacture vegetable ivory buttons for gent's clothing and ladies' coats. Their plans call for the erection of a building, 162 ft. by 60 ft, the front portion being two stories high, and the rear portion one story. They will probably operate about 15 lathes at first, and will employ approximately eighty hands. They hope to have the plant in operation before the first of the year.

The officers of the Company are Dr. Claude A. Patterson, President; Geo. B. Frost, Secretary-treasurer; and Wm. S. Murphy, M.D., M. G. Henniger, and F. J. Hill, directors. The authorized capital is \$300,000, divided equally into common and preferred shares.

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**T**RAINED to find practical use for that which the average manufacturer considers entire waste, our engineers are at your service. At a time when competition is keen, when volume and

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Have us investigate any process in your plant that causes waste. Most likely we can suggest a means to eliminate or reduce the loss.

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"P.M.S." Rubber Belting owes its extensive popularity in this country to its excellent adhesion to the pulleys, even pliability, great strength and unequalled ability to resist the effect of heat, cold and moisture. These qualities, coupled with its comparatively low first cost and usefulness for nearly all purposes, have won the respect and esteem of Canada's engineers. It is giving excellent service to-day under conditions once believed too severe for this type of belt.

*Manufactured Exclusively by*

**Gutta Percha & Rubber  
Limited**

**Head Offices and Factories, Toronto**

*Branches in all Leading Cities of Canada*



### Company Reorganized

#### Harmer-Knowles Motor Truck Co. are incorporated and plan development

Following the death of R. S. Harmer, his son-in-law, Herbert K. Patterson, of Winnipeg, has taken over his interest in the Harmer-Knowles Motor Truck Co., Toronto, and has organized a new Company to be known as Harmer-Knowles Motor Truck Co., Limited. The late Mr. Harmer commenced the manufacture of motor trucks about two years ago, but the undertaking never got much beyond the experimental stage. The Harmer-Knowles truck was tested out and has made good and it is now the intention to prosecute the manufacture and sale of the trucks vigorously. Four sizes are made, 1, 1½, 2½ and 3½ tons respectively, and the plant at 15 Van Horne Street, has a capacity up to twenty-five trucks a month. In the case of the three larger sizes over seventy per cent. of the truck is made in Canada; in the one-ton size, over fifty per cent. Several trucks have already been delivered to large users in Toronto.

### New Flooring Industry

#### Satin Finish Hardwood Flooring, Limited, secure large plant at Weston, Ontario

The Satin Finish Hardwood Flooring, Limited, have recently purchased the plant at Weston, Ont., formerly occupied by the K. & S. Tire and Rubber Goods Co., Limited, and have remodelled it for the manufacture of hardwood flooring. The property consists of five acres of land and a building 225 x 75 feet, constructed on two sides of metal sash. The machines installed, all of which have direct motor drive, are of the latest woodworking models, and the entire operations, being confined to one floor, give continuous operation, the most efficient system of manufacturing hardwood flooring. The plant is served by Canadian Pacific private siding and there

are both Grand Trunk and Canadian Pacific services. About 25 to 30 hands will be employed at the outset.

The Company are capitalized at \$100,000. The president and manager is W. C. Gardiner, formerly of Builders' Moulding Co., Limited, Toronto. He has made flooring for a number of years, first on Richmond St., and then on Noble Street, and has earned a reputation for making a high-class product. W. T. Cole, sales manager for Seaman Kent Co., Limited, for the past ten years, and well known from coast to coast, is secretary-treasurer.

### Moved to Penetang

#### Adams Shoe Manufacturing Co., Limited, now manufacturing in their new plant

The Adams Shoe Manufacturing Company, Limited, are very busy in their new plant at Penetanguishene, Ontario, whither they have recently moved from Toronto. The factory is a one-storey red brick building, 200 x 40 feet, receiving plenty of light and air through large windows on three sides. The company expect soon to be employing seventy-five hands and turning out from 800 to 1,000 pairs of misses' and children's shoes a day. They will work fifty weeks of the year. W. M. Adams is president of the company, H. C. Pollard, manager, and A. E. Boys, factory superintendent.

### Orillia Company Expand

#### Orillia Worsted Co., Limited, are erecting an addition to their plant, three stories high

The Orillia Worsted Company, Limited, are putting up a three-storey and basement addition, 56 feet x 74 feet, at the back of their present plant. They expect to have it completed by the end of September and will install a number of drawing and spinning machines on one floor, using the remainder for storage purposes. Eventually they intend to use the whole of the addition for manufacturing.

# EDDY'S Matches

—“the most of the best for the money”

It isn't possible to buy better matches than Eddy's.

Eddy's Matches are *Safe*—Eddy's Matches are *Sure*—

Eddy's Matches are *Non-Poisonous*—Sturdy, sure-fire lights, every one of them—Canada's best since 1851.

*Don't accept substitutes. Insist on Eddy's—Always.*

**The E. B. Eddy Co., Ltd.**

**Hull, Canada**





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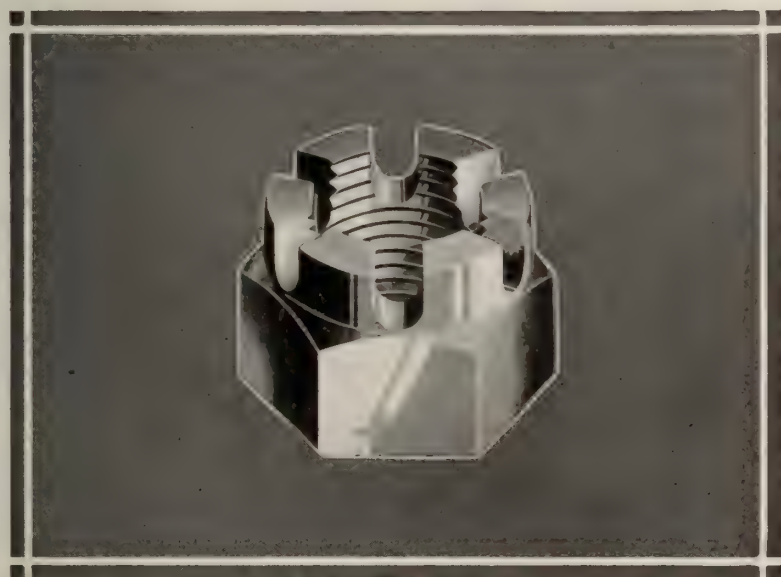
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Its Strength and Toughness make it Durable, Safe and Economical

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**PLAIN CASTELLATED  
& SEMI-FINISHED**

S.A.E. Finished Nuts (Plain & Castellated)

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V.—U.S.S. & S.A.E. Cap Screws

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Screws, Machine Product Hard-  
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Up to 2¼" diameter.

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# STEEL BARS

ROUNDS, SQUARES, FLATS, ANGLES AND SPECIAL  
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Prompt Shipment from Stock

# BURLINGTON STEEL CO., Ltd.

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### A Strong Combination

**Dominion Oxygen Co., Limited, and National Electro Products, Limited, are merged**

The business of the Dominion Oxygen Co., Limited, and The National Electro Products, Ltd., have recently been consolidated and will be conducted in future under the name of the Dominion Oxygen Co., Limited.

The consolidation includes the oxygen plants at Montreal and Toronto; acetylene plants at Merriton, Winnipeg and Shawinigan Falls, and distributing stations at Hamilton, Windsor and Quebec. The combination of the two industries gives Canada one of the largest organizations of its kind on the continent, and one which will be of material advantage to all Canadian oxygen users through stabilization of the product, assurance of steady supply and improvements in service that enlargement of facilities will make possible.

It is understood that W. J. Cluff, and associates of Toronto and Montreal, who founded the National Electro Products, Limited, several years ago, will retain their relationship with the oxygen industry through their interest in the consolidated companies.

### Will Make New Product

**Red Star Refineries, Limited, Montreal, secure Canadian Rights on New Motor Fuel**

Red Star Refineries, Limited, who were organized early in the year, for the purpose of establishing an oil plant in Montreal, state that progress has since been delayed, as they have been investigating a new process. They have now secured the rights for the manufacture of motor spirits, in Canada, by the Ramage process. This has necessitated a partial reorganization of the Company. The capital stock has been increased from \$3,000,000 to \$6,000,000, and a new board of directors is being formed, those elected thus far being T. J. Storey, Brockville; Benjamin Briscoe, and F. F. Beall,

Detroit. Plans for erection of plant are now being rushed, and it is expected that operations will commence shortly.

The Ramage process is the invention of Dr. A. S. Ramage, Detroit. His investigations were financed by a group of men interested in the automobile industry and now the Barnsdall Corporation are manufacturing the product in the United States under the name "Supergas." The process consists of passing vaporized oil mixed with steam over iron ore in a closed tube. It is claimed that supergas is more volatile than gasoline, is a denser liquid of lower specific gravity, ignites readily, even in coldest weather, and not being a blend has perfect combustion. It leaves no carbon or gummy substance or residue of any kind. It is capable of compression without over-heating.

### New Silk Industry

**Premier Silk Mills, branch of U.S. Company, are Locating at Cowanville, P.Q.**

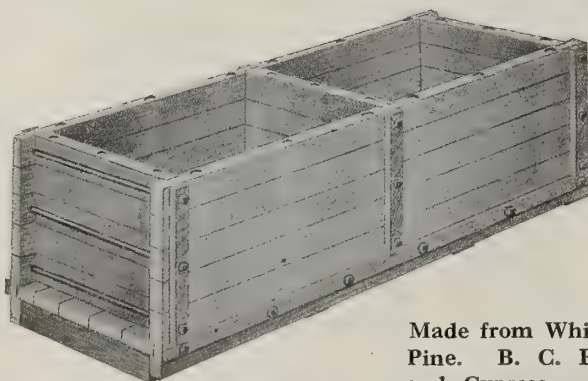
The Premier Silk Mills, which have been incorporated under Federal charter with a capital issue of \$250,000 of preferred stock and 2,500 shares of common stock of no par value, are locating at Cowanville, Que., where they will manufacture broad silks, crepe de chine and similar goods and will turn out both skein dye and piece dye goods. They will be the first establishment in the Dominion to manufacture this class of material.

They have secured a building in Cowanville, 100 by 50 ft, three stories, mill construction, and they are now remodelling this building preparatory to installing their machinery. They have also secured five acres of land adjoining the mill to take care of future expansion. According to present plans, a first unit of 60 looms, out of a total of 150 looms, will be installed at the present time, this capacity giving employment to about 100 hands. The industry, which is controlled by the Regal Silk Company, of Paterson, N. J., has been located at Cowanville through the efforts of the Industrial Department of the Southern Canada Power Company.

### BRANTFORD

## Wood Tanks and Vats

Square, Oblong, Round, Half Round and Special Shapes



Made from White  
Pine. B. C. Fir  
and Cypress.

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KEROSENE ENGINES

Custom Galvanizing a Specialty

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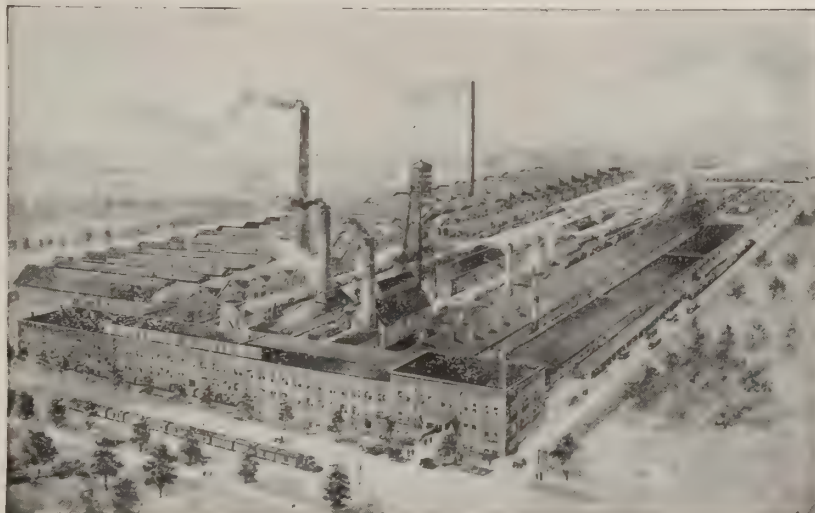
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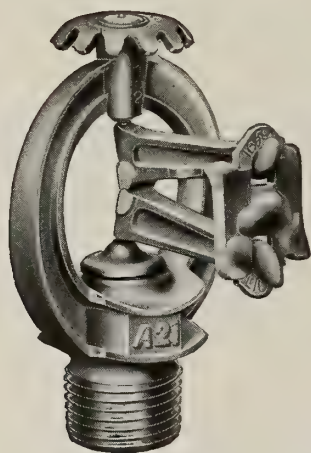
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## Recent Industrial Fires

The Dufton Woollen Mills, Stratford, Ont., received damage to the extent of \$75,000 in a fire which occurred on the morning of July 28th. The fire is supposed to have originated by spontaneous combustion and obtained considerable headway before the fire brigade arrived. About one hundred employees were thrown out of employment. William Collie, owner of the plant, stated after the fire that the mills would be rebuilt.

On August 3rd, fire totally destroyed the planing and sawmills of D. E. Wallace, Thamesville, with loss of about \$10,000. The mills have been burnt down on three previous occasions. Mr. Wallace will probably erect a portable sawmill to take care of lumber on hand.

The plant of the Canadian Pipe Company, 550 Pacific Street, Vancouver, was practically wiped out by fire on July 23rd. The company were established 12 years ago and carried on a large business in wire-wound wood pipe, continuous stave pipe, wooden tanks, etc. W. R. Hancock, manager of the company, stated after the fire that the loss would reach approximately \$100,000, but that this was practically covered by the insurance. It is understood that the plant will be rebuilt.

Six million feet of lumber, valued at approximately \$350,000, and piled in the yards of the William Milne & Sons Lumber Company of Trout Mills, Ont., were completely destroyed by fire on July 30th. The lumber was owned by William Milne & Sons; the Union Lumber Company; Standard Planing Mills; Canadian Timber Company and The Keenen Company. The loss is said to be fully covered by insurance.

Fire did \$3,000 damage to the plant of the Thames Valley Knitting Co. at Ingersoll on August 7th. The blaze started in the stock room and was supposed to be of spontaneous origin. The sprinkler system stopped the spread of the fire.

Several thousand dollars damage was done by a fire which visited the plant of the Galt Malleable Iron Co., Galt, on the morning of August 7. The fire started in the roof of the annealing room on Kerr Street. It was stated afterwards that no men would be thrown out of employment and that the work of rebuilding would be started at once.

## New Steamship Service

### Norwegian-American Line Inaugurates Direct Service between Canada and Norway.

A direct steamship service between Montreal and the principal Norwegian ports was inaugurated early in June, by the Norwegian-American Line, whose traffic agents in Canada are the Canadian Pacific. Two steamers, the *Topdalsfjord* and the *Idefjord* recently built by Canadian Vickers, Limited, are being used on this run. They are of the two-deck, poop, bridge and fore-castle type, with straight stem and elliptical stern. The principal dimensions are: Length, B.P., 365 feet; breadth, 49 feet 6 inches; moulded depth, 29 feet; draught, 24 feet 1 inch, with a deadweight tonnage of 6,400 and a sea speed of 11.5 knots.

A. F. Jones, New York manager of the Norwegian-American Line, states that important Scandinavian importers and exporters have had considerable and advantageous business relations with Canada in the past and that all are anxious for the resumption of trade on a large scale.

It is probable that this direct service between Canada and Norway will be extended to Denmark. Denmark, before the war, was a large importer of grain and other foodstuffs, lumber products, raw materials and iron manufactures. Canada's trade with Denmark had become almost negligible by the end of the war, but there are prospects of an important revival of trade this year.



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## Books and Catalogues.

### A Report on Quicksilver

*Quicksilver, 1913-1919.* The Mineral Industry of the British Empire and Foreign Countries. War Period. London: H. M. Stationery Office, Princess Street, Westminster, S.W.1. Price 1s. 1½d.

This is another part of the annual volume on the mineral resources of the British Empire and foreign countries. In its reference to Canada, the report states that deposits of cinnabar occur at the western end of Kamloops Lake in British Columbia and that during the period under review extensive exploration and development work was carried on. A furnace to treat low-grade ore was erected, but there was no production of metal. Native mercury has also been found in British Columbia, but there has been no production. The report gives very complete information about the occurrence of quicksilver and its production.

### Iron Resources

*Iron Ore.* London, 1922. His Majesty's Stationery Office.

Five parts of this work, which is a summary of information as to the present and prospective iron ore supplies of the world, have been received. They deal with the United Kingdom, British Africa, British America, British Asia and Australia and New Zealand. Foreign countries are to be reviewed in parts 6, 7 and 8 under the respective headings of Europe and Africa, America and Asia and Pacific Possessions.

Like other publications of a similar nature which have been compiled during the last few years by the Imperial

Mineral Resources Bureau, the present series covers the war period, but in some cases the records have been brought up to 1920.

In the first part, which deals with the United Kingdom, some general introductory notes on the nature of iron ores, the different types of deposits, etc., have been included. There is an interesting section on the factors which determine the value of iron ores. The mines are considered individually, the character of the ores, method of working and chemical composition being discussed. There are a great many statistical tables and a number of maps which add to the value of the publications as works of reference.

### A Valuable Map

The Commercial Intelligence Service of the Department of Trade and Commerce have issued a map of the world showing trade routes and shortest sailing distances between Canadian and foreign ports. The map measures 46 x 28 inches and is thus of convenient size for wall use. The various trade routes are indicated by red dots, along which are noted the distances. This information is supplemented by a table at the lower right corner, giving the more important sailing distances in nautical miles. As Canadians have been dependent on maps made in other countries for information of this kind and as Canadian ports do not figure on them to any extent, the value of this new map will be easily appreciated. The Commercial Intelligence Service deserves credit for its preparation.

### A Handsome Souvenir

The British American Oil Company, Limited, of which S. R. Parsons is President, have just issued a handsome illustrated booklet containing photographs of the Company's refineries and distributing stations throughout Canada. The booklet carries the title "Thanks to our Customers," and is



## The Application of Electricity

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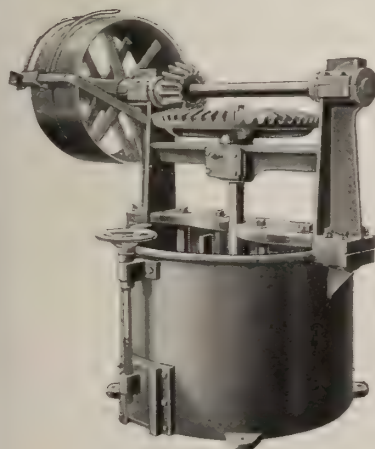
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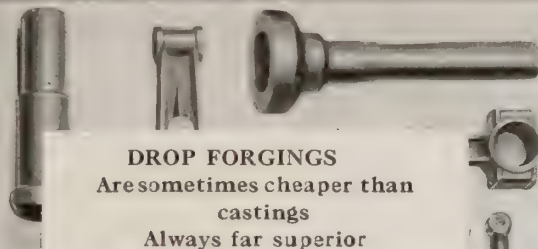
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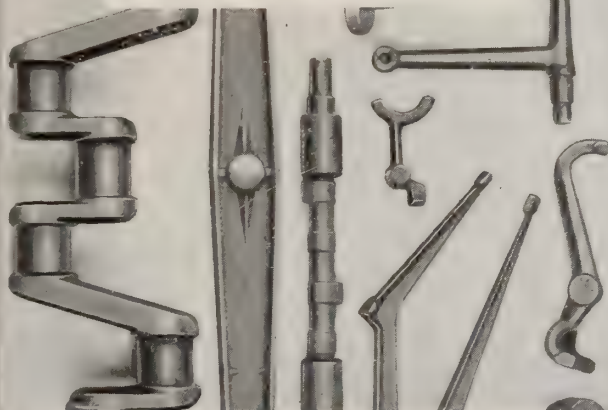
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intended to express the appreciation of the Company for the support given by the users of British American Oil products. In a brief foreword, it is explained that the Company came into existence in 1906, and that, from a small refinery doing a local business, in the City of Toronto, it has grown to an organization of nation-wide activity. In addition to its large refinery in Toronto, it now operates extensive plants in Montreal and Winnipeg, with important branches in twenty-five other Canadian cities. In addition there are approximately 250 storage-distributing stations, from which the Company's products are sold by motor truck tanks, etc. The capacity of the Toronto refinery has increased from 150,000 gallons per month, to nearly 2,000,000 gallons per month. The booklet has also been printed in the French language as a compliment to the Company's French-speaking customers.

### Draper Products Catalogue

The Draper Manufacturing Company, of Canada, Limited, Petarolia, Ontario, have just issued their catalogue No. 8, in which they supply complete illustrated information about their facing tools, valve discs, brass balls, check valves, and other products. The illustrations give an excellent idea of the various lines, and sufficient reading matter is supplied to enable purchasers to obtain a very complete idea of the character of the Draper products.

### Screw and Nut Catalogue

A handsomely executed catalogue comes from The John Morrow Screw and Nut Company, Limited, Ingersoll. This is Catalogue No. 11, containing standard price-lists, cancelling all previous issues. The catalogue is prefaced with some illustrations of the Company's offices and plant, following which there are reproduced a large number of the standard and special lines of screws and milled work manufac-

tured by the Company. The catalogue is carefully indexed, and the price-lists are arranged in the most convenient form. All users of the Morrow products should make sure of securing a copy of this latest catalogue.

### Barium and Strontium

With a view to the stimulation of interest in the mineral resources of Canada, and as an aid to the development and utilization of these resources, the Mines Branch of the Dominion Department of Mines has in course of publication an extensive series of monographs on the economic minerals of the country. The latest volume of this series, "Barium and Strontium in Canada," by Hugh S. Spence, has just been issued. It presents, in a comprehensive form, much data on the resources of barium and strontium minerals of this country, together with valuable information regarding the uses and the preparation of these minerals for the market.

*List of Inspected Automotive Appliances. April, 1922.*

*List of Inspected Electric Appliances. April, 1922.*

The semi-annual lists published by the Underwriters' Laboratories. The products are listed alphabetically and the manufacturers' names are given in each case.

The Canadian Car & Foundry Company, Limited, and the Canadian Steel Founders, Limited, Montreal, have issued several new illustrated bulletins. No. F7 deals with two types of flat cars; No. P4 with mail and baggage cars; and No. TW1 with street railway trackwork.

The Canadian National Parks Branch of the Department of the Interior will erect a monument to mark the site of the old St. Maurice forges near Three Rivers, Que., where the first iron industry in Canada was started in 1730.



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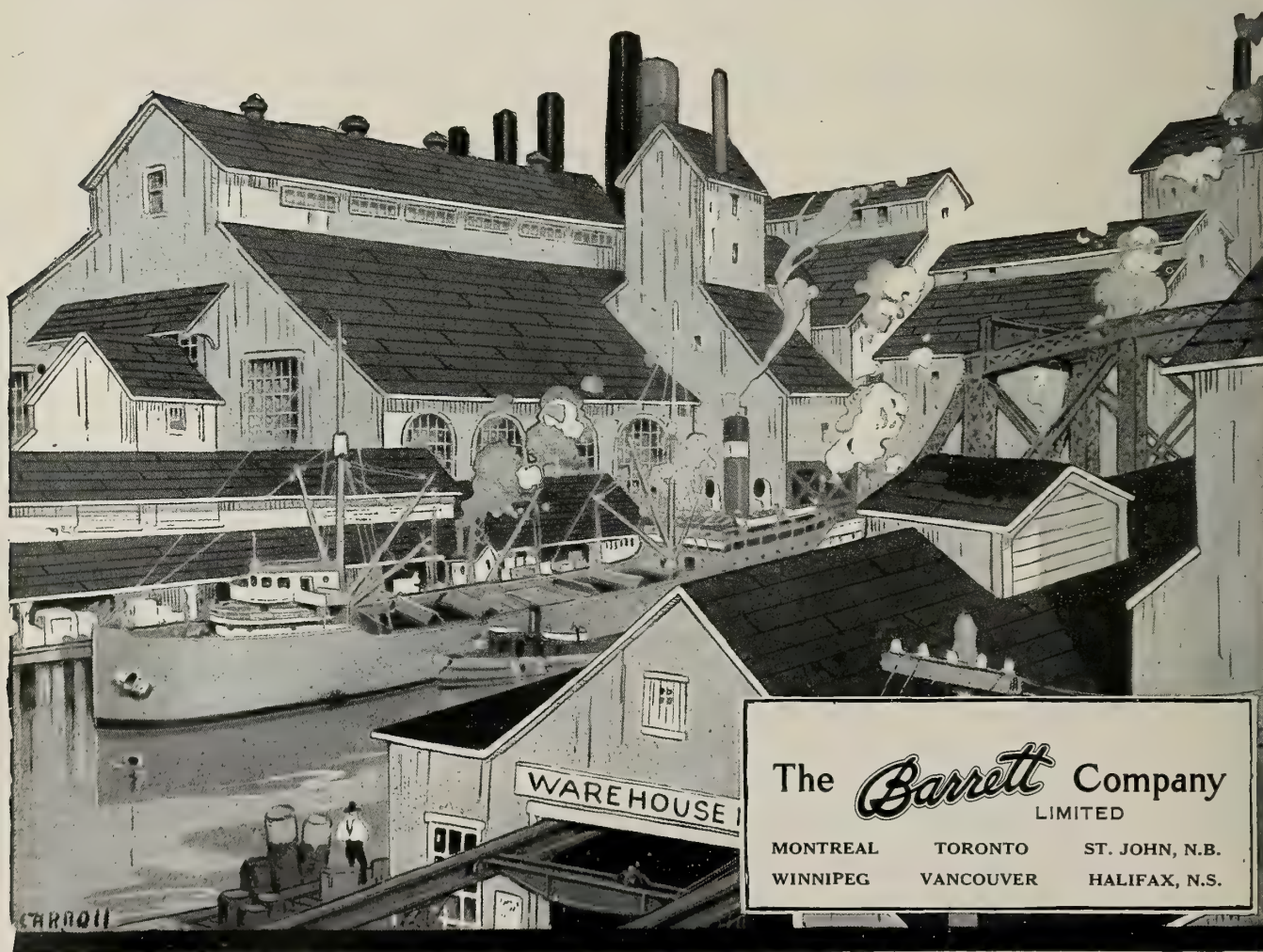
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# Industrial Canada

ISSUED BY

*The Canadian Manufacturers Association*

INCORPORATED

VOL. XXIII

TORONTO, SEPTEMBER, 1922

NO. 5

## Editorial Comment

### More Canadian Products

IT is to be expected that the new Canadian Trade Index now in course of preparation, will show a very considerable increase in new products. The last Trade Index was compiled in 1919 and, while it reflected the great advance in industrial activity of the later war years, it yet came out a little too early to include the remarkable expansion that took place in 1920. Added to this will be the renewed activity of the present year which has seen quite an appreciable increase in new products.

It is a little early to secure figures as to the exact extent of the increase since 1919, but the work of compilation should soon be sufficiently advanced to admit of instituting some comparisons. Meanwhile we would urge all members of the Association who have not yet complied with the request for information to lose no time in filling out the blanks. The work is one of mutual advantage and no manufacturer should fail to lend his co-operation in the task of making the work complete and effective.

### Our Officers and Committees

AMONG recent publications of the Association is a booklet containing lists of officers and committees of the Association, including those of the various divisions and branches, for the year 1922-23. This is the first time that this service has been rendered, it being felt that such a list, in convenient form, would serve a useful purpose.

One cannot help but reflect on glancing through this 24-page booklet, how extensive and representative the organization of the Association has become and how numerous are the members who are taking an interest in its administrative work. The democratic character of the Association is at once apparent. The Executive Council, apart from the ex-officio members,

who include the officers for the year, the past presidents and chairmen of divisions and branches, is composed of men elected by the annual general meeting on the nomination of the divisional annual meetings. The number so nominated is in direct proportion to the number of members in each division. With representation thus based on the choice of members in all parts of the country, there can be no question of domination by any one group or groups.

The same is true of the Executive Committee, membership in which is largely of an ex-officio character and thus dependent on the choice of the members of the Association as a whole and of the divisions and branches. The latter are also self-contained in their make-up and are free to make such choice as they please of their officers and committees.

### Canada's Trade Increasing

IT is gratifying to observe the manner in which Canada's export trade is increasing at the present time. July exports, totalling over \$70,000,000 in value, showed an increase of approximately \$16,000,000, or thirty per cent. over exports for July of last year, while for the first four months of the present fiscal year, exports totalled \$243,254,469, an increase of \$27,326,513, or 12.6 per cent. The increases are general, each heading of the Government's classification showing a gain in July, except in the case of non-metallic minerals and their products. In the case of food products and wood products and paper, the increase is very substantial.

It is equally gratifying to find that Canada's purchases abroad have not been expanding in such a way as to counteract and diminish the effect of the increased exports. For July, they totalled \$60,757,019, which was actually less by \$1,648,871 than for July a year ago. Similarly, in the four-month period, imports have been cut from \$253,862,462 to \$236,242,576. Of course, it must not be overlooked that the main decrease is in coal importations, which would nor-



mally be much greater and this one item would probably account for the major portion, if not all, of the falling-off.

The balance of trade for July is favorable to the extent of nearly \$10,000,000, comparing with an unfavorable balance for July, 1921, of approximately \$8,000,000. For the four-month period, the favorable balance is \$7,000,000, against an unfavorable balance of \$38,000,000 for 1921. In the years immediately prior to the war and up to 1916, Canada's trade balance was unfavorable. In the fiscal years 1916, 1917, 1918, 1919 and 1920, the balance was favorable, but in 1921, when imports reached the record total of \$1,240,158,882, the balance again became adverse, continuing so until October, 1921, when for three months it became favorable, reverting to adverse with January. The fiscal year, 1922, had a small unfavorable balance. With May, the balance turned again to favorable.

### Commercial Contract-Delivery in Parts

**T**HERE is a clause in a good many contracts which provides that "each delivery to constitute a separate contract," or words to that effect.

From correspondence received by our Departments, there appears to be a good deal of misapprehension as to the practical interpretation of these or similar words in contracts, and a definite pronouncement on the subject is called for.

Such a clause operates thus:

When a contract is entered into, say for the purchase or supply of a certain quantity of goods to be delivered in parts or by instalments at different dates, then, notwithstanding that the preliminary contract is a single unit, any dispute arising in connection with the non-delivery or otherwise, of any specified part, or any ground of damages in connection therewith shall be limited to that part and shall not apply to the contract as a whole. It should be observed that when such a clause is inserted in a contract, care should be taken to see that the exact quantity to be delivered and the time of delivery is definitely specified; otherwise, the clause might be void from want of certainty. It is always a case of the special circumstances and of reading the clause in its relation to the other clauses of the contract. On general principles, if the intention of the parties to the contract is expressed in clear and definite terms, the Court will incline to give effect to it.

### Trade with Colombia

**I**N a letter to INDUSTRIAL CANADA from Edward C. Austin, commission agent, Barranquilla, Colombia, Mr. Austin states that he has recently made the long journey to the capital, Bogota, a five-day trip inland, where he interviewed members of the government

and others relative to Canadian trade. He found the newspaper publishers enthusiastic over the possibility of getting newsprint from Canada. They have declared their intention of ventilating the subject in their respective papers and using their influence with the Government to secure the appointment of a Consul at Montreal to expedite shipments.

Mr. Austin finds that the Japs are actively after Colombian trade, a Japan-Colombia export company having been formed, who will place a permanent exhibit of Japanese products in Bogota. Spanish products are also being pushed in Colombia.

"In this matter of propaganda," says Mr. Austin, "there is no reason why Canada should be behind either Japan, Spain or any other country. Numerous expressions of a preference for Canadian goods have been made to me, providing direct transport can be obtained (which, happily, apparently is now established), and merchants can have an opportunity to see exhibits of Canadian products, something which is much more important than the sending of catalogues in English, which very few Colombians or Venezuelans understand, or at least only imperfectly."

### Provincial Taxes—Conflict of Jurisdiction

**A**JUDGMENT of some importance was recently rendered in the Quebec Court of Appeal in a case affecting the right of the Government of Quebec to collect succession duties on certain movable property.

The decedent had lived in Halifax and died intestate leaving property which included shares in a chartered bank, a trust company and a commercial company, all of which had their headquarters in Montreal. The estate devolved according to the laws of Nova Scotia, but the Government of Quebec claimed the right to tax these shares according to the laws of Quebec.

The court held that the law of Quebec governed movables in the province whether physical or by legal fiction situate therein; that the shares in question were situate in Quebec by legal fiction, and that the province might therefore impose succession duties on the property. To the contention that this involved double taxation, inasmuch as the property might be taxed by the Governments of both Quebec and Nova Scotia, the court replied that there is nothing illegal in double taxation and that in any case it was a matter for the consideration of the provinces affected.

The position of Montreal as the industrial and financial centre of the Dominion makes this judicial dictum interesting. Montreal is the headquarters of most of the big financial institutions and this decision of the Quebec court means that no matter where the owner lives, shares in concerns with headquarters in Montreal are subject to the succession duties of Que-



bec because such shares are by legal fiction situated in Quebec. It means practically that Quebec will tax wealth really owned in other provinces. As the province where the owner lived may also tax such shares as part of his estate, it is apparent, especially in view of the demand for a Federal inheritance tax, that there is need for some uniformity in the case of inheritance taxes to prevent conflict of jurisdictions.

The beneficiaries in the above case contended that the law of Quebec as applied to such property was unconstitutional, and it is possible that the matter may not be allowed to rest with the decision of the Court of Appeal. In any case the decision gives strength to the demand made in the form of a unanimous resolution adopted by the Fifty-First Annual Convention of the Canadian Manufacturers Association, in New Brunswick, on the 23rd June last, for a conference of taxing authorities for the purpose of delimiting fields for tax jurisdiction.

### The British in India

**I**N a recent issue of the *Indian Textile Journal*, published in Bombay, a tribute is paid to what Great Britain has done in the building up of the cotton industry in India. It is pointed out that the industry has been almost wholly dependent upon Lancashire for all plant and machinery required for spinning and weaving mills. The ginning and pressing factories have been equipped with machinery of British design and manufacture, as also the bleaching, finishing and dyeing plants, which have opened out a remunerative outlet for colored yarns and fabrics.

The first cotton mill in India owed its conception to a Parsi—the late Cawasji Nanabhoy Daver—whose factory in Bombay was fitted and worked under English supervision and control. This was some fifty years ago and since then men from Lancashire and surrounding districts have come out to India and taught the trade and the manipulation of the machines to the native jobbers and the mucedums, to the piecers and minders, to the weavers and sizers, thousands and thousands of whom have left their villages to become skilled workmen and earn higher wages.

During 1921 the Patent Office at Calcutta received 1268 applications for patents. Of these 941 came from Great Britain and the Continent and 327 originated in India. Of the latter 139 bore Indian names. The subject matter of the patents from Great Britain comprised cotton spinning and weaving, chemical and industrial processes, improvements in wireless telegraphy, oil and gas engines, aeroplanes, electrical machinery, furnaces, agricultural and other devices. The applications from Indian inventors related to devices for drawing water from wells, and other rather unimportant machines. All of which goes to show that India is still largely dependent on British leadership for the continuance of its industrial progress.

### Steamship Service Welcomed

**N**EWs that a ship was sailing from Montreal in the direction of Colombia, South America, was featured in the Colombian newspapers. *El Espectador* of Bogota contained the following item, for the translation of which we are indebted to Mr. Austin. It shows the interest which the people of Colombia are taking in the possibilities of trade with Canada.

"The 5th of June, that is to say yesterday, the first ship sailed from Canadian ports in the direction of Colombia. This marks the beginning of business between a consuming country and a producing centre. Transactions were being made through New York houses.

"Canada can sell to us directly paper, fish, stearine and all kinds of wool, cotton, iron and other manufactures.

"Canada is a nation that is theoretically dependent on England, but practically is absolutely free. Its finances are very strong. At the present time it is offering a loan to the Russian Government of \$15,000,000.

"Montreal and Quebec are two large industrial and financial centres and the capitalists of these markets take a very active part in the placing of international loans.

"These relations are desirable for Colombia. Besides, Canada is a large market for our coffee and possibly can become a market for some of our other products.

"Amongst the manifestations with which Canada wishes to show us its good will is the invitation that has been sent to General Ospina by the Canadian Manufacturers Association and the Board of Trade of Montreal, who desire that the President-elect should travel over the country and form an opinion of the prospects for a future interchange."

### Progress of Industry Reflected

**T**HOSE who have been attending the exhibitions in Toronto and other Canadian cities over a period of years cannot but be impressed with the amazing development in manufacturing industry which has taken place and which is so clearly reflected in the displays of Canadian manufacturers. At Toronto, this year, there was a notable expansion in exhibits due to the increased facilities offered by the new Pure Food Building and other additions to exhibition structures. We are also pleased to observe that in other cities efforts to develop or revive exhibitions are meeting with success and that everywhere manufacturers are taking a leading part in the management of these institutions. There is not the slightest doubt that the exhibitions and fall fairs held annually throughout Canada are a strong incentive to home industry and their efforts should be generously supported.



# New Match Manufacturing Industry for Canada

Description of the Industry Established at Berthierville, Que., by The Match Company, Limited.

By J. P. Melville

THERE was recently held in Montreal a function somewhat unique in the history of Canadian industry—an inaugural dinner to mark the opening of a new industry. The hosts were a new corporation, The Match Company, Limited, and the guests, the wholesale grocery trade of Canada and a number of representative business men. The toast master was Paul E. Joubert, vice-chairman of the Quebec Division, C.M.A.

During the course of the evening, Herbert Grier, general manager of The Match Company, Limited, gave an interesting outline of the history of the industry. It originated in 1915. When travelling on a train one day, Mr. Grier, then of the Log Supply Company, met a man who happened to pass a remark that Europe was in great need of matches. The only way to supply the need, there being no splint factories, was to manufacture the logs and send them overseas. This was done and a large number of complete cargoes were shipped across. As the freight situation was bad, they conceived the idea of cutting the logs into splints and shipping the splints.

Some New York financiers were interested and, under the name of the American Splint Corporation, an immense plant was erected at Aspen, outside New York. This plant had a capacity of 300,000,000 splints per day of ten hours.

The American forests not producing as satisfactory wood as the Canadian forests, Mr. Grier convinced his directors that the best thing to do would be to establish a plant in Canada. This was done in 1919, and a factory, the largest of its kind, covering six or seven acres, was erected at Berthier, P.Q. It had a capacity of between 600,000,000 and 700,000,000 splints per day.

Then followed the collapse in world exchange and with it the trade of Canada in match splints dropped away. The cheap money of countries like Poland, Finland and Japan made it impossible for Canada to compete. With no adequate market in sight to absorb a daily production of splints sufficient to supply half the needs of the United States and Canada, it was decided to

undertake the manufacture of matches complete and a new company, The Match Company, Limited, was formed.

The assistance of a research engineer was obtained. Edward E. Marbaker, PhD., was given the Phosphorus Fellowship at the Mellon Institute of Industrial Research founded by the American Splint Corporation, and in October, 1921, he set to work. After engineering and chemical experiments it was decided to adopt the square aspen splint rather than the round pine splint. This had been the splint previously manufactured for European consumption and it was found to possess advantages. Many chemical

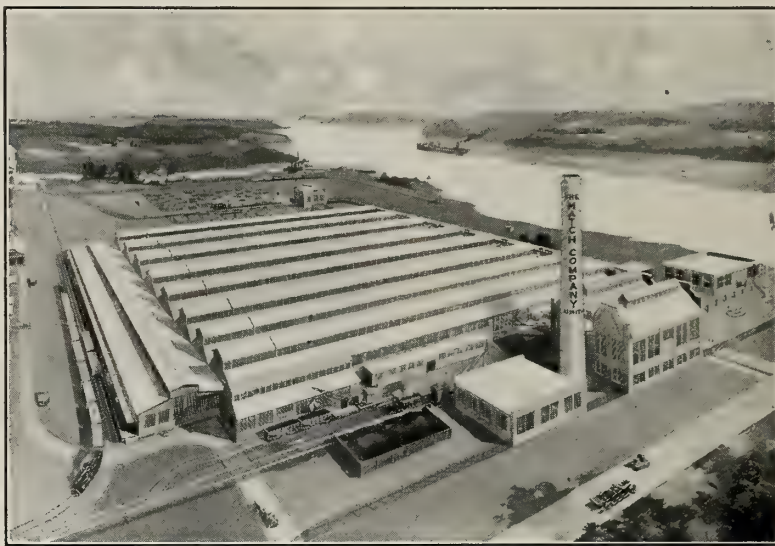
go through tanks of impregnating solution and are dried in rotary driers by steam. The entire process is continuous and almost automatic. The choppers for splinters each have a capacity of about 1,800 pieces per second.

After the splints have been cut, impregnated and dried, they are carried automatically to tables which jog out all the broken and imperfect ones. Then other jogging machines level them up in parallel rows ready to be fed to the dipping machines. These machines each have a capacity of 2,000,000 matches per hour. The dipping machine has a framework carrying a long chain made up entirely of perforated plates into which the splints are automatically fed two rows at a time and begin the journey that transforms them into matches. First, the splint ends pass over a hot plate and are dipped in a bath of melted paraffin. Then they are dipped in the inert base compound, travel along on the chain until partially dry, are dipped again for the tiny ignition tip, and finally, when the tip is finished and drying completed, are automatically discharged, row by row. The entire journey around the machine takes an hour.

Everywhere along the line samples of splints and matches are con-

stantly being taken out and put through testing machines. The splints are tested for strength, uniformity in size and whiteness. The base and tip compounds are given a vicosimeter test. They must be something like thick syrup. If either too thick or too thin, the matches will not take good heads in dipping. The vicosimeter indicates this syrupy quality of a compound in degrees as accurately as a thermometer indicates temperature. The sensitiveness of matches is tested, too, by putting them into a machine that rubs their heads with an alundum surface at a certain speed and pressure, and sensitiveness can be measured by the quickness, force and percentage of ignition.

Match splints the world over are made from various kinds of wood, but most of the matches used in North America have pine sticks, while European match splints are chiefly aspen. Pine is more costly because it is a wood much in demand, fit for many other products, while aspen,



PLANT OF THE MATCH COMPANY, LIMITED

combinations were also made and tested to secure the highest obtainable quality of match head.

The factory at Berthier is a model of up-to-date equipment and modern method. The whole process is controlled by tests from log to packing room, and by a process of air conditioning it is possible to keep production at a uniform level throughout the year.

While United States capital is financing the industry, the business is being run throughout by Canadians. From the General Manager, Mr. Grier, down, all officers and employees are Canadians.

The process of match manufacture is decidedly interesting. In an article in the August issue of the *Scientific American*, Jas. H. Collins describes it. First, the bark is removed. Then the veneering machine pares off a continuous sheet of wood the thickness of a match, round and round the log. This veneer is cut into strips, and the strips are chopped into individual match splints, which



used in hardly any other ways, is cheaper, and its use for matches conserves other lumber. The importance of this consideration, together with the value of the development of a latent resource in the economic advance of Canada, was not overlooked by The Match Company, Limited, in the selection of aspen as the raw material from which to produce its matches.

On the question of square or round, The Match Company decided to use the square splint, aspen being most easily cut in this shape. The Canadian factory had been turning out square aspen splints for its European customers—Europe having accepted the square match these many centuries. Governing the choice for this side were several considerations. First a match splint must be strong enough to resist splintering when the match is struck. Second, its shape should be such as to afford an easy flow for the paraffin in which the splints are dipped and for the flames' travel. Third, it should be long enough to burn for a reasonable time without burning the fingers. Next, it must be partly fire-proofed so that its charred end will not break off, and to prevent afterglow in the stick and head and relighting when the flame is blown out. Finally, it must be reasonably smooth and easily struck without getting splinters into one's fingers, and it must be as nearly white as possible for good looks.

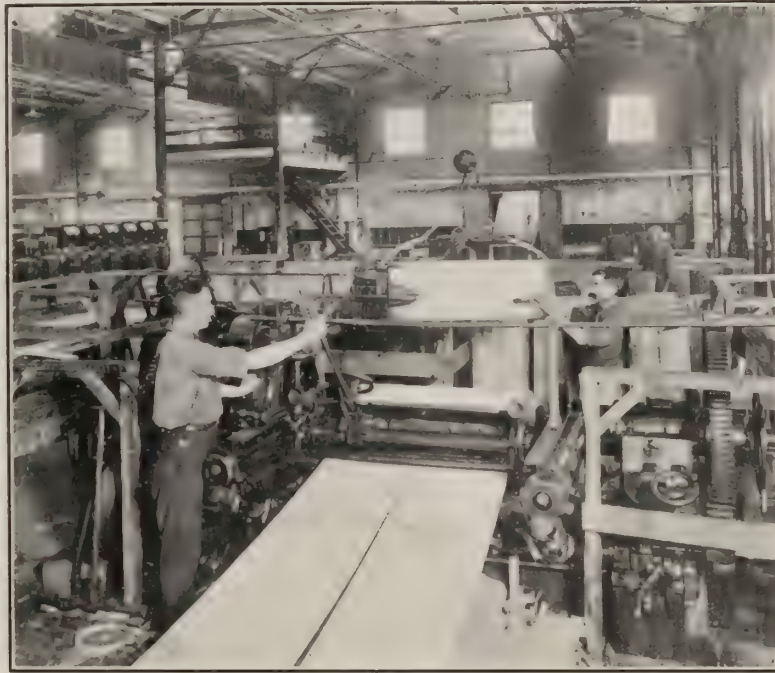
Experiments made showed and must not scratch or tear such surfaces.

white pine, that it burns with a steadier, more uniform flame, and that the square splint is stronger because it contains more wood. It was found that it was easier to grasp and keep from turning in the fingers. Having more edges along which flame can travel than a round stick, it burns better. The wood not

being compressed in cutting square splints, it takes up impregnating chemicals better. Finally, a square splint holds a match head better because its larger end and four sides give more clinging surface.

So far as the match head is concerned, more experiments were made to deter-

mine the most serviceable kind. The following requirements were specified: The head must burn with the least amount of smoke and odor. It must be fairly windproof, burning in an air current of reasonable force, or lighting up again when sheltered if the flame has been blown down. It must be waterproof so that matches actually can be dipped in water and not spoiled. It must be sure fire, giving a full flame, not be noisy in lighting, nor flash up too quickly, burning one's fingers. The head must stick securely to the splint, not only before the match is used but afterward, and it must not break or split either before or after. The inert base must be oval or pear shaped, so that when matches are packed or carried in the pocket, the white tips cannot come in contact with each other or with the inert base, accidentally setting themselves off. The tip must ignite easily by light friction on the smooth surfaces where people usually scratch matches,—paper, wood, leather, cloth. It must make the slightest possible mark, not scratch or tear such surfaces, and the inert base



THE FIRST PROCESS IN MATCH MAKING

Cutting the logs from which the match splints are made into thin sheets of wood known as veneer.



THE SECOND PROCESS IN MATCH MAKING

Turning the thin sheets of veneer into splints. The veneer is fed into the machine in the centre and comes out as splints at the left. Rows of similar machines may be seen in the background.



# The Industrial Economics of Power Supply

## An Explanation of Power-Factor

By W. F. Sutherland

**I**N the early days of the electrical industry the consumer was charged on a flat rate, so much per lamp, or so much per horse-power of motors installed. This basis left him free to do pretty much as he liked with his equipment. He could leave his lights burning continuously, and often did so, since the power companies even gave him free lamps. His motors likewise were a source of little trouble to his economical sense.

Energy measuring devices were then expensive and a nuisance to keep in order, but later, with the invention of accurate commercial meters of reasonable cost, a better method of charging was available. The consumer was then metered and was charged so much for every unit of energy consumed. In itself, while more reasonable, this straight energy charge still left something to be desired. A consumer might have a large amount of equipment perhaps standing idle a large proportion of the available working period of the day. The power company, to take care of this consumer with large connected load, would be compelled to install the same amount of equipment whether his load-factor and their revenue was large or small.

A demand factor was now incorporated in the contract, based first upon the consumer's connected load and afterwards, and more reasonably so, on the maximum amount of power used during a short interval (usually of some few minutes duration) during the period of billing. With this a reasonably just arrangement was effected; alike fair both from the consumer's and the supply company's stand-point. The customer paid for the privilege of having at his beck and call a certain amount of power and the right to use it at all times. The power company obtained a reasonable return on the investment necessary to supply this power and still permitted through this maximum demand charge an adjustment from time to time as the consumer's demands rose or fell, in accordance with business conditions or otherwise. Such demand clauses are now a part of the majority of power contracts and are also seen in modified form in the area charge of many lighting bills.

The consumer still pays for the amount of power used, oftentimes on a sliding scale, and his power-costs more nearly approach in flexibility those incurred with a private power plant. Overhead charges, salaries, investment and other fixed charges depend to a large extent on the size of plant while the coal-bill and other items vary largely with the amount of power used, the total cost growing less per unit of energy made

as the load factor improves and the plant is worked more nearly continuously at or near its maximum rate.

In the distribution of energy by means of alternating current, now so universally used on account of economic and engineering considerations, one other item has appeared, affecting materially the relations of consumer and supply company. The isolated plant owner also is affected since he is both supply company and consumer, so is doubly interested in what follows. The greater portion of power contracts now being drawn up in Canada and the United States contain what are sometimes termed power factor penalty clauses. Their general effect is to penalize the consumer or to increase his bill, if the power factor of

*With the increasing use of energy in factory operations, manufacturers are becoming more vitally interested in the question of costs. In this article some explanation is given of the basis on which power is charged. In future articles practical advice will be given as to means of holding down the cost of energy to a reasonable level.*

—The Editor.

his plant drops below a certain per cent.—usually 85—and, the lower the power-factor, the greater the increase.

To the average non-technical man, this power-factor clause, while not perhaps considered an injustice, is nevertheless a thing so shrouded in mystery and so entirely at variance with anything before encountered that it is difficult for him to obtain any grasp of its meaning. At times too it may be thought of as somewhat of an imposition, since so much power is just so much, no more, no less, and when this is purchased the executive may reasonably wonder why its cost should be multiplied by some mysterious figure which he is told is due to the power-factor of his plant.

Far from being an abstract conception, power-factor is very real and tangible and in its effect on central station or isolated plant a source of trouble and expense. It affects the generating capacity, line capacity, cable capacity, and transformer capacity, of an electric system and the lower the power-factor the greater the investment required in each of these several pieces of apparatus.

While the executive need not hope to know all the ins and outs of the power-factor question—to do this he would have to be a rather competent engineering specialist—still it is not difficult for him to grasp the essentials of the problem and to understand that he is paying for services rendered; many times as with the doctor, for services rendered by reason of lack of proper care and attention to his own human power plant.

It is inherent with certain types of equipment to have low power-factor while other types are much better in this respect. The induction motor, so useful in many ways and having much to commend it, is one of the worst offenders and the trouble is enhanced by over-motoring as will be shown in a later article. The synchronous motor on the other hand not only looks after itself but is able to correct power-factor evils due to other equipment.

### What Power-Factor Is

To take a simple analogy—imagine one of those old-fashioned grindstones used by the farmer for sharpening his axe, mower-blades, and what-not, mounted on a trestle and with a handle or crank attached, turned by the hired man. It is an easy job for him, though monotonous, and he does not have to exert himself to any great extent. Now imagine an arm attached to the shaft and on the end of the arm a heavy weight. When the mechanism is thus arranged the hired man has a different problem on his hands since the grindstone is now very much out of balance. As he turns the crank and lifts the weight more force is required; when the weight has reached the top and starts to descend his efforts are considerably diminished if not altogether eliminated. The net result, averaging it up over a complete revolution, is that no more work is required than before, but the distribution of the work is altered and it is possible to conceive of the motive power having to be considerably stronger than before.

So it is with the power company. The induction motor requires what is called magnetizing current in addition to the current flowing and supplying power. This portion of the total current flowing—the name doesn't matter here, except to differentiate between it and let us say the power current—has no effect outside of the electrical circuit itself; it does not supply any power but corresponds in energy value to the extra effort of the hired man on the weighted grindstone. During a portion of the cycle the generating station is supplying this extra energy



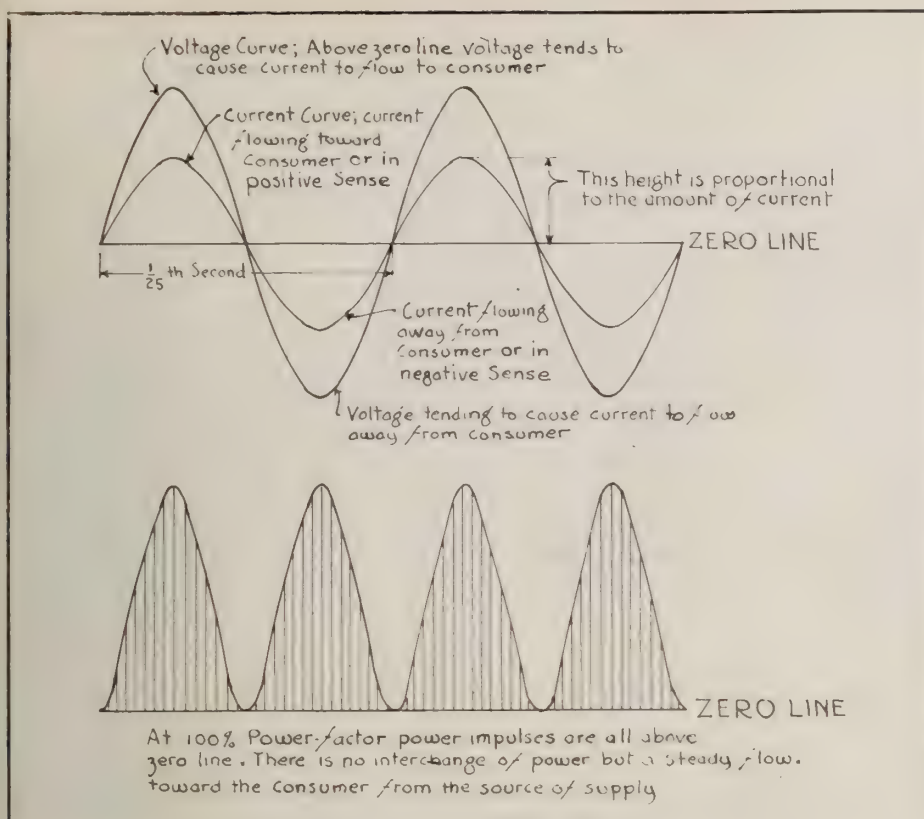


FIGURE 1.

Illustrating power flow in 25 cycle single phase at 100% or unity Power-Factor

while an instant later the energy is being given back. Neither the hired man nor the generating station are supplying any more actual work, except for increased friction loss in the one case and other corresponding losses in the other, but both have to be of greater capacity to take care of this borrowing and returning of energy. **Both have to have, as it were, a greater working capital of energy.**

The above statements shorn of all mathematics may be represented graphically as follows. Any electric circuit through which energy is being transmitted has several things in common with more familiar phenomena. Take the case of water flowing through a pipe or penstock. We speak of the pressure at which the water flows, in pounds per square inch or in feet of head; we speak of the rate of flow in gallons per minute or in cubic feet per second; and finally of the power delivered, in the case of a power plant, in terms of horse-power. The work done is spoken of in horse-power-hours.

The electrical transmission of power may easily be likened to its hydraulic counterpart. For electrical pressure, that which tends to cause current to flow, we use the unit volt which contains in itself a meaning somewhat analogous to water-pressure. For the rate of flow of current, the term "ampere" is used and note that the one word "ampere" contains in itself the idea of quantity flowing in unit time. It is as if some one were to coin one word for the phrase "gallons per minute."

As in hydraulics, where the power available through stream flow depends not only on the amount of water flowing

but also on the head or pressure available, so also in electrical engineering does the power depend on the current or amperage flowing and the pressure or voltage causing the flow.

A very simple relation exists between the power or rate of transmitting energy and the pressure and rate of flow of current. If the pressure in volts and the current in amperes be multiplied together the product gives the power directly in electrical units or watts. A kilowatt is simply one thousand watts and corresponds roughly to 1.34 horse-power.

The above is all the user of direct-current need worry over. It is different, however, with the purchaser or user of alternating current power, since he still has to overcome the bugbear of power-factor.

An alternating current has the property of reversing its flow so many times a second, the standard frequencies now used being 25 or 60 cycles per second which gives 50 to 120 alternations. The current, first rising to maximum value in one direction, gradually dies away, building up in the opposite direction and then once more comes back to zero, ready to start all over again.

The voltage or pressure causing the flow of current also passes through the same sequence of events and both cur-

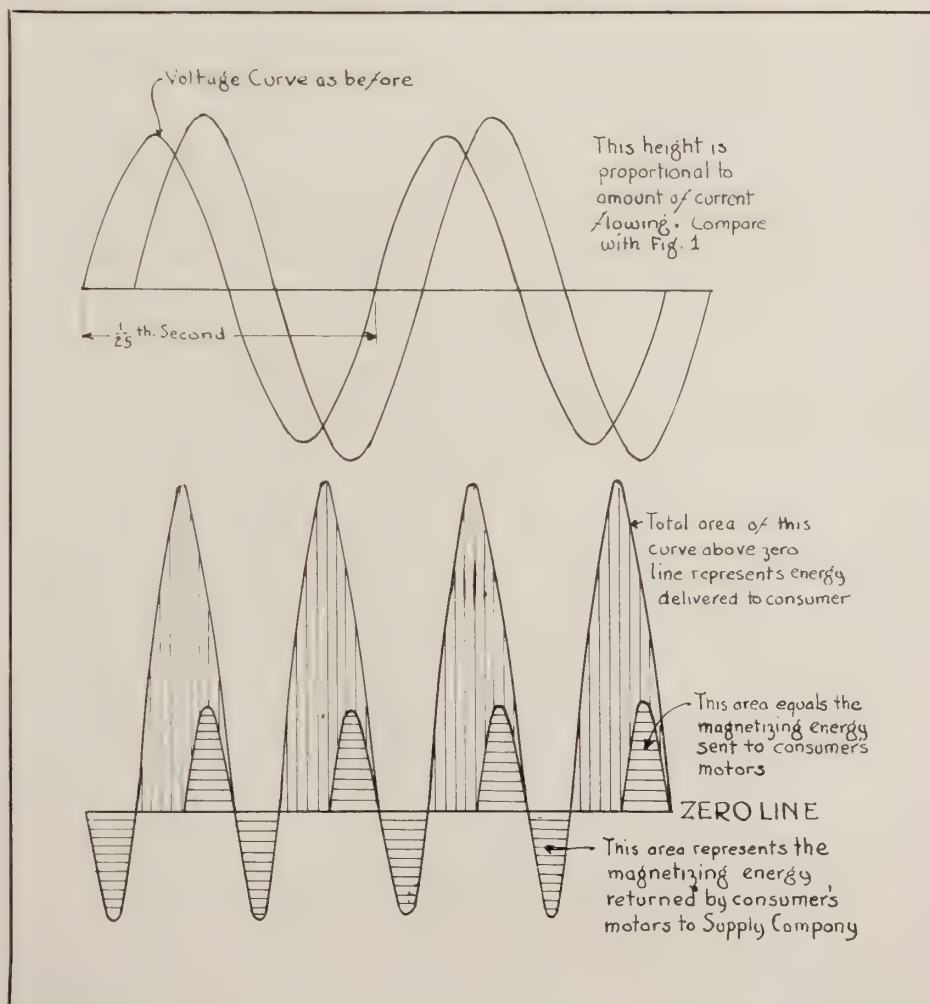


FIGURE 2.

Illustrating power flow in same circuit as Figure 1 but at 60% Power Factor. The same amount of useful work is being done in both cases.



rent and voltage may be represented by curves as shown in the upper portion of Fig. 1. By starting at the left hand side of the figure and tracing the current curve out, it will be seen to start from the zero line, rise to a maximum value, gradually fall to zero again and in passing through the zero line gradually build up in the reverse direction. The zero line here shown has somewhat the same significance as the zero on a Fahrenheit thermometer. Temperatures above zero are measured upwards from it while temperatures below zero are measured downwards, counting in both cases from zero. Values below zero are usually prefixed by the minus sign ( $-10^{\circ}$  Fah.) and are called negative.

As one of the curves increases, the other increases and as one swings below the zero line so does the other. The voltage and current in this case are said to be in phase and this condition corresponds to unity power-factor.

A single phase supply has been assumed for purposes of illustration as being the simplest case and it will be noticed that both current and voltage have zero values, twice in every one-twenty-fifth of a second. The power flowing being a product of pressure and current will also have zero values twice in one-twenty-fifth of a second and will be a series of impulses. Multiplying the height of the voltage curve by the height of the current curve at the same instant we obtain a series of values which may be indicated by the curve shown at the bottom of Fig. 1. This curve is wholly above the zero line since while the voltage and current are at times both negative the product of two negative quantities is always positive. A series of peaks is seen, the average value of which represent the power sent to the consumer by the supply company. Since none of the power-curve is below the zero line, none of it is negative and there is no borrowing or returning of energy between the supply company and consumer, this at 100% power-factor only.

#### Power-Factors of less than 100 per cent

Mention has been made of magnetizing current, a current taken by certain forms of alternating current apparatus such as transformers, induction motors, etc. A few words may not be out of place in explanation as to the why of this particular portion of the current flowing.

Energy can be stored up in various ways. The sun's energy can be locked up in the form of vegetable matter, later turning to coal, or it can be stored up in our lakes and rivers which in their flow towards the seas are capable of giving it back when falls or rapids intervene. These familiar examples in nature find their counterpart in phenomena of man's own devising. The flywheel is an excellent example. It takes energy to set the flywheel in motion and once

rotating this energy is stored away only to be given out when the wheel through friction or loading begins to slow down. A magnet may be likened to a flywheel and the several kinds of magneto may each be compared to flywheels acting under different sets of conditions. The permanent magnet with which we are all familiar contains in itself a store of energy and it may be likened to a flywheel rotating in absolutely frictionless bearings. Its store of energy is neither increased nor decreased by anything we may do to it so long as its magnetic condition is not destroyed.

The direct current magnet may be likened to a flywheel having appreciable friction load, in bearings or windage. It requires energy to speed the wheel up and afterwards a smaller amount of energy must be continuously applied if the wheel is to remain rotating at constant speed. The direct-current magnet likewise requires an initial supply of energy to build up its magnetic field and after this is once established a much smaller amount only is needed to supply the resistance losses in the wire through which the current flows.

An alternating current magnet possesses still another feature which necessitates a different consideration of the flywheel before the analogy is complete. It is as if the flywheel, instead of rotating constantly in one direction, were oscillated back and forth, first going in one direction and then in the other. The stored energy in the wheel has to be dissipated everytime a change in direction of rotation is made and a fresh store gathered in by reason of the altered rotation.

When the current flows through the windings of an alternating current magnet in any one particular direction energy is absorbed in building up the magnetism in the magnet.

After the current has reached its maximum value in this direction and starts to die down, this energy is returned to the source of power and as the current builds up in the opposite sense a fresh store of energy is built up in the iron structure. In any electrical machine containing alternating current electro magnets then we have to supply not only a current which delivers energy to drive machinery or apparatus but we also have to deliver this magnetizing current of which the only use is to take care of this transient accumulation of energy in the magnetic portion of the machine, and its return again to the source from which it was obtained. These two currents of course do not exist as such, separate and distinct, but combine to form one current larger in value than either. The combination of these two currents gives a resultant current as shown in Fig. 2.

Here an equal amount of power is being delivered to that of Fig. 1, but the current curve is much bigger, twice as large in fact for the particular case assumed, that of 60 per cent. power-factor. It will be noticed also that it no longer

rises and falls evenly with the voltage curve but lies somewhat to the right of it. This displacement varies with the power-factor of the circuit and is a measure of it. The exact details of the manner in which this is done need not be gone into here, but it may be added that the power-current flowing always is in phase with the voltage curve as in Fig. 1; that is, it rises and falls in unison with it; the magnetizing current, however, is just the opposite; that is, when the voltage is maximum, the magnetizing current is zero and when voltage is zero, the magnetizing current is maximum. Depending on the relative amount of each type of current flowing, the resultant current flowing as shown in Fig. 2 will be shifted more or less towards the right.

Note also the power curves shown in the lower part of the figure. Whereas in Fig. 1 all the curve was above the baseline now some of it projects below. The portion of the power curve above the line represents the power sent to the consumer by the supply company, while that portion of it below the line, represents the portion of it merely borrowed and returned by him to the power company being used to energize the magnetic portions of his motors. Areas equal to this portion below the line have been drawn up above and this small area represents the same amount of magnetizing energy as it is being loaned to the consumer's motor.

This borrowing and returning of this particular type of energy may finally be likened to the necessity of supplying expensive containers (in this case which must be returned) for the shipment of merchandise by rail. If the purchaser is unduly rigorous in his specifications as to the manner in which the goods must be shipped then it is quite possible that freight both ways on the container may cost as much as the freight on the goods itself. If the consumer of electrical energy maintains a low power-factor through over-motoring or in other ways, the cost of supplying his actual energy requirements is likewise increased.

#### New General Manager for Asbestos Corporation

R. P. Doucet, sales manager of the Asbestos Corporation of Canada, Limited, was appointed general manager at a recent meeting of the directors. Mr. Doucet became secretary of the British Canadian Asbestos Company, Limited, in 1907 and later became secretary-treasurer of the Amalgamated Asbestos Corporation, Limited, the predecessors of the existing company. He was secretary-treasurer of the Asbestos Corporation of Canada until March, 1913, when he was appointed European sales manager. In 1916 he became general sales manager.





AN IMPORTANT ADDITION TO CANADA'S EXPORT SHIPPING FACILITIES

View of the new \$2,500,000 cold storage plant just completed by the Montreal Harbor Commissioners. It contains 4,500,000 cubic feet of storage capacity and is one of the biggest plants of its kind in the world.

## The New Cold Storage Warehouse of the Montreal Harbor Commissioners

**T**HE magnificent cold storage plant, now being completed by the Harbor Commissioners of Montreal, will be, when finished, one of the finest undertakings of its kind in the world. It will be of national importance to Canada and of great value to the harbor of Montreal.

The plant consists of two buildings; the warehouse, 440 ft. x 110 ft. with 4,628,000 cubic feet storage capacity, where food products from all parts of Canada and certain parts of United States, in the form of fruit, eggs, cheese, meats, fish, vegetables, etc., will be received, refrigerated and held in suitably-preserving temperatures until shipment takes place; and the power house, 152 feet x 50 feet, where all mechanical equipment is being installed for the cooling of the refrigerant necessary to maintain the preserving temperatures in the various cold rooms of the warehouse.

There are many special features in connection with the equipment of this cold storage plant worth describing. One is what is technically termed the air-conditioning of the rooms. In most warehouses, the condition of the air in the rooms is neglected and, considering that they contain food for public consumption, it is often very impure. Most of the food products stored give off gases, odors, heat, moisture, etc., which, if not promptly removed, are detrimental to the proper preservation of the food. In the Montreal warehouse each room will be equipped so that the air in that room will be changed as often as its contents require and before the air is returned, it will be thoroughly washed, brought

to the proper humidity, purified by the introduction of a proper quantity of ozone and slightly reduced in temperature to prevent its condensation as it enters the room.

There will be a separate air-conditioning room on each cold storage floor due to the great difference in the temperatures of the various floors. The introduction of the ozone into the washed air, previous to its return, not only purifies the circulating air but also destroys such germs or impurities as may exist in the room in which it enters. It is believed that this special air-conditioning feature will be fully appreciated by the owners of the goods stored, as soon as they realize its advantages.

Another special feature is the completeness of the thermometer installation, relating to the temperature of each of the cold rooms, and also that of the circulating refrigerant. Each room will be equipped with an indicating thermometer, the bulb being placed in a suitable position inside the room and the indicating dial attached to the division wall of the room in the distributing corridor. This indicating thermometer will be for the use of the floor operator and will enable him to ascertain the temperature inside the room without entering. In addition there will be a complete set of recording thermometers, with continuous charts, in the office of the general superintendent, which will avoid disputes between the owners of goods and the owners of the building.

Many hundreds of thousands of dollars have been paid by cold storage companies in order to avoid litigation be-

cause they have not been able to disprove allegations by the owners of the goods stored, that improper temperatures have been maintained. On the other hand, this complete recording system of temperatures will ensure a great deal of extra confidence on the part of the owners of perishable produce using the warehouse, because they will feel that owing to this continuous record being kept, greater care will necessarily be taken by the operators of the warehouse.

The only refrigerant to be used in the warehouse is a solution of chloride of calcium of a density which will prevent its congealing under temperatures considerably below the normal temperature required for refrigerating the rooms. This solution will be conveyed from the power house to the basement of the warehouse through steel pipes, having an internal area of over 170 sq. inches, from which it is taken to the various cold storage rooms through sets of 8-inch risers, arranged in such a way that the pressure of the supply on each floor is equalized. The cooling of the rooms is accomplished by circulating the solution through 2-inch galvanized pipe-coils suspended from the ceilings, after which it returns to the power house.

The insulation of the cold rooms in a building of this nature is a very costly and important feature. Initially, only four floors are at present insulated, but the building has been designed for an extension of the insulation as the business warrants. The insulation consists of layers of compressed corkboard which are laid against the walls and ceilings in cement, the aggregate thickness vary-



ing from 4 to 7 inches, according to the position of the rooms and the temperatures to be maintained.

The plant contains a steam heating system, which has cost nearly \$30,000. Throughout the warehouse there is an automatic fire sprinkler system of special design in which a solution of calcium chloride is used in the piping, instead of water, thus eliminating any possibility of freezing up in the cold rooms. The building is provided with one main

harbour. The whole of the construction work in connection with the two buildings constituting the plant was carried out by the Engineering Department of the Harbour, a work of considerable importance and one to be justly proud of.

Exceptional care and thought has been exercised in the preparation of the plans and specifications of this cold storage plant in order that it shall be as perfect as modern engineering science and experience will permit. It has

and Mr. F. J. DiBenga, the chief draughtsman on the work. Being of such a national character, owned by the people of Canada, there is no reason why the control and operation cannot be permanently and entirely in the hands of Canadians.

## Minimum Wage Board's First Report

In presenting its first annual report, the Minimum Wage Board of Ontario states that during the first ten months of its existence, 102 meetings were held. Emphasis is laid on the fact that, though composed of members drawn from widely different classes of the community and possessing greatly divergent interests, the Board has been able to act in constant harmony and not once has it divided upon any question representing the usual contention between capital and labor. This same spirit of agreement and co-operation has also ruled in the conferences of employers and employees which the Board has summoned. Then the orders of the Board have behind them the general approval of those engaged in the industries to which they apply. Whatever disagreement has emerged has been in respect to unimportant details.

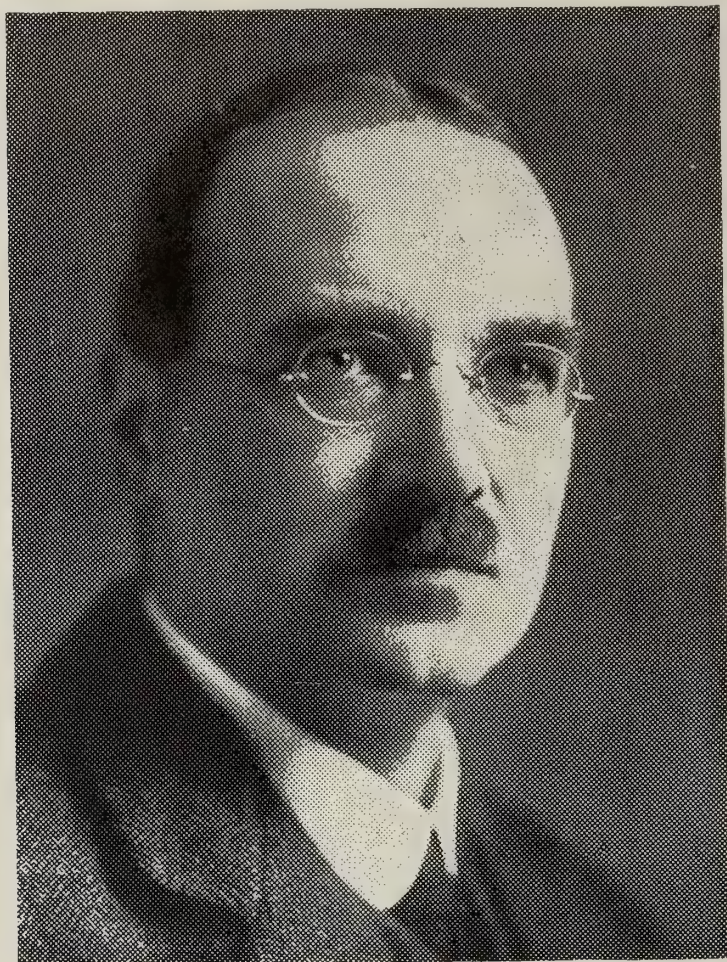
After completing its organization, the first task of the Board was to draw up a budget of the cost of living of a woman worker in Toronto. The laundry industry was first studied. The Board compiled a budget for a female laundry-worker in Toronto in February, 1921. This was approved, with slight alterations, by the conference of representatives from the industry, and a minimum wage rate of \$12 per week was formulated. Several months later, when saleswomen in retail stores came under discussion, this budget was revised.

The next task of the Board was to gather wage sheets from the several laundries, dry-cleaning establishments and dye-works of the Province. These disclosed wide variation.

Six orders were issued during the year, as follows:—(1) Governing female employees in laundries, dry cleaning establishments and dye works in Toronto; (2) In confectionery, biscuit, chocolate and allied industries and in paper box, stationery and allied industries in Toronto; (3) In retail stores in Toronto; (4) In laundries, etc., in cities of more than 50,000 population, excepting Toronto; (5) In laundries, etc., in Ontario except in cities over 50,000 population, and (6) In retail stores in cities of over 50,000 population, excepting Toronto.

The Board expresses the belief that the general welfare of the industries dealt with has been promoted by its action.

J. W. Macmillan is chairman of the Board; Mrs. L. M. Parsons and R. A. Stapells represent the employers and Mrs. Stephen and H. G. Fester, the employees.



Major R. Percy Sims

Engineer in Charge of the Construction of the New Montreal Cold-Storage Warehouse

fire-wall absolutely dividing one-half the building from the other half and there is a special alarm system throughout. Provision has been made for eight electric freight elevators and one electric passenger elevator.

One of the most important features of the cold storage plant is the arrangement by which ten standard refrigeration cars can be run end-on into the warehouse and closed in by rolling steel doors, so that the cars can be filled or emptied without any undue loss of refrigeration either in the goods or in the cars and it also obviates the disadvantages due to cartage.

It has been the desire of the Harbour Commissioners to make this cold storage plant not only one of great usefulness to the port of Montreal and to the Dominion as a whole but to insure the design of the building to be one of credit to the

been the desire of the Harbor Commissioners and of the consulting refrigerating engineer, Major R. Percy Sims, that all material used on this great national undertaking should be strictly of Canadian manufacture, as far as it was possible and subject to the efficiency and cost of the plant not being impaired thereby. It is a source of much gratification that this desire has been carried out, and furthermore, the work of designing and constructing the plant and its equipment has been entirely undertaken in such a satisfactory manner by Canadian and British engineers and workmen. Major Sims was fortunate in having a very loyal and able engineering staff, and particular mention should be made of Mr. J. R. Dalkin, his direct representative on the work, also Mr. J. J. Dillon, who was in charge of the erection of the mechanical equipment,



# Reports on Conditions in Industrial Centres

## Secretaries of Boards of Trade and Managers of Chambers of Commerce Review the Business Situation.

(Reports for August 1922)

**E**MPLOYMENT conditions in industrial centres are showing a general improvement according to the reports sent to INDUSTRIAL CANADA by secretaries of Chambers of Commerce and Boards of Trade in the leading cities. In many lines increased orders are bringing about a resumption of normal conditions, textile industries, in particular, being active and in some cases working overtime. In the West there is every indication of a record crop, which will have a favourable effect on business in general.

In spite of the continued high cost of building, a number of contracts are being let. H. Westoby reports that the greatest volume of building ever known in Guelph is now under way. In London the total of building permits for the year is almost up to the figures for the corresponding period of 1921, which was a record breaker for the city. In most centres residential building is showing more activity than industrial.

**CALGARY:**—Unemployment at present is practically nil, owing to the demand for men in the harvest field. The various cities are continually meeting with a view to arriving at some intelligent method of handling the unemployment situation throughout the three Western Provinces during the coming winter, and it is confidently expected that some satisfactory solution will be arrived at. Factory operations are very brisk. This applies especially to the planing mills and lumber companies, who report good business, and the volume of business done compares more than favorably with that of last season up to the present. There are several small buildings being erected, but none of any magnitude, although with the prospect of the oil refinery of the Imperial Oil Company receiving a favorite vote of the citizens and being commenced at an early date, the building trade will undoubtedly receive a stimulus, and the unemployment situation does not loom so largely on our horizon as it did at this time last year.

The crop condition, especially in the south country, is exceptionally bright and although in the northern part of the Province the yield is not as great as was at first anticipated, yet on the whole, a more than average crop will be harvested. General business conditions in our city are only fair, but the consensus of opinion is that within the next month an impetus will be given; and the merchants are very optimistic as to the future.

J. H. HANNA,  
*Secretary, Board of Trade.*

**COLLINGWOOD:**—There is no serious unemployment here, but owing to slack times in the shipbuilding industry, there

are more men out of work. The general industrial situation remains unchanged and there is very little building going on at present. On September 5th, the municipality was voting on by-laws to guarantee bonds of three industrial concerns and to provide \$25,000 for the installation of a new intake pipe.

D. WILLIAMS,  
*Secretary, Chamber of Commerce.*

**GALT:**—The unemployment situation has improved somewhat in Galt. The steel and iron industries report an increase in orders and they are employing more men. The textile business is fairly good and promises well for the fall. Boot and shoe factories report business fair with the expectation of more orders after the holiday season.

At present, upwards of fifty houses are under construction. Alterations to the extent of \$8,000 or \$10,000 are being made to one of the public schools and work is progressing in the building of a new union station for the Grand River and Lake Erie and Northern Railways. The contract has been let for the construction of a water main across the bed of the river, costing in the neighborhood of \$8,000. Excavation is about completed for the erection of a two-storey building on Main Street, which will cost about \$60,000 and will contain four stores. The \$12,000 addition to the plant of Newlands & Co., Limited, is almost completed.

J. W. SCOTT,  
*Assistant Secretary, Board of Trade.*

**GUELPH:**—Building trades are very active. Common labor is scarce, skilled labor is working from four to six days a week, according to trade. The textile industries are working overtime and also the woodworking industries. The rubber factories are on full time and the iron and steel industries are working from four to five days a week. Retail trade is reported as quiet, but it is said to show signs of improvement.

The greatest volume of building ever known in Guelph is now under way. The buildings include the new collegiate to cost about \$350,000, a church, several large buildings at the Ontario Agricultural College, two new factory buildings and a very large house construction.

H. WESTOBY,  
*Secretary, Chamber of Commerce.*

**HAMILTON:**—There is little change in industrial conditions during August, which is always a quiet month. Agricultural implement industries have concluded their inventories and are beginning to increase their working force. They expect to be working full force within a month. The steel and iron industries are feeling the effects of coal

and railway strikes but are optimistic regarding the immediate future. The textile industries continue to be busy and house building is still active. Building permits for each and every month this year show a substantial increase over those for the previous or for any preceding year.

C. W. KIRKPATRICK,  
*Commissioner of Industries.*

**KINGSTON:**—The demand for unskilled labor during the fortnight ended August 22nd, has been larger than at any other time during the season, as there is a great deal of building, street paving and road working going on in the vicinity. Painters and plumbers in the building trades are not very active and a number of men in metal trades are idle owing to the closing down of the Canadian Locomotive Works. A great many of these have left Kingston.

The Dominion Textile Company has been running steadily with normal staff; the Frontenac Floor and Tile Company is now working on full time; the Weber Piano Works are working four days a week; the Collingwood Shipbuilding Company is not very active but has a few men employed on general repair work. The tannery business of A. Davis & Son shows some improvement and they have enough orders ahead to keep the staff employed until the spring. Smaller industries are going along quietly.

Several large buildings are being erected in connection with Queen's University and the General Hospital. One factory building for the manufacture of road construction machinery is also being built. Stanley and Aylward, Limited, are moving to Kingston from Toronto and hope to start operations about October 1st.

W. KENT MACNEE,  
*Secretary, Board of Trade.*

**LONDON:**—Employment in London during the past month remained at a high level, the local Government Employment Bureau having only about 150 applicants whom they were unable to place. In a city of 60,000 population this is considered very light, especially in view of existing business conditions. It is partly accounted for by very marked building activity. During August, 141 building permits were taken out totaling \$202,550, bringing the year's total to \$1,856,430 or within a few thousand dollars of the figures for the corresponding period of the previous year, which was a record breaker for London. While a slight decrease in the aggregate amount is noticed, it is pointed out that the number of permits is 50% greater than last year, showing that a number of moderately priced homes are



under construction. Building Inspector Piper estimates that 500 new homes will be built in London this year. This building activity is doing much to make the employment situation, for the time being at least, very favorable. Factory operation varies considerably, London being a city of greatly diversified industries. Several of the larger factories, notably those engaged in the biscuit and candy trade, are employing full staff. Others vary to as low as 55%; probably 60% to 65% would be a fair average for the city as a whole.

The volume of orders received is stated to be showing a satisfactory increase. Business from the Western Provinces particularly is showing a gratifying upward tendency. The only new industry reported this month is the Coca Cola Company who are seeking a location for a branch plant here. It is unlikely however, that they will build, provided suitable temporary quarters can be found.

GORDON PHILIP,  
*Managing Secretary, Chamber  
of Commerce.*

OSHAWA:—There is little or no unemployment in Oshawa. All the factories are pretty busy and some are working overtime to catch up with back orders. The 1923 models for the General Motors' cars are now out and the factory is busy making these and getting ready for the fall trade. During the past month there have been several conferences with automobile salesmen from all parts of Canada held here and reports for the coming season are very favorable. Building at the present time is not particularly brisk but several homes are in the course of construction as well as several small stores.

J. A. MCGIBBON,  
*Secretary, Board of Trade.*

OWEN SOUND:—Employment here is good; factories operating at about 75% capacity. There is an increase shown in orders for furniture.

We are holding a big Made-in-Owen Sound exhibition here during the week of September 18th to the 23rd. Over forty of our manufacturers have applied for a space and there is every indication that we will have an excellent industrial show.

R. D. LITTLE,  
*Secretary, Board of Trade.*

QUEBEC:—The state of employment during last month has been good and compared with the month of July there is a marked improvement. The city paving contracts and other municipal works are progressing well and giving employment to about 500 men besides the regular staff.

In the factories, the conditions are unchanged; the shoe and leather industries, which are the main factors here, are operating at about 75% capacity; some of the plants are working to full capacity. The clothing industry is not very active and no indication of an immediate revival can be seen. The volume of orders received by different establish-

ments is not very heavy but compares favorably with other months.

The building trades are very active and there are indications that this activity will continue until the end of the year.

The Coca Cola Company has leased property on DesPrairies Street, where they will start a bottling and distributing plant for this city and district. They have had extensive repairs made to the existing building, and machinery is now being installed so that operations should be started during the month of September.

O. H. COTE,  
*Industrial Commissioner.*

REGINA:—The somewhat forced spirit of optimism that has prevailed during the past few months has given place to a much more spontaneous sentiment, resultant on the practical assurance of an abundant harvest. As the demands of the farm for labor have reduced unemployment to a minimum, and given a spell of good weather during which to garner and thresh the crop, the situation will be much easier than was the case last winter.

The refining plant of Imperial Oil Limited, the largest industry in the city, is operating at full strength and similar conditions obtain among the woodworkers and other manufacturing concerns. Local jobbers report a general improvement in the tone of affairs. Hardware, drugs, farm implements and kindred lines report considerably increased activity and anticipate further increases during the balance of the year.

Building to date is somewhat less in value than last year, due to the fact that most of the activity has been confined to residences. Contractors agree that the trade will be active until late in the year. The Imperial Oil Limited have recently acquired a considerable tract of land adjacent to their plant, on which to make extensive additions, comprising several large storage tanks of great capacity.

CHARLES A. COOK,  
*Secretary-Manager, Board of Trade.*

ST. JOHN, N.B.:—General industrial conditions are showing improvement, although fears are expressed that the coal situation may have a disturbing effect. There is a prospect of increased production in the Queen's County coal mines as a result of the coal strike in Nova Scotia and the United States.

The lumber industry is more active than it has been for the past three years. The greater portion of the lumber for overseas which has been piled up throughout the province for several years past, has been shipped outward and there is now an increased demand for new lumber, which will lead to more activity in mills and timber limits. Pulp mills are becoming a little more active and pulpwood producers are feeling more encouraged. The Atlantic Sugar refinery is very busy on export shipments. The nail and foundry industries show some improvement but are still far from normal. The Stephens Brick

Co., Limited, who purchased the old Lee Brothers' brick plant near East St. John, have added an entirely new and extensive plant where they are making two grades of brick and terra cotta piping.

Construction of the dry dock and the dredging of the harbor basin at Courteny Bay, are being actively pushed. The hydro contract between the city and the provincial power commission has not yet been signed. Moncton, Westfield and other places are contracting for power from the Musquash Hydro plant.

R. E. ARMSTRONG,  
*Secretary, Board of Trade.*

SARNIA:—General conditions in this district, although quiet, show signs of improvement. One plant expects to increase its staff of boiler makers and steel men thus absorbing a number of men who were let out a short time ago. Another plant is busy, but is being held up by the shortage of steel. A manufacturer of agricultural machinery reports he has had a record season and is working at full capacity. Two plants expect to shut down temporarily owing to quiet conditions. One lumber firm expects to be active for six or eight weeks more before closing down for the winter and two other lumber firms are working at capacity and report satisfactory conditions.

Very few building mechanics are idle in this district, as building is brisk. The permits issued for this month number fifty-four, with a valuation of \$62,950, mainly for dwellings. There is a continued demand for sailors, but on account of the strike at the head of the lakes, the stevedores have little to do.

G. P. FRANCE,  
*Manager, Chamber of Commerce.*

SYDNEY, N.S.:—The gradual and encouraging return to normal conditions which had been noticeable in this district, has been rudely interrupted by the strike which came into force on August 15th at the collieries of the British Empire Steel Corporation. This strike has not only completely tied up the mining and shipping of coal, which has been very active for weeks past, but also curtailed the operations of the Steel Company and, if prolonged, must result, in a short time, in a complete cessation of work on the plant. The U.M.W., having in turn rejected the findings of two conciliation boards, demanded restoration of the 1921 scale of pay, which the company maintained was impossible. A conference between the company and the U.M.W. resulted in the latter agreeing to a compromise offered by the company. This agreement was arrived at on the 13th inst., but at a mass meeting of miners next day, the agreement approved of by their leaders was repudiated by the miners, who decided not only to cease work on the 15th, but to make the strike 100 per cent. effective by not allowing the pumps and fans in the various mines to be operated. On the 15th, the annual election of U.M.W. officers, resulted in the overwhelming de-

(Concluded on page 58)



# One Way of Handling Undesirable Advertising

Plan Adopted by Hamilton Chamber of Commerce to Check up the Various Advertising Propositions put up to its Members—Getting Rid of Fake and Fraudulent Schemes

By J. L. Charlesworth

IF one enters any one of some six hundred offices and business houses in Hamilton, one's eye is caught by a neat card, measuring about 7 x 10 inches, and bearing a red-lettered warning. And, if the object of one's visit is to solicit advertising or subscriptions for anything of a questionable nature, that sign is a warning to go elsewhere; for it reads:—"Notice! We are pledged not to give subscriptions, buy tickets, or take advertising space in other than recognized publications until proposition has been investigated by the Chamber of Commerce."

This sign is the outward indication of a scheme by which the Hamilton Chamber of Commerce and The Advertising Club of Hamilton are saving the business men of their city a good deal of unnecessary expense and, incidentally, are assisting worthy charities by making sure that donations are not wasted in foolish expenditures.

The scheme is simple, requiring only co-operation on the part of those who benefit by it and firmness and common sense on the part of those who direct it. The Hamilton Chamber of Commerce and The Advertising Club decided to put it into operation last January. Their first move was to issue a circular to the business men of the City, explaining clearly what they wished to do, and how they proposed to do it. With this circular was a card bearing the following promise:

"I hereby pledge myself not to consider donations, subscriptions or the taking of advertising space in other than recognized publications, unless same has been investigated by the Hamilton Chamber of Commerce."

The recipient of the circular was asked to sign his firm name to this pledge card and return it to the Chamber of Commerce. When he had done this he received the large card referred to at the beginning of the article and hung it in his office. From that time his only responsibility was to keep his promise.

"We had a little difficulty in getting them all to come in," said F. P. Healey, managing-secretary of the Hamilton Chamber of Commerce, in discussing the

scheme with the writer. "Some of the smaller firms were suspicious at first and thought it was a plot to get them to join the Chamber of Commerce. But we showed them that it was nothing of the kind, explained the advantages attaching to it and most of them agreed quite willingly to help. Of course, for successful operation, whole-hearted co-operation is necessary and we can't consider the movement a complete success until we

## *The Hamilton Chamber of Commerce and The Advertising Club of Hamilton*

*I hereby pledge myself not to consider donations, subscriptions or the taking of advertising space in other than recognized publications unless same has been investigated by The Hamilton Chamber of Commerce.*

*Signed, . . .*

have about twice as many pledged as we have now; but we are getting more firms signed up as we go along, and we have had enough success to warrant our proceeding with the work."

The investigation of projected attacks on the purses of business men is the duty of Mr. Healey and a committee of the two organizations who stand behind

ing show how thoroughly the committee investigates schemes which come before it:—"Who holds the contract for soliciting? Note: All contracts pertinent to the solicitation are to be submitted to the committee, and any changes in these contracts are to be approved by the committee."

"What business check do you have on solicitors?"

"Have any previous attempts been made to promote your project? If so, give date, exact method pursued at that time, the amount of money collected and the amount of money now available."

"Are your accounts audited?"

"Will the accounts of the project under consideration be audited?"

"Would you be willing to discharge any solicitor at the committee's request, providing that the committee found irregularities in the solicitor's actions?"

"Have you or any of your solicitors been connected with any other soliciting project in this city, or any other city, and if so, state what the project was, the city where operated, and whether the commercial organization in that city approved of it."

On the back of the form are two affidavits, stating that the questions have been answered truthfully, which must be sworn to by two responsible officers of the soliciting organization. A note on the form states that any false statement or the refusal of any reasonable information in regard to the project will be considered sufficient grounds for the committee to disapprove of it.

When the form has been filled out and returned to the committee, the solicitor receives a card on which is shown in condensed form the information

which he has supplied. The following sentence appears prominently on this card:—"The issuance of this card is *not* an endorsement of a project, but is merely a statement of available information to assist you in deciding whether or not it is worthy of your support."

When the solicitor receives this card he goes away happy and starts to work. But if his scheme is unsound, he usually finds his work pretty difficult, for the

## **NOTICE!**

*We are pledged not to give subscriptions, buy tickets, or take advertising space in other than recognized publications until proposition has been investigated by the Chamber of Commerce.*

the protective policy. When a solicitor for advertising in programmes, society publications, etc., or a ticket-seller or canvasser comes to the Chamber of Commerce office, he is given a form to fill out. This form contains about forty very pertinent questions, the answers to which will give the committee a good idea of the soundness or unsoundness of the soliciting scheme.

Among the questions asked, the follow-



information on the card shows all the weak points very clearly.

The projects that come to the committee, fall roughly into three classes:—First, the fakes; second, unsound schemes to help worthy causes; and, third, sound projects for the assistance of worthy causes. The first class offers little trouble. If the scheme is an obvious fraud, it may be turned down at once. If it is not obviously crooked, but affords good grounds for suspicion, the card which the solicitor receives will tell enough about it to prevent him from swindling any reasonable person. In practice, since the committee has been operating its plan, the number of fakes have been few. When their promoters find what they have to fight against, they don't bother the Chamber of Commerce, but move on to some other town.

It is the second class of schemes, those unsound in themselves, but designed to help some worthy cause, that calls for the exercise of tact on the committee's part. A society will hold a convention in Hamilton, and, as a means of defraying expenses, will decide to sell advertising space in a souvenir booklet. There is nothing wrong about this, but

it is a waste of money. The souvenir booklet is not really wanted, and advertising in such a publication is of practically no value. In such a case the committee tries to persuade the society concerned to do without the booklet and simply solicit contributions towards their expenses. If they agree, and they usually do, they receive solicitors' cards and collect in the usual way. The business man does not pay for useless advertising, but simply contributes a smaller sum, which all goes to the purpose for which it is intended. The society receives the money, which is what they wanted.

With good schemes for worthy causes the committee does not interfere. It gives collectors for such things its blessing and lets them go ahead.

The plan, accordingly, benefits all charities which deserve public support. It kills schemes which are disguised as charities to extract money by fraudulent means, and it ensures that all people who solicit money from the public, shall run their affairs in a business-like manner. And as all causes look to the business men for support, who should have a better right than they to supervise the schemes of the solicitor?

tage of his opportunity, and consequently the public is black-jacked by building costs on one hand and bludgeoned by the landlord on the other. As a result, tenants, both business and domestic, are paying more for their premises than their incomes warrant. This condition is characteristic of the whole country, of course, and is not peculiar by any means to these communities.

No very important industrial development has taken place during the past month, although several small but promising concerns have decided to establish plants in the immediate future. It may be of interest to mention, in this connection, that on December 31st, 1917, there were merely 90 industrial power users in the border cities, whereas on July 31st, 1922, there were no fewer than 350. This report covers the border cities comprising the municipalities of Ford, Walkerville, Windsor, Sandwich and Ojibway, Ont.

F. MACLURE SCLANDERS,  
*Commissioner, Border Chamber  
of Commerce.*

WINNIPEG:—The labor situation in Winnipeg at the present time is the nearest to normal it has been since 1916. Factories are now running to 80 per cent. of their capacity and orders are increasing. General business is picking up and as soon as the crop is under way, we look for a general boom. Building permits show a marked increase over last year and were greater than in any of the preceding four years.

W. E. MILNER,  
*Secretary, Board of Trade.*

WOODSTOCK:—The state of employment here is fair. Female help is fully employed, while male hands are mostly working forty hours a week. Among the industries, the textile plants and the stove and foundry works are busy. All others are working on short time with about two-thirds of their normal staffs.

H. SYKES,  
*Secretary, Board of Trade.*

## Reports on Conditions in Industrial Centres

(Concluded from page 56)

feat with a single exception of the old executive, the members of which had shown themselves to be sanely moderate. The one exception was the secretary, J. B. McLachlan, the red stormy petrel of the local U.M.W., who was re-elected by a huge majority. Mr. McLachlan, although a consenting party to the compromise arrived at on the 13th, has done nothing since to implement his action on that occasion, but has apparently joined hands wholeheartedly with the extremists in their policy of abandoning the mines to temporary or permanent destruction by water and gas. At this juncture the local Government, as trustees of the interests of the general public and custodians of the coal mines which belong to the people of Nova Scotia, took prompt and decided action. They requisitioned the Federal Government for troops, and at present there are approximately 1,000 troops in the mining zone on hand to protect the people's property from serious damage. This action of the local government had a sobering effect on the strikers, and at a meeting held on Saturday, August 19th, they decided to allow the pumpmen and engineers to immediately return to work. This was done conditionally upon the understanding that negotiations between the company and the new executive of the U.M.W. were to be resumed on August 22nd.

These negotiations have been in progress for the past four days and it is generally understood that the company's representatives have shown a generous spirit of compromise and that the settlement arrived at with the U.M.W. execu-

tive, and which will be submitted to the miners for approval during the coming week, is of a nature that should put an end to labor troubles in the county of Cape Breton, for many months to come. Mingled with satisfaction over the prospect of early peace is the regret that so much valuable time has been wasted at this particular juncture.

F. C. KIMBER,  
*Secretary, Board of Trade.*

WINDSOR:—During the past month, general conditions here have been satisfactory. We have practically no unemployment and there has been quite an improvement in industrial conditions as compared with the month of July. Retail business, however, has not been quite so good, doubtless because there are a large number of people out of the city. Prices show little tendency to fall and we are fearing no very serious complaints. Answers to inquiries make us conclude that there is an encouraging volume of new business coming in to industrial concerns.

Our building statistics up to July 31st, show a total of \$3,771,345. However, it is beyond doubt that the continued high cost of labor in building trades is seriously restricting development here as everywhere else. Nowadays, comparatively few salaried men or wage earners who need and ought to have houses, can afford to buy or build them. The situation demonstrates just how price controls production. It is very awkward that people must have houses; nevertheless it is certain that they are not building unless they can help it. Meantime, the landlord takes fullest advan-

## Western Grain Crop

The Prairie Provinces will harvest the second largest crop of wheat in their history, that of 1915 being the only crop exceeding that of 1922, which is estimated at three hundred and twenty million bushels. Wheat harvesting is well under way in the Prairie Provinces, in fact threshing operations have commenced in many districts and the new crop is being marketed at the rate of from five hundred to one thousand cars per day. The outstanding feature of the grain that is being shipped is the large percentage of cars which grade better than 3Northern. The present indications are, that given good weather until threshing operations are over, the Prairie Provinces will harvest one of the best crops in their history not alone from the standpoint of volume but of grade, and this latter means considerable additional money to the producers.



# The British Empire Chamber of Commerce in the United States of America (Inc.)

## How it can Serve Canadian Manufacturers and Assist in the Expansion of Canada's Export Trade.

(Specially Prepared for Industrial Canada)

THE attention of Canadian business men, and particularly of exporters and manufacturers—is directed to the British Empire Chamber of Commerce in the United States, with offices at 25 Broadway, New York City. It is strongly felt that those interested in the development of Canadian trade in British and foreign markets, particularly through the varied and important buying agents or indent houses in New York, or those desiring to have some commercial contact in the United States would find it distinctly to their advantage to become members of the Chamber and avail themselves of the services it offers. Within the Chamber is a Canadian Committee made up of Canadian business men in New York, formed for the purpose of giving special advice as to how the interests of Canadian trade and the Chamber's Canadian members can best be served, and the Chamber is in close co-operation with the Canadian Trade Commissioner in New York.

### History of Chamber

The decision to establish a Chamber of Commerce to represent the British Empire in the United States was taken at a meeting of British merchants, bankers and others, held in New York in January, 1920. A committee of organization was appointed in the following March and application was made to the Board of Trade in London for a charter, in April, 1920. This was granted, and the Chamber was formally organized in January, 1921, under the presidency of Edward F. Darrell, of E. F. Darrell & Co., export and import merchants, of New York. The Chamber's registered offices in London are at the offices of the Association of British Chambers of Commerce. The primary objects of the Chamber are to facilitate and encourage commerce and promote goodwill and friendly relations between the United States and the various parts of the British Empire. The Council plans eventually to establish branches of the Chamber in the leading cities throughout the United States, as membership in such cities becomes sufficiently numerous to permit of such action.

The active membership comprises British firms, corporations, and individuals, as well as the representatives of such, and already includes a considerable number of the leading British banks, mercantile and shipping and insurance companies.

The associate membership includes National banks and trusts companies, American shipping and export and import firms, manufacturers, brokers and individuals. The co-operation of these associate members and their work on the various committees is proving of the greatest value to the Chamber.

### Supply of Information

Enquiries and requests for information come from members and others in the United States, Great Britain, Canada, India, Australia, etc., relating to production, and exports and imports of British and American commerce. Statistics are furnished, also lists of exporters and importers, details of tariffs, particulars of legislation, etc. The ability of the Chamber to supply information and to give assistance and advice has been facilitated by the fact that members have voluntarily offered their services to the Chamber. Professional gentlemen, bankers, merchants and others have been generous in their help in this direction.

The Chamber has a comprehensive library of trade reference books and publications, business catalogues, etc., and has compiled a substantial amount of data pertinent to the entire commercial field which it endeavors to serve.

A monthly journal is published which contains, in addition to the report of the proceedings of the Chamber, articles of interest and value, and a monthly list of trade opportunities which have come to the notice of the Chamber. The journal is sent gratis to all members of the Chamber and to the chambers of commerce and trade organizations in this country and the British Empire; to British Chambers in foreign countries, to United States consuls in the British Empire and to British consuls in the United States. It is to be found in the libraries of nearly all of the ocean-going steamers.

### Board of Arbitration

A board of arbitration, of which Edwin T. Rice, of Appleton, Butler and Rice, is chairman, has been appointed, and members and others engaged in American-British trade are invited to submit any controversies that may arise to this board for arbitration. By virtue of its varied membership, the Chamber is fortunate in being able to draw upon the services, as arbitrators, of men experienced in almost every line of trade and industry, so that parties to controversies may rely upon expert attention to their particular case.

The yearly dues for membership in the Chamber are:—

Active Members .....	\$100
Associate Members .....	\$ 50

payable in January of each year.

The necessity for a British Chamber of Commerce in the United States hardly needs any explanation, and the fact that in the short period of its existence it has been able to secure over 300 members, active and associate, speaks for itself. A chamber of commerce can best be described as a clearing house for business, and this has already been found to be true. It means that a Britisher, coming to the United States to appoint an agent for his house, or corresponding with the Chamber with a view to finding such an agent, is able at once to get in touch with reliable firms, who have already been checked up, and who are known to be looking for such an opportunity. The result is that if he uses the Chamber for such a purpose, he saves himself loss of time, disappointment and expense in accomplishing his object. The agent with whom he is brought in contact and who receives the agency is also able to connect with new business without having to go out and hunt for it. Opportunities also arise of making connections between firms domiciled in Canada and other parts of the British Empire desiring to do direct business.

The Chamber is in no sense a propaganda institution, its only object being more business and better business—in one word—SERVICE. In this connection it may be mentioned that the Chamber was asked by several people to take a stand against the American valuation plan when that bill first came before Congress. A short article was published in the Journal, in which it was stated that it was thought that the Chamber had no right to interfere in domestic politics, and it was decided to publish two of the many letters which had been received, one in favor of, and one opposed to, the above-mentioned bill, leaving it to readers of the Journal and to the members of the Chamber to decide for themselves regarding the matter. The same is true in regard to the present Tariff Bill, which, whether the Chamber is in favor of, or opposed to it, is nevertheless something which is outside the Chamber's "Sphere of Influence."

The explanation that the Chamber is not looking in any way for an "Entangling Alliance" from a diplomatic point of view, but that it is looking for an "Entangling Alliance in Business," has



been an argument which has appealed very strongly to a large number of potential members. Another argument which has been efficacious, is the fact that it was found necessary some years ago to establish an American Chamber of Commerce in London, which now consists of about 1,200 members, half of whom are British firms, who, in that case, are naturally associate members of that Chamber. When this fact is pointed out and it is shown that British business and financial houses have given their hearty support to an American Chamber in London, it has been comparatively easy to get American firms to feel their responsibility in regard to such work in their own country.

During the period which has elapsed since the Chamber was organized, we have passed through a period of depression which induced people to curtail their expenses in every possible way, rather than add to them, to a previously unheard-of extent. Nevertheless, the fact that the Chamber now has a membership of over three hundred, proves

conclusively that its work has been found to be of prime necessity.

The membership includes national banks and trust companies; British banks having offices in the U.S.A.; bankers and investment brokers; steamship companies; railway companies; exporters and importers; manufacturing and selling companies; individuals and merchants domiciled in New York, Boston, Philadelphia and other cities, also in Great Britain and Canada.

The Council of the Chamber is anxious to secure an increased Canadian membership, in order that the activities of the Chamber may be more effectively employed in the development of Canadian trade and its services more extensively taken advantage of by Canadian manufacturers and exporters. Applications for membership should be forwarded to the Secretary, British Empire Chamber of Commerce, 25 Broadway, New York City, who will be glad to receive enquiries from Canadian sources and will supply the fullest information.

## The Dominion Bankruptcy Act; Its Operation and Recent Amendments

By H. Macdonald

Legal Secretary, Canadian Manufacturers' Association

THE subject of bankruptcy legislation has been more or less prominently before our Legal Department for a number of years, and the Association on several occasions went on record as supporting the proposal of a federal bankruptcy system instead of the method of winding up insolvent estates under provincial statutes, though it did not seem to lie directly within the functions of the Canadian Manufacturers' Association to undertake an active propaganda in support of the proposal.

Law books in Canada and nearly all civilized countries are strewn with the wrecks of unsuccessful bankruptcy acts. In Canada the failures were so convincing that for thirty years we have been without an act, though practically every other civilized country had an act in operation. The Canadian Manufacturers' Association were particularly impressed with the fact that the prime requisite of a successful bankruptcy act for Canada was that it should be a federal act.

The feeling towards bankruptcy legislation increasing, there was a general sentiment that it would be prejudicial to commercial and financial interests to have a complicated and expensive system installed, and that it would be the wisest course to have an act drafted embodying the views of business men. The matter was actively taken up in the fall of 1917 by the Canadian Credit Men's Association and the drafting of a bill was entrusted by them to their solicitor, H. P.

Grundy, Winnipeg, following the English model. The original draft being printed, it was circulated widely among commercial and financial interests, and was also submitted for criticism and suggestion to the Canadian Bar Association.

The bill was introduced in the House of Commons in the session of 1918 by S. W. Jacobs, K.C., Montreal, in place of an act which he had himself intended to introduce.

The Premier, Sir Robert Borden, appointed a special committee of fifteen members of the House, selected in such a manner that each province should be ably represented, and this committee, with the Honorable Hugh Guthrie as its chairman, did valuable work and suggested various useful amendments. Criticism and assistance was at the same time invited from the Canadian Manufacturers' Association, the Canadian Bankers' Association, Retail Merchants' Association, Chartered Accountants' Associations, Boards of Trade, Provincial and Dominion Bar Associations and other bodies. Our Legislation Committee spent considerable time upon it and reports were submitted explaining fully the aims and objects of the act.

As the session was a short one no attempt was made to force the bill through, and it was left over until the following session. Shortly after the close of the 1918 session the Government instructed W. F. O'Connor, K.C., to study the act on behalf of the Government, with a view to introducing the act as a Government

measure. Mr. O'Connor, in association with Mr. Grundy, considered the views and desired amendments of the Canadian Manufacturers' Association and other representative bodies, and re-drafted the act, retaining, however, all the general principles of the original draft.

The re-drafted act was introduced as a Government measure by the Hon. Hugh Guthrie shortly after the opening of the House in February, 1919.

### Endorsed by Bar Association

Sir James Aikens, the President of the Canadian Bar Association, took a close interest in the bill from the first and at his suggestion it was submitted to the Canadian Bar Association. The Bar Council of the Canadian Bar Association at its meeting in Montreal in May, 1918, endorsed the general principles of the bill; at its general meeting in Toronto in August, 1918, the members of the Bar Association passed a resolution in support of the proposed legislation, and later on when the revised act was again introduced into the House, the Bar Association appointed Eugene Lafleur, K.C., of Montreal, as its representative to study the act carefully and to give commercial and financial interests the benefit of his advice and experience. His unqualified support of the measure was influential in reconciling apparently conflicting views and interests during the course of the bill through Parliament.

In January, 1920, an Order-in-Council was passed bringing the act into effect on the 1st July, 1920, and H. P. Grundy was retained by the Government to draft the general rules and forms.

In the 1920 session of Parliament an amending bill was introduced, and again in the 1921 session a further amending bill was introduced and passed, providing for certain amendments of the act, very largely technical in their nature.

While more than ordinary care was taken in the framing of the new bankruptcy bill it is to be regretted that more thought was not bestowed on the importance of nominating in all cases "Authorized Trustees" of the most approved class. In the Province of Quebec, due to various influences, over 150 trustees were appointed, a number far in excess of the need. It was not surprising, therefore, that in the course of last year various complaints were voiced as to the manner in which the Dominion Bankruptcy Act had been working in the Province of Quebec. After careful investigation it was found by our Legislation Committee that the cause of complaint lay not so much in the law as in the manner of its administration.

### Amendments Made

Accordingly, upon representations by our Legal Department and other interests, the Honorable Minister of Justice, while holding that the act had not been long enough in practice to warrant a general revision, agreed to introduce a bill in the 1922 Parliament making several amendments to the act, putting greater power in the hands of the ordin-

(Concluded on page 78)



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## Manufacturers' Day at Canadian National Exhibition

John R. Shaw, president of the Association, was guest of honor and principal speaker at the Directors' Luncheon at the Canadian National Exhibition, Toronto, on Manufacturers' Day, September 5th. George T. Irving, second vice-president of the Exhibition Association, presided, and in introducing Mr. Shaw acknowledged the indebtedness of the officials to the manufacturers for the splendid way in which they were supporting the institution.

Mr. Shaw, in his address, compared the organization of the C.M.A. to that of the Exhibition, both being national in scope. He stressed its democratic character and stated that it knew no politics, never having contributed one cent to any party.

"We believe that the present industrial system, which has accomplished so much in the past, should be maintained," said Mr. Shaw, "and we believe, too, that the majority of people are with us in this opinion. Success in a nation or community depends upon those men who possess civic responsibility and who have the courage to carry out their ideals. The shoulders of the directors of this Exhibition have been indeed broad, and their visions great. They have built up an institution of which we as Canadians are proud and at which all who visit it marvel. Here we see displayed before our eyes the products of Canadian artisanship and craftsmanship, and there is a thrill for every man in the thought that Canada can place on the counters of the world products equal in every respect to those of the older nations."

## The Fourth International Labor Conference

W. C. Coulter, Booth-Coulter Copper and Brass Company, Limited, Toronto, chairman of the Industrial Relations Committee of the Association, has been appointed by order-in-council, dated September 7th, 1922, official delegate representing the employers of Canada at the Fourth International Labor Conference of the League of Nations, to be held at Geneva, Switzerland, commencing October 18th, 1922. H. W. Macdonnell, manager of the Industrial Relations De-

partment of the Association, has been appointed by the same order-in-council adviser to the employers' delegate. Messrs. Coulter and Macdonnell intend to sail for France en route to Switzerland on October 3rd.

## Distribution of "Produced in Canada" Cards

Gratifying success has attended the efforts of the Association to popularize the "Produced in Canada" idea through



Design adopted by the C. M. A. for its 1922 Campaign among Exhibitors and Fall Fairs on behalf of "Produced-in-Canada" goods. It is used on a card, 10 x 30 inches. Manufacturers may obtain electros of above cut for use in their advertising at cost price.

the medium of the exhibitions and fall fairs which are being held throughout Canada at the present time. Thanks to the cordial co-operation of the managements of the exhibitions, a very wide distribution has been secured for the cards which the Association has prepared. In all, approximately 470 exhibitions and fall fairs are making use of the cards.

The work of distribution has been supervised by the head office of the Association but has been carried out through the divisional offices. In the more important cases, secretaries of

divisions and their assistants have given personal attention to the distribution of the cards.

Many expressions of appreciation of the cards have been received from members of the Association who have written in for extra copies to be used in their offices and elsewhere. The large cards bearing the inscription "Make Canada Prosperous by buying Canadian Products" have created a most favorable impression wherever they have been displayed and the design has fitted in well with the exhibits of Canadian products on which they have been placed.

## The Pan-Pacific Commercial Conference

Thomas Roden, honorary treasurer, will be the representative of the Association at the Pan-Pacific Commercial Conference to be held in Honolulu, Hawaii, commencing on October 25th. The Canadian Government will also be represented at the Conference by F. C. T. O'Hara deputy Minister of Trade and Commerce. The Conference, which has been called by the Pan-Pacific Union, will deal with such problems as communication and transportation, development and conservation of natural resources, finance and investment, and international relations in the Pan-Pacific area. The agenda gives wide scope for consideration of problems affecting trade between Canada and the United States and the countries on the other side of the Pacific Ocean. Mr. Roden's report on the work of the Conference should prove of great value to members of the Canadian Manufacturers' Association.

## General Manager is Visiting Western Divisions

J. E. Walsh, general manager of the Association, left Toronto on September 9th for Western Canada, where he will visit the head offices of the Prairie and British Columbia Divisions at Winnipeg and Vancouver and also the branches of the Association in other western cities. Mr. Walsh will discuss with western members the various questions which are of special interest at the present time and while no formal programmes have been prepared, he will be pleased to meet as many members in the western Divisions as possible.



## Fall Activities of Association are Commencing

The first meeting of the Executive Council for the season 1922-23, will be held at the head office of the Association on Thursday, October 5th, and will mark the resumption of the definite activities of the Association for the year. The meeting will be preceded by meetings of the various standing committees of the Association. Membership work has been very actively prosecuted during the summer months and there is an appreciable increase in the interest taken by members in the work of the Association. It is hoped that all meetings of committees during the coming winter, will be well attended.

## President Shaw on Trip to Western Canada

John R. Shaw, president of the Association, left for Winnipeg on September 9th, on a business trip. While in Winnipeg, on September 11th, he and Mr. Walsh, the general manager, were entertained by the Executive Committee of the Prairie Division.

## C. A. S. E. Programme for 1922-1923 Season

The educational committee of the Canadian Association of Stationary Engineers announce the following programme of meetings for the 1922-23 season. These are thrown open to all engineers from 8.30 to 10.30 p.m. Two sessions are held each month.

1. Sept.—Fuels; wood, coal, oil, refuse.  
2. Sept.—Discussion, questions and answers.

1. Oct.—Boilers, furnaces and settings.  
2. Oct.—Discussion, questions and answers.

1. Nov.—Combustion, temp. and draft.  
2. Nov.—Discussion, questions and answers.

1. Dec.—Grate-bars, shaking and stokers.

2. Dec.—Discussion, questions and answers.

1. Jan.—Appliances, necessary, in a B.R.

2. Jan.—F. W. and Circ. pumps, types and makes.

1. Feb.—Miscellaneous auxiliaries desirable.

2. Feb.—Steam engines, types and makes.

1. Mar.—Meters, indicating and recording.

2. Mar.—Instruments, indicating and recording.

1. Apr.—Boiler room efficiencies.

2. Apr.—Engine room efficiencies.

1. May.—Report forms and records; also surveys.

2. May.—Useful formula and data, for engineers.

Branch Educational Committee to be appointed by president of the local

branch and same is to consist of chairman, who may be an Associate M.; secretary, preferably the conductor, inquisitor or instructor.

George J. Soucy, Toronto, is chairman of the general educational committee and with him are associated T. H. Fenner and E. C. Hanson.

## British Empire Exhibition Mission

Since the publication in the August issue of INDUSTRIAL CANADA of the proposed itinerary of the British Empire Exhibition Mission, it has been found necessary to make some changes in the dates, owing to the fact that the Mission was not due to arrive in Victoria until September 16th. The revised itinerary of the Mission is as follows:

Sep.	16th	Arrive Victoria, B.C. S.S. Niagara.
"	16th to 20th	Stay Victoria.
"	20th	Leave Victoria, C.P.R. Boat 2.15 p.m. Arrive Vancouver 7.15 p.m. Hotel Vancouver, Stay Vancouver till 28th.
"	28th	Leave Vancouver 8.30 a.m. C.P.R. Arrive Banff 11.00 a.m., 29th.
"	29th to Oct. 1st	Stay Banff.
Oct.	2nd	Leave Banff 11.00 a.m., arrive Calgary 2.05 p.m. Palliser Hotel.
"	3rd	Leave Calgary 2.25 p.m., arrive Edmonton 9.20 p.m. MacDonald Hotel.
"	4th	Stay Edmonton.
"	5th	Leave Edmonton 6.45 a.m., arrive Winnipeg 10 a.m. 6th. Fort Garry Hotel.
"	7th	Stay Winnipeg.
"	7th	Leave Winnipeg 9.00 p.m. C.P.R., arrive Toronto 4 p.m. 9th. King Edward Hotel.
"	10th and 11th	Stay Toronto.
"	12th	Leave Toronto 8.30 a.m. G.T.R., arrive Niagara Falls 11.00 a.m. Clifton Hotel.
"	13th	Leave Niagara Falls 9.55 a.m. G.T.R., arrive Toronto 12.05 p.m. Leave Toronto 12.07 p.m. (trains connect) arrive Ottawa 7.30 p.m. C.N.R. Chateau Laurier.
"	14th to 21st	Stay Ottawa.
"	22nd	Leave Ottawa 3.30 p.m., arrive Montreal 6.30 p.m. Hotel Ritz-Carlton.
"	23rd	Stay Montreal.
"	24th	Leave Montreal C.P.R. 8.00 a.m., arrive Quebec 1.00 p.m. Chateau Frontenac.
"	25th	Stay Quebec.
"	26th	Leave Quebec (Levis) 12.10 a.m. C.N.R., arrive St. John, N.B. 9.30 p.m. 27th.
"	28th and 29th	Stay St. John.
"	30th	Leave St. John 1.00 p.m., arrive Charlottetown 10.55 p.m.
"	31st	Stay Charlottetown.
Nov.	1st	Leave Charlottetown 6.45 a.m., arrive Halifax 5.25 p.m.
"	2nd	Stay Halifax.
"	3rd	Leave Halifax C.N.R. 8.00 p.m., arrive Sydney, C.B. 9.00 on 4th.
"	4th	Stay Sydney all day. Leave Sydney, Reid, Nfld., Co. Boat 6.00 p.m., arrive Port-aux-Basques, Nfld., 7.00 a.m. 5th.
"	5th	Leave Port-aux-Basques 8.00 a.m., arrive St. Johns, Nfld., 12.55 p.m., 6th.

## Coal Strike Settled

The strike of the union coal miners in District 18 has been settled by the miners and operators agreeing upon a reduction of 15%.

In order that the dispute may be readily understood, the figures submitted by the Crow's Nest Coal Co. are illumi-

nating. The average day rate paid the miners in 1911 was \$2.91, compared with \$6.89 paid in March, 1922. The proposal of the coal operators was for a rate of \$3.69, effective April 1st, 1922. This the miners refused, and applied to the Minister of Labor for a Conciliation Board, which was appointed in due course under the chairmanship of W. E. Knowles, ex-M.P. for Moose Jaw. After extended hearings throughout the district the Conciliation Board issued a majority report providing for a reduction of from 25 to 30% in the various grades of miners' wages; this the miners refused to accept. Subsequently the operators agreed to a reduction of 20% off the rates of pay existing at the time the miners went on strike and to the general working conditions of the old agreement. Further the operators agreed to make a further adjustment to meet the settlement in the central competitive field in the United States, when that settlement was made. The miners agreed to the 20% reduction but demanded that the adjustment to the U.S. settlement basis be made retroactive to the date from which the mines resumed work. The operators could not agree to this for the reason that they could not sell their coal without knowing the wage cost. The Minister of Labor, who was in Calgary, and The Calgary and other papers strongly advocated the acceptance of the operators' offer, but the miners steadily refused, with the result that subsequently a settlement was made of a 15% reduction, as above, and the miners returned to work on August 28th after a five months' layoff.

Of course this strike has not meant a total shut-down of production in the Alberta field, because many of the mines have been operating on a non-union basis at reduced wages practically all summer, and they have been able to keep the summer market well supplied.

It is expected that with the co-operation of the railways in the prompt movement of coal that, now that all the mines are producing, there will be no shortage of coal in Western Canada this winter, although some householders who have heretofore used United States anthracite may be glad to burn western Canadian coal.

## W. B. Wiegand becomes General Manager

W. B. Wiegand, who has been an executive of Ames Holden McCready, Limited, for some three years past has been appointed general manager. Mr. Wiegand has an international reputation in the rubber industry and is the author of a number of scientific papers on the subject. Several valuable improvements in connection with the manufacture of rubber footwear and automobile tires have been patented by him. He was at one time assistant to President Rieder of the Canadian Consolidated Rubber Company, and went with him to Ames Holden McCready, to develop the rubber section of their business.



# Activities of Month in Prairie Division

Headquarters of Division, 408 Avenue Block, Portage Avenue, Winnipeg

Chairman . . . . . E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co. Ltd., Winnipeg  
 Vice-Chairman . . . W. A. Lawson, Bemis Bros. Bag Co., Limited, Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works Limited, Winnipeg  
 Secretary . . . . . G. E. Carpenter

**T**HE Membership Committee of the Prairie Division is pleased to welcome a material addition to the membership of the division from points west of Winnipeg. The Committee is naturally always delighted to receive the support of western manufacturers, but this is especially true of those firms which are located west of Winnipeg, where the Prairie Division office is located.

The Committee extends the welcome hand of good-fellowship to these new members and trusts they will make every possible use of the services of the Association, because it is only by so doing that they can secure the full value thereof:—

Name	Representing
Thomas O. Woods, . . .	Household Products, Ltd., Regina, Sask.
H. W. Trimble, . . . . .	Red Deer Dairy Products Ltd., Red Deer, Alta.
H. W. Lethbridge, . . .	John W. Peck & Co., Ltd., Winnipeg, Man.
W. N. Petch, . . . . .	Cassidy's Limited, Winnipeg, Man.
M. W. Kreller, . . . . .	Calgary Artificial Limb Factory, Calgary, Alta.
G. W. Murray, . . . . .	G. W. Murray Co., Ltd., Winnipeg, Man.
J. H. M. Carson, . . . .	J. H. M. Carson, Artificial Limb Mfr., Winnipeg.
W. J. Cummings, . . . .	Cummings Brass & Wire Works, Winnipeg, Man.
W. B. K. MacRury, . . .	The Consumers Co., Ltd., Winnipeg, Man.
T. N. Clayton, . . . . .	North Star Oil & Refining Co., Winnipeg, Man.
A. A. Strang, . . . . .	Strang Bros., Winnipeg.
E. W. Hamilton, . . . .	E. H. Heath Co., Ltd., Winnipeg, Man.
J. Waters, . . . . .	The Waters Glove Co., Ltd., Winnipeg, Man.
Jas. E. Black, . . . . .	Purity Aerated Works, Ltd., Winnipeg, Man.
Basil F. Windrum, . . .	The Mayer Co., Ltd., Winnipeg, Man.
J. H. Francis, . . . . .	The Reliance Ink Co., Ltd., Winnipeg, Man.
Ed. J. Jordan, . . . . .	Union Abattoir Co., Ltd., St. Boniface, Man.
Hugh Sutherland, . . .	Winnipeg Brick Co., Ltd., Winnipeg, Man.
S. L. Gowe, . . . . .	Robb-Shelton, Limited, Winnipeg, Man.
E. Fotheringham, . . .	The Brandon Creamery & Supply Co., Brandon, Man.
Archd. Millar, . . . . .	Brandon Machine Works, Brandon, Man.
C. W. MacInnes, . . . .	Townsley Mfg. Co., Brandon, Man.
E. R. Bourke, . . . . .	W. Bourke & Co., Brandon, Man.
J. Homes, . . . . .	The Western Prairie Foundry Co., Portage la Prairie, Man.
J. McLeod, . . . . .	Portage Soda Water Wks., Portage la Prairie, Man.
O. A. Ditchfield, . . .	Link Mfg. Co., Portage la Prairie, Man.
D. P. Duncan, . . . . .	Cockshutt Plow Co., Ltd., Brandon, Man.
T. N. Williamson, . . .	North West Pump Co., Brandon, Man.
W. J. Pachal, . . . . .	Pachal's Bottling Works, Yorkton, Man.
W. J. Vaughan, . . . .	Yorkton Monumental Works, Yorkton, Man.
J. Zimmer, . . . . .	Bainbridge & Zimmer, Yorkton, Man.
S. Boroditsky, . . . . .	The Crown Bottling Works, Dauphin, Man.
P. T. Colbert, . . . . .	P. T. Colbert Co., Saskatoon, Sask.
E. A. Theed, . . . . .	Metal Shingle & Siding Co., Saskatoon, Sask.
P. S. Houghton, . . . .	Jacksons Machines, Ltd., Saskatoon, Sask.
D. S. Grant, . . . . .	Ross Cider Co., Ltd., Saskatoon, Sask.
D. Green, . . . . .	Prince Albert Mineral Water Co., Ltd., Prince Albert, Sask.

Name	Representing
Roy Taylor, . . . . .	Taylor Consolidated Bread Co., Prince Albert, Sask.
J. E. Mitchell, . . . . .	Prince Albert Box Factory, Prince Albert, Sask.
F. G. Butler, . . . . .	Prince Albert Manufacturing Co., Prince Albert, Sask.
J. C. McDonald, . . . .	Prince Albert Foundry Co., Prince Albert, Sask.
G. G. Peters, . . . . .	The North Battleford Mfg. Co., Ltd., North Battleford, Sask.
H. C. Klaehn, . . . . .	Union Supply Co., Ltd., North Battleford, Sask.
J. Titerle, . . . . .	J. Titerle, North Battleford, Sask.
H. Parsons, . . . . .	The Standard Mineral Water Works, North Battleford, Sask.

## Winnipeg Member's Business Grows

John Hallberg, president of Redbo Limited, Winnipeg, whose portrait appears on this page, is one of the leading members of the C. M. A. in the West. The business, of which Redbo Limited are the successors, was started six years ago, confining its operations to the manufacture of Burdick's Marmalade. Three



John Hallberg

President, Redbo, Limited, Winnipeg

years ago a reorganization took place and Mr. Hallberg became president. Since then steady progress has been made and the brands, "Redbo" and "Burdick" have become well known from the Great Lakes to the Mountains. In addition to marmalade, other food products are manufactured.

The turnover of "Redbo" products has increased so rapidly during the past year that it has been necessary to increase the capitalization of the Company and A. F. Higgins, a leading grocer with stores throughout Manitoba, has been

added to the directorate. The Company have just added "Redbo" teas, coffees, spices, baking powder and extracts to their list of products.

## Unemployment

There will be no unemployment relief for single, able-bodied men in Manitoba this winter, it was decided at the conference of representatives of Brandon, Winnipeg, East and West Kildonan, St. Paul, St. Vital and Fort Garry, held August 30th in the Parliament buildings at the call of Hon. R. W. Craig, Attorney-General, to discuss unemployment problems. On the general question the recommendation was made that "In so far as Manitoba is concerned, the solution of the unemployment problem would seem to be the settlement of surplus urban labor in rural districts and assisting them to take up agriculture;" and creation of a joint fund by the municipal, Dominion and Provincial governments, to assist unemployed married men who have had farming experience to resume agriculture was recommended. All representatives present were convinced that the returned soldiers who required assistance should be handled by the same machinery as the other unemployed, but that all costs in connection with returned men should be borne exclusively by the Federal Government.

In the case of men with dependents, it was the opinion of the delegates that there would be very little unemployment of this nature this winter. If there is, however, the conference decided every effort should be made to organize work, and that the Federal Government should be urged to bear a considerable percentage of the excess cost of doing the work in winter time as compared with normal cost.

It was suggested that the representatives of Manitoba at the conference in Ottawa should recommend to the Federal Government the extension of the housing scheme so as to permit farmers to borrow funds with which to build second houses on their farms in which to accommodate the hired help.

In producing data with which to prove the argument that the solution of the unemployed problem in Manitoba could be solved only by assisting the men to take up agriculture, it was pointed out that in the late spring of 1922 there were 300 families receiving relief in Winnipeg, and that 130 of these signified their willingness to leave the city and take up farming.

On August 31st W. J. Currie, President of the Currie Manufacturing Company, Brandon, had the misfortune to have four fingers practically amputated when his left hand was caught in a joining machine in his factory. Mr. Currie has the sympathy of his brother manufacturers in his recent misfortune and very best wishes for his speedy recovery.



# News from British Columbia Division

Headquarters of Division, 701 Board of Trade Building, Vancouver

Chairman. . . . . F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman. . . . . Edwin Tomlin, B. C. Cement Co., Limited, Victoria  
Secretary. . . . . H. Dalton

At the Vancouver Exhibition, which closed on August 26th, and at which there were over 200,000 visitors, over 95% of the exhibits of Canadian manufactured goods carried prominent displays of attractive cards advertising the fact that the goods were "Produced-in-Canada," and others bearing the legend "Keep your Fellow Canadians Employed by Buying Canadian Products and Manufactured Articles." The firms carrying these cards at the Vancouver Exhibition were as follows:—Brackman-Ker Milling Co. Ltd., Vancouver, B.C.; The Barrett Co. Ltd., Toronto and Vancouver; Canada Western Cordage Co. Ltd., New Westminster, B.C.; J. S. Fry & Sons, Montreal; Charles Fawcett, Ltd., Sackville, N.B.; Grant, Holden & Graham, Ltd., Ottawa; Gregory Tire & Rubber Co. Ltd., Vancouver; Hampton Bros., Vancouver; Imperial Oil Co. Ltd., Ioco, B.C.; Jo-To Company, Vancouver; Liquid Air Co. Ltd., Toronto and Vancouver; McQueen Produce Co. Ltd., Vancouver; Enterprise Foundry Co., Sackville, N.B.; McClary Mfg. Co. Ltd., London, Ont., and Vancouver; National Drug & Chemical Co. Ltd., Montreal and Vancouver; Perfection Stove Co. Ltd., Sarnia, Ont.; Ormonds, Ltd., Vancouver and Victoria, B.C.; Office Specialty Mfg. Co. Ltd., Newmarket, Ont.; Pinner-Bartliff Motors, (handling "Durant" cars) Vancouver; Restmore Mfg. Co. Ltd., Vancouver, B.C.; Ramsay Bros. & Co. Ltd., Vancouver; Shurley-Dietrich Co. Ltd., Galt and Vancouver; Shelly Bros. Ltd., Vancouver; Swift Canadian Co. Ltd., Toronto and Vancouver; Simmons, Ltd., Montreal and Vancouver; Tucketts, Ltd., Hamilton and Vancouver; Vancouver Trunk & Bag Co. Ltd., Vancouver; Vancouver Pickle Co. Ltd., Vancouver; Beach Foundry Co. Ltd., Ottawa, Ont.; Kraft-MacLaren Co. Watkins Products Co., Vancouver; Liberty Products Co., Vancouver; P. Burns & Co. Ltd., Calgary and Vancouver; Royal Oak Tire Co. Ltd., Peggy Duff Candy Co., Vancouver; Vancouver Stove & Heater Co., Vancouver; Borden Milk Co. Ltd., Montreal; McAllister Spring Co., Vancouver; Parkhill Spring Co., Winnipeg, Man.; Weaver Aluminum Co.

The B.C. Division office has been in correspondence with the managers of all of the exhibitions to be held throughout the Province this year, and the response has been most gratifying. Among the replies received, the following might be mentioned:—

From H. S. Rolston, secretary and manager, Vancouver Exhibition Association, Vancouver, B.C.

"We will be pleased to co-operate with you as requested and will distribute the

publicity matter which you have sent us to the very best of our ability."

From E. Manuel, of the Chilliwack Agricultural Association, Chilliwack, B.C.

"We are pleased to receive your display cards re exhibits of Canadian products. We shall make the best use possible of them during the fair."

From D. E. MacKenzie, manager and secretary of the Provincial Exhibition, New Westminster, B.C.

"I beg to acknowledge receipt of your favor of the 27th, contents of which I have noted carefully and in reply may state I shall be very glad to carry out your wishes in every way possible as we always keep in mind the fact that our business is to assist in every way anything that means for the development of our country, whether agricultural, industrial or commercial, and I shall be very glad to see that the cards, which I duly received, are thoroughly distributed."

From R. Walmsley, secretary-treasurer of the Creston Valley Agricultural Association, Creston, B.C.

"Your letter dated the 27th to hand and also the cards which I will have properly distributed at our Fall Fair as you have requested."

"I trust this will be a benefit to you as our Fair has a large attendance and it will impress upon the visitors the necessity of protecting Canada by purchasing Canadian products."

From H. D. Curtis, secretary-treasurer of the Slocan Valley Agricultural Association, Slocan, B.C.

"Yours of the 27th ultimo received and noted. I also beg to acknowledge the receipt of the package of cards you sent. I will see that these are displayed as required."

From J. F. Venables, manager of the Northern British Columbia Agricultural and Industrial Association, Prince Rupert, B.C.

"We shall be pleased to display the cards on Canadian products during our annual Fall Fair as you request."

From B. G. Hamilton, secretary of the Windermere District Agricultural Society, Invermere, B.C.

"We all appreciate the object which you have in view as set out in your letter of the 27th. The cards which you mention have also been received and I will personally see to it that they are given the best of use."

The trend of the other replies was along the same lines as the quotations above, the letters received from almost all of the exhibition managers indicat-

ing their desire to co-operate with the manufacturers in every way possible in displaying the products of Canadian manufacturers

## Sumas Lake Reclamation Scheme in British Columbia

A party of members of the B.C. Division, accompanied by members of the Vancouver, New Westminster, Abbotsford, Cloverdale and Chilliwack Boards of Trade, made a tour of inspection on August 30th of the reclamation scheme being carried out by the Provincial Government of British Columbia for the purpose of draining and reclaiming for agricultural purposes the bed of Sumas Lake and adjoining, low-lying land. Approximately another year's work remains to be done before the entire 32,000 acres to be reclaimed will be available for settlement. When this land is placed under cultivation, it will mean a notable addition to the fruit growing and dairying industries in the Province and will be of direct benefit to the members of the Association in British Columbia, particularly those engaged in the milk condensing and fruit and vegetable canning industries.

The party was personally conducted over the dyking and other works being carried on in the reclamation work by the Hon. E. D. Barrow, Minister of Agriculture for the Province, and Colonel Davies of the Provincial Land Settlement Board, assisted by J. R. Duncan of Vancouver.

The members of the Association who made the trip of inspection included F. E. Burke, chairman of the B. C. Division; J. B. Thomson, past chairman; J. H. McDonald, B. C. Manufacturing Co., New Westminster; R. L. Cliff, Pacific Milk Co., Vancouver; J. R. Duncan, Vulcan Iron Works, Vancouver; H. L. Streight, Brackman-Ker Milling Co., New Westminster; J. A. MacGowan, Abbotsford Timber & Trading Co., Abbotsford; Hugh Dalton, secretary of the B. C. Division, and others.

## New Members

During August, the following new members joined the B. C. Division of the Association:—

Vancouver Casket Co. Ltd., Vancouver, B.C.

Canadian Western Cooperage, Ltd., Victoria, B.C.

Pacific Starch Products, Ltd., Vancouver, B.C.

## Discovery of China Clay in B. C.

Deposits of kaolin, which may form the basis of a British Columbia porcelain industry, have been found south of Williams Lake, in Central B.C. Kaolin found here has been analyzed by Federal Government Officials at Ottawa and has been found suitable for china manufacture. The discoverers of the clay deposits have staked the ground for a considerable area.



# Ontario Division's Activities for Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman.....Arther F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
Vice-Chairman.....George Bridgen, Bridgen's Limited, Toronto  
Secretary.....J. M. McIntosh. Travelling Secretary.....O. C. Pease

THE "Produced-in-Canada" campaign in so far as it relates to Ontario, got off to a flying start at the Canadian National Exhibition in Toronto.

With the active co-operation of the Exhibition Directors and Management, 2133 cards 14" x 11", bearing the words "Make Canada Prosperous by Buying Canadian Products" in white lettering upon a dark green maple leaf against a background of lighter green were distributed to exhibitors and posted in prominent positions throughout the grounds and buildings. 3312 small cards, bearing the slogan "Produced-in-Canada", have been placed on exhibits of manufacturing, live stock, farm products, etc.

Live stock breeders, especially, were glad to receive a supply of cards which labelled their animals as being of Canadian origin, and exhibitors of cheese and other dairy produce displayed real co-operation by assisting the campaign with a generous distribution of cards and signs on their exhibits.

In addition to the work at the Canadian National Exhibition, the Ontario Division staff has made arrangements to spread the campaign over the 312 fall fairs and exhibitions that are to be held in the Province.

A circular letter was addressed to all secretaries of fairs reminding them of the campaign that was conducted last year and asking their co-operation for this attempt to educate the buying public to the necessity of making still greater purchases of Dominion products. Many encouraging replies were received promising every assistance and expressing a general and widespread approval of the campaign.

Members of the Association too, are rendering a service to their fellow-manufacturers and producers by arranging to supervise the distribution of cards at fairs for which the secretaries have been unable to make arrangements and by promising to assist the fair management by the loan of junior members of their staffs.

Before this issue goes to press arrangements will have been completed and supplies of cards sent to all the 312 fairs in Ontario. Postcards acknowledging the receipt of material are reaching the Division office by every mail, and judging by the nature of the replies the cause of "Produced-in-Canada" whether it has reference to the output of farm, field, forest, fishery or factory will this year receive on all hands an impetus that will do much to bring closer the goal of a prosperous Canada.

A few of the replies from fair secretaries read as follows:—

"I am in receipt of package of cards for 'Produced-in-Canada' Campaign and I will see to it that this movement is given every prominence by having cards

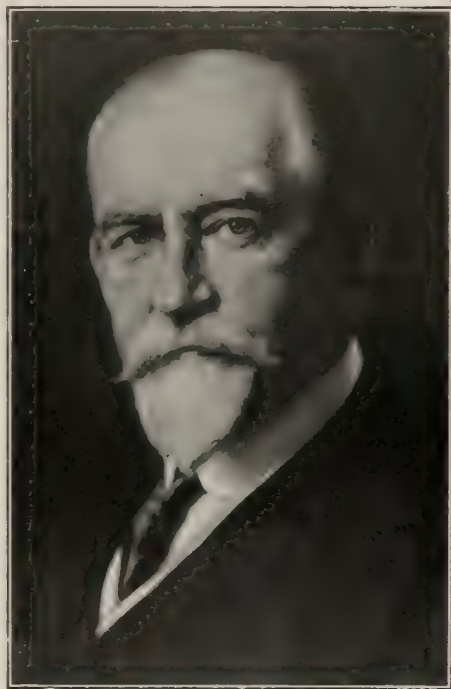
placed on goods and in conspicuous places."

"Am in receipt of your cards and will do all in my power to help your campaign along. I think this will be a great help to encourage Canadians to buy made-in-Canada goods."

"Cards received this day and will make every effort to distribute them on fair day, and I am sure they will have good effects, and think it the right method to assist in inducing our Canadian people buying Canadian products and Canadian-made goods and therefore would be a great assistance to our Country."

"They are a splendid means of increasing trade with our own people."

From members of the Association there have been received many requests



CHARLES F. BROOKER  
Chairman of Board of Anaconda American  
Brass, Limited, Who Have Acquired the  
Business of the Brown Copper and  
Brass Rolling Mills, Limited,  
New Toronto

for greater quantities and here again we quote from some of these letters:—

"We are in receipt of your letter of August 1st, re 'Produced-in-Canada' Campaign and think the idea is a very good one and something that should be given hearty support by every Canadian manufacturer."

"In thanking you for this, we are prompted to voice our appreciation of this particular Campaign."

"We will mail one of these out to each of our jobbers, asking them to post same in a prominent place."

"Kindly mail us twenty-five signs such as the two just received. We want to place them in every store in Megantic."

"I would like to give each of our salesmen on the road a card or two and I will have a number of them prominently displayed in the windows of our retail store."

"The idea is certainly great as the words cover everything made or grown in Canada."

"We have placed these two cards one on each side of our delivery truck."

"We feel this 'Produced-in-Canada' Campaign should meet with the approval and should get the backing of all manufacturers in Canada, and you may rest assured that from our end you can count on our enthusiastic support."

"We are in receipt of your Circular No. 361, and wish to compliment you on the very fine cards you have issued this year boosting the 'Produced-in-Canada' movement."

Many of the comments that are reproduced here contain valuable suggestions that may be made use of by other members of the C. M. A.

It has already been reported to head office that cards are being displayed in sample rooms by commercial travellers and it is believed that this is one means of convincing the retailer that the demand for Canadian products is continually growing.

That the sentiment is reaching the homes too, is evidenced by a request received by a member of the Division Staff on duty at the Exhibition. A motherly old lady asked him to give her one of the large cards. "I want to take it home and hang it up on the wall where everyone who comes into the house can see it."

## Niagara Falls Branch Enjoys Itself

The members of Niagara Falls Branch together with their wives, sisters, and sweethearts, Mr. H. R. Rice, chairman of the branch, told a representative of INDUSTRIAL CANADA, "had a grand time at the second annual picnic and field day."

The outing was held on July eighth, and some forty-nine members and guests were present, amongst them the Mayor, City Manager and Postmaster of Niagara Falls, N.Y., Ex-Mayor Harry Stevens of Niagara Falls, Ont., and City officials. Unfortunately Mayor Newman was unable to be present.

A buffet lunch was served under the direction of Tommy Akers, of the Canadian Ramapo Iron Works, and games, races and other pastimes were engaged in. On the sports programme were such items as city officials' race, obstacle races, and fat men's race. As to the winner of the last mentioned, Mr. Rice was mercifully silent.

This fall the branch is planning to hold a Ladies' Day at the Country Club, when a dinner and dance in honor of the ladies is to be held.



# This Month's Doings in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....F. W. Stewart, Peabody & Co., of Canada, Ltd., Montreal  
Vice-Chairman.....Paul E. Joubert, Lamontagne Limited, Montreal  
Secretary.....R. W. Goulin. Assistant Secretary.....A. S. Findly

**U**NDER the impetus of the ambition of a new mayor and a wide-awake city council, the town of St. Johns, Quebec, is out after new industries. Every effort is being put forth to attract firms from the United States, Europe and those located in other parts of Canada, to build subsidiary plants in this thriving town.

The association has quite a number of important members here and arrangements are being made to hold an evening meeting of these members in September. A membership campaign will be launched in this district this month and an attempt made to induce those who are not already members of the association to join the ranks.

The members in St. Johns wish to be brought in closer contact with the Montreal Branch activities and while at the present time there are not sufficient to form a separate branch, it is hoped that within the next two years the opportunity will present itself, through increasing numbers, for this step in organization. In the meantime, arrangements will be made to hold occasional meetings in St. Johns, and these will assist materially in solidifying the organization in the Quebec Division.

## Three Rivers Exhibition

This fair, held from August 21st to 26th, inclusive, is a large, well organized one, and has a mile and a half mile trotting tracks, a number of stables for the horses and cattle, three large main buildings, and the usual side show attractions.

One of the main buildings was taken up with a Quebec Government exhibit, showing fruits, vegetables, textiles, handicrafts, cloth, etc., another with fowl and poultry, and the other building by individual exhibitors—mostly manufacturers. The "Produced-in-Canada" cards were placed on all Canadian made goods and on anything grown in Canada, the large cards were placed with the exhibits and in conspicuous places throughout the whole Fair grounds, in all about one hundred and ninety-five cards being used. The estimated attendance during the week was 65,000.

## Sherbrooke Exhibition

This Exhibition, considered as one of the best held in the Province of Quebec, opened on August 28th, and continued for one week. The estimated attendance is placed at 100,000. The grounds contain a half, and one mile trotting tracks and a large grand stand. The permanent exhibition buildings consist of a main hall, arts, agricultural and fowl buildings, and there are also a large number of sheds for cattle, hogs, horses, etc. The Association campaign was car-

ried out in placing "Produced-in-Canada" cards on all Canadian made products and on everything grown in Canada, and about one hundred and sixty-five cards "Make Canada Prosperous by Buying Canadian Products" were placed in conspicuous places throughout the grounds and buildings. As well as these Exhibitions attended by a representative of the Association, the campaign cards have been supplied to the secretaries of seventeen other fairs held to date, and in all cases we have received their hearty co-operation.

## Valleyfield Exhibition

The Valleyfield Exhibition was attended on August 14th, and the campaign cards placed in conspicuous positions at the main entrances to the grounds, also at the entrance to the grand stand, main building, cattle sheds and other places where best seen. Exhibits of Canadian-made products and anything grown in Canada were carded and in all about one hundred of the cards were used. The estimated attendance during the week of August 14th to 18th was placed at 30,000.

## St. Johns Exhibition

The local exhibition at St. Johns, Que., this fall was one of the most successful yet held in that district. On the second day of the fair, the Mayor and town council declared a civic holiday and the entire population of the town and the surrounding countryside turned out.

Your representative was present for the distribution of the "Produced in Canada" literature, and the exhibitors eagerly seized the opportunity to secure cards to further display their goods. There was a particularly fine exhibit of needle-work by the ladies of the county and in almost every case the women seemed particularly keen to secure cards to place on their handiwork.

An idea of the appreciation of this campaign may be gleaned from the fact that on the arrival of your representative at the fair grounds it was found that several of the exhibitors had preserved their cards from last year, and already had them displayed.

About one hundred of each type of card were distributed, in both languages, with the result that at night there could be no mistake made on the part of the visitor that much Canadian produce was on exhibition and that the exhibitors were proud of it. One interesting little incident occurred. I approached the owner of a particularly fine specimen of steer, which was to take a prominent place in the parade, scheduled for the afternoon. On requesting that a "Produced in Canada" card be affixed to the animal, he replied that he had no string

and tacks would not do. "Its too bad we can't use one of the cards on the steer," I replied. "I'll carry it in my hand," he said, a bright idea striking him. "If you do that the spectators may not know that it is meant for the steer," I countered. "It is no matter," he came back, at once, "both are products of Canada and I'm a fair specimen at that," and he was, as I realized, when I looked at his almost six feet of muscle and brawn.

## The Coal Problem

The Province of Quebec is delving deep and with worried brow into the coal problem. The Quebec Division of the Association was one of the first organizations in the Province to approach the question seriously. A meeting of the division executive was held last month at which a special coal committee, consisting of the chairman, F. W. Stewart, vice-chairman, P. E. Joubert, and Messrs. Leslie Drake, R. Montague Davy and C. A. Reynolds was named to take action in the matter.

On instructions from the committee, a questionnaire was prepared and issued from the Montreal office to all division members, in order to ascertain their actual needs in bituminous coal during the months of September, October, November and December. These replies being received, the committee again met and efforts were made to tap sources of supply. Quite a large quantity of coal was found available and the committee then communicated with those who expressed a desire for a supply and requested that they communicate with the local office, and made arrangements if they so desired, for specific quantities. Thus far the plan has worked out very well. Not a few of the members of the Quebec Division have been placed in touch with dealers who are supplying them for the next few months.

## Studying Export Conditions

Two of the Canadian Government Junior Trade Commissioners have been in Montreal recently studying export trade conditions. Robert S. O. Meara and L. Moore Cosgrave spent a week in New York recently and there went into the question of packing and documentation with leading exporters of the American metropolis.

They then came to Montreal to study Canadian conditions and secure some idea of the methods used here. While here they were placed in touch, through the local office of the Association, with the Canada Carbide Company, the Canada Cement Company, the Dominion Glass Company, William Clarke, Limited, and Grace and Company, where they were given every possible assistance by the officials in charge of the export departments of these respective companies.

Messrs. O'Meara and Cosgrave on their return to Ottawa will prepare and deliver a series of lectures on packing and documentation to the Junior Trade Commissioners who are preparing for their work in the Department.



# LA SECTION FRANÇAISE

## Echos de l'assemblée de la division de Québec

En outre du rapport de la Division de Québec que nous avons publié le mois dernier, nous tenons à mettre nos lecteurs au courant de certaines questions importantes qui ont été discutées et résolues. Parmi celles-là se trouve l'expédition des nombreuses causes qui sont en souffrance sur le dossier judiciaire. A part les détails déjà mentionnés et la question du ravitaillement du charbon, M. Gould, le secrétaire, fit rapport que le règlement concernant les arroseurs automatiques a été abrogé par les autorités municipales, ce qui met fin aux inconvénients causés par les alarmes dont les propriétaires d'usines étaient exposés à subir les frais. Le secrétaire reçut instruction de faire part aux membres de la division de ce changement.

Sur la question des assemblées de division il fut décidé qu'une assemblée soit tenue à Trois-Rivières et à Sherbrooke deux à Québec et le reste à Montréal, et qu'un agenda soit tenu contenant les dates de ces assemblées afin que les intéressés en dehors de Montréal en soient avisés.

On conféra ensuite sur la situation du commerce et après discussion on adopta à l'unanimité la résolution suivante:

*Considérant* que la période critique des affaires se maintiendra, en apparence, pour quelque temps, et en sorte qu'il faudra agir afin de les activer dans toutes les sections du Dominion, qu'il soit alors résolu, que le gouvernement fédéral confère avec les représentants agricoles, du travail, de la finance et des industriels des différentes provinces, afin de discuter aux voies et moyens pour que tous travaillent à l'unisson à développer les conditions et la reconstruction économique de notre pays, et que cette résolution soit envoyée au Conseil Exécutif pour qu'il en prenne considération.

A propos de la mission de l'Exposition britannique, on décida de faire une grande réception à cette mission, qui doit visiter notre pays en rapport avec l'exposition de l'Empire, qui sera tenue en Angleterre l'an prochain, et le Secrétaire fut autorisé de se tenir en rapport avec le Commissaire Britannique de Commerce, afin de savoir ce que d'autres organisations ont fait pour recevoir les membres de la Mission, et de leur préparer un dîner auquel les manufacturiers intéressés assisteraient pour discuter avec les visiteurs de la condition des affaires

Sur la question de la prévention des accidents, l'Association préventive des acci-

dents ayant suggéré que la province de Québec s'organise avec elle, après discussion la question a été renvoyée au comité chargé de la loi de Compensation des ouvriers.

Une lettre concernant le travail du Royaume fut reçue du "Veteran and Breton" demandant de tenir ce journal au courant des chances du travail habile en Canada, et en retour qu'il aviserait l'Association sur ce genre d'artisans en Angleterre, qui viendraient s'établir ici. La question sera soumise au département des relations industrielles.

*La loi des faillites:* Les questions d'amendements à la loi des faillites et l'effort pour unifier la loi sur l'impôt des corporations ont été brièvement discutées, et le président a défini le travail accompli à ces sujets. Au retour de M. H. J. Elliott on lui demandera d'assister à une assemblée, à laquelle ces questions seront discutées et que le gérant du département en loi soit aussi présent.

*Campagne de produit en Canada:* Le Secrétaire a fait rapport de ce qui a déjà été fait par le bureau local en rapport avec les efforts du bureau-chef pour la distribution de cartes et autres littératures, insistant sur l'achat de marchandises fabriquées en Canada, à toutes les foires d'automne dans la province de Québec. Ce qui fut approuvé par l'assemblée.

*Le fonds de réception:* Un rapport spécial a été présenté par le secrétaire concernant le fonds d'urgence de la division, qui reçut instruction de prélever une cotisation sur tous les membres de la division. Cette cotisation devra être approuvée par le président avant son émission, et que les membres soient divisés en trois groupes suivant le nombre de leurs employés, le premier groupe sera cotisé à \$2.50 chacun, le second à \$5.00 et le troisième à \$10.00.

*Campagne de recrutement:* Le secrétaire annonce que des plans ont été préparés pour faire une campagne de recrutement dans la division de Québec durant deux ou trois mois, et que le bureau-chef enverra deux de son personnel pour aider au mouvement durant trois ou quatre semaines.

Les nouveaux membres suivants furent admis membres de l'Association; MM. H. Kearns, de la A. R. Whittall Can. Co.; A. J. Hopkins, de Black & Decker; Jo Aron, de la Novelty Art Manufacturing Co. A. S. Biffi, de la Italo-Canadian Products Co.; H. S. Heasley, de Sadler & Haworth; F. H. Leblanc, de la Hector Shoe Co.

## Erreur à corriger

Nous nous inspirons d'un article publié dans l'Événement du 25 août, intitulé "Théorie et Pratique" pour démontrer que le "Marking Act", abrogé par le gouvernement devrait être réinstallé dans nos statuts, car malgré que le département des douanes a des droits discrétionnaires pour évaluer ou désigner les produits venant de pays où le numéraire est fortement déprécié, on a déjà signalé le danger de voir déverser sur notre marché des marchandises, qui font une concurrence désastreuse à nos industries.

D'un autre côté, on reconnaît l'importance de la campagne faite en faveur des produits fabriqués en Canada, afin d'activer la grande production, la protection que donnait à nos industriels le "Marking Act", se trouve de nul effet, et malgré toute la vigilance de nos douaniers le danger du *dumping* existe quand même, et à l'appui de notre énoncé nous citerons la dernière loi tarifaire qui est: "que les douanes canadiennes estimeront tout article vendu au Canada par des pays à change lourdement déprécié, à la valeur qu'aurait cet article s'il était produit ou fabriqué en Grande-Bretagne. Quant aux articles qu'on ne trouve pas au Royaume-Uni, il leur sera attribué la valeur qu'auraient ces articles dans n'importe quel pays européen dont la monnaie ne serait pas sensiblement dépréciée au Canada".

Or, il est un fait connu que la plupart des produits allemands qui nous arrivent, passent par l'Angleterre ou les États-Unis, sans aucune marque ou indication de leur provenance, car comme le dit avec raison "L'Économiste Canadien": "Pour évaluer les marchandises tombant sous ce décret, les douaniers canadiens devraient connaître les prix courants d'un tas d'articles, non seulement en Grande-Bretagne, mais encore dans plusieurs autres pays d'Europe". Le commerçant lui-même qui voudrait contrôler son compte de douane, vérifier s'il n'y a pas d'erreur dans la note du douanier, devrait connaître ces prix courants, britanniques ou autres, des pays étrangers. C'est un vrai nid à débats, à chicanes. Une loi qui devrait être simple et claire pour faciliter l'expédition des affaires, est au contraire compliquée au possible, et certains organes représentatifs des groupes d'affaires déclarent sans détours "que cette méthode, parce qu'absurde, demeure inopérante".

La loi actuelle est sans doute équitable sous plus d'un rapport, mais elle crée des difficultés à l'importateur qui se trouve,



dans bien des cas, embarrassé. C'est pour-quoi nous constatons que l'erreur à corriger serait de déterminer les droits à payer, afin d'éviter les erreurs inévitables, causées involontairement peut-être, par les douaniers ou le favoritisme qui en découlerait.

Nous espérons que le gouvernement tiendra compte de ces observations qui sont faites dans le but d'arriver à évaluer à évaluation équitable pour le bénéfice de l'importateur. Comme pour protéger nos industries domestiques qui se trouvent par le fait, privées d'une protection équitable, tout en n'étant pas onéreuse pour l'exportateur étranger.

## Nos Expositions

Les principaux centres de notre province font leurs déploiements accoutumés, afin de démontrer au public de leurs districts les progrès accomplis d'année en année dans les productions agricoles et manufacturières.

Trois-Rivières comme toujours, a eu son exposition qui dans son ensemble a obtenue un succès complet. Le superbe terrain, destiné à cet effet, est superbement aménagé et comprend trois grands pavillons, des étables spacieuses et bien tenues; une piste de course de 1½ mille de parcours, et des avenues où se trouvaient des tentes renfermant des curiosités de toutes sortes, décorées d'enluminures flamboyantes.

Les grands pavillons contenaient des exhibits du gouvernement provincial, ainsi que des produits agricoles des plus beaux et des plus variés. Les légumes et les fruits se disputaient la palme de l'apparence et de la beauté. Les produits textiles agrémentés de superbes travaux de fantaisie faisait un tableau des plus ravissants. Les échantillons divers de productions manufacturières ajoutaient un relief important à ce déploiement sorti de la nature et de l'habileté des différents fabricants.

Nous avons constaté que la section des manufacturiers canadiens de Trois-Rivières s'est évertuée à faire valoir nos productions domestiques, en attachant de nombreuses cartes signalant nos "produits en Canada" et nos articles "Fabriqués en Canada". Cette innovation aura sans doute un effet salutaire sur les milliers de personnes qui ont visité cette exposition, et nous espérons qu'ils mettront en pratique le dicton, qui est de favoriser nos produits Canadiens avant tout, afin qu'en ce faisant ils aideront à augmenter la production agricole et manufacturière, qui par son accroissement procurera le bien être aux milliers d'artistes qui en seront les producteurs.

Comme jeudi, le 24 août, était désigné pour la visite des ministres fédéraux et provinciaux, une grande foule avait envahi les terrains de l'exposition, et nos hommes d'état ont pu constater les progrès énormes qu'ont fait les industries agricoles et manufacturières de cette région.

On calcule que durant la semaine de l'exposition plus de 7500 personnes l'ont visité, et outre la partie sérieuse, la direction a su agrémente les différentes étapes de l'exposition en fournissant au public des attractions variées et surtout des courses de chevaux qui feront époque dans les annales hippiques de la florissante ville des Trois-Rivières.

## A St-Jean, Qué.

M. R. W. Gould, le secrétaire de la succursale de Montréal et de la division de Québec a eu la bonne fortune de visiter l'exposition de St. Jean, qui ne le cédait en rien aux déploiements du genre dans le district de Montréal.

M. Gould a constaté avec plaisir un regain sensible dans les productions agricoles et manufacturières qui étaient tous de premier ordre. Le superbe terrain de l'exposition était très bien aménagé de bâtisses et accessoires spacieux pour exhiber les différents produits qui étaient des plus beaux et des plus variés. Les multiples attractions ajoutaient une variante à la partie sérieuse de l'exposition et les milliers de personnes qui l'ont visitée ne tarissent pas d'éloges à l'égard du bureau de direction qui en avait la charge.

On a constaté que la campagne entreprise par l'Association des Manufacturiers Canadiens, pour encourager l'achat de produits canadiens, s'est implantée d'une manière pratique dans St-Jean et la région, car on voyait de nombreuses cartes placées sur tous les articles, portant la devise "Produits en Canada" et "Fabriqués en Canada". De plus, un bon nombre des exposants avaient conservé leurs cartes de l'an passé pour activer cette campagne qui, si elle est mise en pratique, augmentera la production et contribuera au bien-être des manufacturiers comme de leurs employés. De plus, un grand nombre de ces cartes étaient affichées dans les hôtels et dans les principaux établissements de commerce et publics.

M. le maire Bouthillier a proclamé fête civique jeudi le 24 août, ce qui a contribué à augmenter l'affluence des visiteurs sur les terrains de l'exposition. On a particulièrement admiré les travaux de fantaisie à l'aiguille et de broderie, qui peuvent faire bonne figure en aucun pays.

Comme il n'y a pas d'exposition complète sans des courses de chevaux, la superbe piste de St. Jean a vu concourir les coursiers de renom de la province de Québec et de l'est d'Ontario.

Bref, les milliers de visiteurs sont unanimes à déclarer que l'exposition de St-Jean, pour 1922, a été un succès de premier ordre dans tous ses détails, grâce à l'esprit d'initiative et au dévouement de ceux qui en avait la direction.

## Sherbrooke

L'exposition de la ville Reine des cantons de l'Est fera époque dans les annales agricoles et industrielles de cette importante et florissante région. Dès lundi le 28 août des centaines de cultivateurs et d'industriels installaient leurs produits dans les spacieux pavillons destinés à cet effet, et présentait un coup d'oeil des plus intéressants et réjouissants.

Le terrain de l'Exposition est situé à une distance assez éloignée du centre de la ville et contient tout ce qu'il y a de bien aménagé en fait de bâtisses pour l'étalage des produits agricoles qui étaient d'un choix remarquable. Les manufacturiers,

de leur côté, avaient des exhibits des plus variés et des plus modernes, car Sherbrooke ainsi que dans les principaux centres des Cantons, possède des industries qui ne le cèdent en rien à aucune partie de la province. L'agriculture comme les fabriques produisent ce qu'il y a de plus fin de siècle dans leurs lignes respectives.

Les étables et hangars destinés à abriter les animaux de toutes sortes sont proprement aménagés d'après les meilleurs principes de l'hygiène, aussi on y voit des animaux des plus belles races qui sont un sujet d'orgueil pour ceux qui les exhibent.

Parmi les exhibits en évidence on a vu un déploiement d'ouvrage domestiques, comprenant des travaux de broderies, de dentelles, de courtépentes artistement finies, sans compter des textures de toutes espèces qui feraient bonne figure avec les productions du genre dans aucun pays d'Amérique.

Pour agrémente cette superbe exposition, le bureau de direction a fourni aux centaines de mille personnes présentes, durant la semaine, des amusements des plus récréatifs et intéressants qui mélaient l'agréable à l'utile.

Deux pistes de courses d'un demi et d'un mille nous ont donné l'avantage de voir parader de superbes animaux, dont les chevaux de trait et d'agrement formaient l'apanage le plus beau de cette parade.

Durant la semaine, la fanfare de Sherbrooke, qui ne le cède en rien aux meilleures du pays, a fait entendre un répertoire des plus variés et des mieux choisis de musique classique et populaire.

Afin d'activer l'œuvre d'éducation sur l'importance des produits canadiens, l'Association des Manufacturiers avait attaché à chaque produit une pancarte portant les mots de "Produit en Canada" et "Fabriqué en Canada". Nous avons confiance que la population des Cantons de l'Est comprend l'importance d'encourager l'emploi ou l'achat des produits Canadiens, car de cela dépend l'expansion non seulement de nos produits agricoles, mais aussi de nos effets fabriqués au pays, que ne le cèdent en rien aux produits étrangers et qui, pour la plupart, sont supérieurs à ceux-ci.

Bref, l'Exposition de Sherbrooke a été un succès superbe et les 100,000 personnes qui l'ont visitée en garderont un souvenir ineffaçable.

## Notules Industrielles

Le Congrès ouvrier a été, comme d'habitude, fécond en déclarations, qui sont loin de créer une bonne entente entre le capital et le travail. L'internationalisme ouvrier compte des membres qui, par leur radicalisme, élargissent l'abîme qui empêche la coopération pratique entre l'industriel et l'ouvrier. Durant cette période de reconstruction économique, on devrait être plus tolérant envers le fabricant, qui est prêt à coopérer à son rétablissement normal.

Lors de sa visite à l'exposition de St-Jean, M. R. W. Gould, l'actif secrétaire de la division de Québec et de la succursale de Montréal, de l'Association des Manufacturiers Canadiens, a entrevu plusieurs membres de cette localité, qui seraient anxieux d'établir une succursale, afin de se réunir périodiquement pour discuter les questions d'intérêt industriel et parmi ces membres les plus zélés est M. W. C. Trotter de la Standard Clay Products, de St-Jean. On a décidé de tenir une première assemblée, pour les fins précitées, jeudi, le 7 septembre.



# News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman.....J. E. McLurg, Halifax Shipyards, Limited, Halifax, N. S.  
 Vice-Chairmen.....J. A. Reid, Hart Boot & Shoe Co., Ltd., Fredericton, N. B.  
                           C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
                           J. L. Macdonald, Atlantic Underwear, Limited, Moncton, N. B.  
 Secretary.....H. R. Thompson, Box 470, Amherst, N. S.

THE Secretary has been devoting a large part of his time during the last few weeks to visiting various localities and calling on members and prospective members. So far he has covered the territory through the Annapolis Valley and around the western and southern shore of Nova Scotia. The possibilities for increased membership in this section are very limited, but he managed to secure a few applications and the promise of others in the near future. His next trip will be to the north shore of New Brunswick, where there are located quite a number of lumbering concerns who have not yet joined up.

## Maritime Board of Trade

The Annual Convention of the Maritime Board of Trade was held in St. John on the 6th and 7th of September. About sixty delegates were registered, among whom were members of the Provincial and Federal Governments.

The Official Agenda named the following matters for special consideration:—

1. Functioning of Maritime Board of Trade in co-operation with Provincial Governments of Maritime Provinces.
2. Immigration policy for Maritime Provinces.
3. Canadian Ports for Canadian Commerce.
4. Establishment of a Canadian Federal Research Institute.

After these questions received exhaustive discussion, the following resolutions were adopted:—

1. Resolved that the incoming executive committee of this board be appointed to wait upon the governments of Nova Scotia, New Brunswick and Prince Edward Island, and ask them respectively to make such contribution in conjunction with the local boards as will ensure the establishment and maintenance of an official to be appointed by the executive of the board, whose duties will be defined by the executive for the advancement of the business interests of the Maritime Provinces.

And further resolved, that a per capita assessment be made in the local Boards of Trade for a sum sufficient to defray the additional expenses of maintaining such an office over and above the amounts secured from the Provincial Governments.

2. Whereas, the development of the agricultural resources of these maritime provinces and their commercial and industrial prosperity is largely dependent upon securing an increase of population; and

Whereas the conditions prevailing in these provinces and the special advantages for settlement which they possess differ very widely from those of other parts of the dominion and require the dissemination of information specially relating thereto and a distinctive policy of colonization;

Therefore resolved, that the several governments of the Maritime Provinces be respectfully requested to confer together and with the Federal Government as soon as possible with a view to co-operation in formulating a joint and co-ordinate policy for purposes of an increase in the population of these provinces.

Also resolved, that we recommend a survey be made for the purpose of ascertaining what available lands are most suitable for settlement, including a listing and description of vacant farms.

Further resolved, that farmers' sons at home should be given every possible advantage and encouragement to settle upon the land if they so desire; and

Further resolved, that the federal minister of immigration be asked to make a personal survey of conditions in the Maritime Provinces.

3. Whereas, the development of the export trade of Canada is of vital importance to all sections of the Dominion; and

Whereas, the volume of export trade will depend in a large measure upon the volume of import trade; and

Whereas, Canada's geographical position fronting on the trade routes of the two great oceans of the world places her in a splendid position to compete in foreign trade through her own ocean ports and over her own terminal facilities; and

Whereas, it is in the best interest of the Dominion as a whole that the facilities of her ocean ports should be used to the fullest possible extent for carrying the overseas traffic of Canada; and

Whereas, such use will not entail any disadvantage to the importers or exporters of Canada in freight rates, the principle that freight rates to and from exporting and importing points to the same interior point should be equal having long been settled;

Therefore resolved, that in the opinion of this conference the time is now opportune for bringing into effect the clause in the customs tariff limiting the British preference to goods brought into Canada through Canadian seaports.

Also resolved, that these ports should receive preferential consideration over all foreign ports by the transportation companies of Canada and by Canadian importers and exporters; and that it be impressed upon British exporters, through the medium of the Canadian Chamber of Commerce of London, England, and through the trade commissioners of Canada, that it would tend to the strengthening of the Empire if Canadian ports were used by them in forwarding their shipments to this country.

Further resolved, that representations in accordance with the spirit of this resolution be made to the Dominion government and to each member of parliament from the Maritime Provinces.

"Whereas, it is believed that increase of population and expansion of the commerce and industry of the Dominion of Canada at large, and particularly of the Maritime Provinces, depends very largely upon the development of our natural resources; and

"Whereas, there is a lack of definite information as to the potential value of these resources and the extent to which they may be profitably developed;

"Therefore resolved, that in the opinion of this conference the early establishment of a national research institute for the Dominion of Canada is to be desired, and that in addition to investigating the possibilities of a fuller application of scientific knowledge to improvement of processes of manufacture, the utilization of by-products, etc., such institute should obtain the fullest possible information with regard to the extent and availability of our natural resources and report as to measures which might be taken for their development."

During the Convention the visiting delegates were entertained at a Rotary Club Luncheon, a dinner at the Union Club, an automobile drive to points of interest, and by a visit to the St. John exhibition.

## "Produced in Canada" Campaign

The Secretary has made arrangements for the distribution of "Produced in Canada" cards at the various exhibitions to be held in the Maritime Provinces this fall. He personally attended the St. John exhibition which was held from September 2nd to 9th, inclusive, and supervised the display. The cards were gratefully received by the exhibitors of Canadian-made goods and were the subject of considerable favorable comment.

## Cost of Living in Canada, United States and Great Britain

The most recent Department of Labour figures give the average increase in cost of living over 1914 as "between 50% and 55%."

The latest American figures give the cost of living as 55% above that of 1915.

The Department of Labour reports that the cost of living in Great Britain in July, 1922, was 84% above that of July, 1914, the peak having been in 1920,—176% above July, 1914.

## Wages in the United States

The United States Steel Corporation in the middle of August advanced wages 20%, the unskilled labor rate being increased from 30c. to 36c. per hour. This increase will bring the wage to the level prevailing in July, 1921, and leave the wages above the 1915 level.

As an immediate result of this increase most of the independent steel producers have made similar advances in wages. The number of men affected is about 200,000.



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C. M. A.

**T**HE Board of Railway Commissioners have announced that they will commence hearings extending from Quebec to Vancouver, for the purpose of considering applications which have been filed from the various points throughout the country. The first hearing will be held at Quebec on September 6th, and the last hearing, on the way back from Vancouver, at Fort William on October 4th. The list of cases to be heard at the various points, together with the dates on which the Board will be at the different places, are as follows:

Court House, Quebec,  
September 6th, 10 a.m.

1. Application of Parish of l'Enfant Jesus, Beauce County, Que., for order authorizing construction highway across Quebec Central Railway tracks leading to Valle Jct. station.
2. Application Citizens' Assoc. of Limoilou, Que., re completion Canadian National Railways' Beaurport Line (Q.R. Light and Power Co.)
3. Application Municipality of Village of Pont Rouge, Que., for subway under track of C.P.R. at Julien Crossing.

City Hall, Saskatoon,  
September 9th, 1.15 p.m.

1. Application Department of Highways, Saskatchewan for order authorizing public highways over Grand Trunk Pacific Railway tracks on road allowance between sections 7 and 8, Township 28, Range 17, West 2nd Meridian.

Court House, Edmonton,  
September 11th, 10 a.m.

1. Application City Council Vegreville, Alta., for relief of expenses maintaining watchman at Main Street Crossing, C.N.R.
2. Application Municipal District of Birch Lake No. 484, Ranfurly, Alta., for order directing C.N.R. protect crossing at Innisfree, Alta., by bars or gates or put in new location.
3. Application Alberta Fish Co., Ltd., for reduction in rates on fish Edmonton to points North.
4. Complaint of P. Burns Co., Prince Albert, Sask., against Canadian National Express re claims for goods lost or damaged at flag station.
5. Application Alberta Dairymen's Assoc. for order establishing express rate on three gallon cream can.
6. Application City of Edmonton for order to construct highway across C.N.R. for purpose opening Regent St. (Now known as 109th Ave.), between 60th and 61st Street.

Jasper, Alta., Sept. 12th, 9 a.m.

Application C.N.R. for leave to close divisional point at asper to consolidate with facilities at Lucerne.

Lucerne, B.C., Sept. 12th, 1.45 p.m.

Application C.N.R. for leave to close divisional point at Jasper to consolidate with facilities at Lucerne.

New Hazelton, B.C., Sept. 13th, 9 a.m.

1. Application C.N.R. to close station at New Hazelton as agency station.
2. Application residents of Quick, B.C., and vicinity for order directing C.N.R. provide station accommodation at Quick, B.C.

City Hall, Victoria, B.C.,  
Sept. 18th, 10 a.m.

1. Application Land Settlement Board, for approval of plan showing stop gaps on C.N.R. at Fraser River and Atehelitz Dyke Crossings, Sumas Dyking District, B.C.

2. Application Department of Public Works of B.C. re Matsqui Dyking District and responsibility of C.P.R. and C.N.R. crossing same.

Court House, Vancouver, B.C.

Sept. 19th, 10 a.m.

1. Application Vancouver Harbour Commission re running rights over Vancouver, Victoria and Eastern Railway and Navigation Co. tracks, False Creek to Burrard Inlet, B.C.

2. Application Vancouver, Victoria and Eastern Railway and Navigation Co. to determine cost of work referred to in paragraph 2 Order 28479, June 25, 1919 re George St. Crossing.

3. Consideration question of distribution of cost of changes approved by Order 31988, January 7, 1922, re location derrails and signals governing movement B.C. Electric Railway to opposite side of street account of change in rule of road from left to right.

4. Application Hudson's Bay Co. for ruling as to proper rating for lamp standards under Canadian Freight Classification.

5. Application City of Vancouver and Geo. E. Bennett for order reducing fares of Vancouver, Fraser Valley and Southern Railway Co. on its Burnaby Lake Line within city limits to same rates as exist on city lines.

City Hall, Kamloops, B.C.

Sept. 22nd, 10 a.m.

1. Application Soldier Settlement Board for reconsideration of crossing for Thos Parker, near Beavermouth, B.C., on C.P.R.

2. Application Kamloops Board of Trade for order directing C.P.R. establish immediate switching connections with C.N.R. at Kamloops.

City Hall, Nelson, B.C.,

Sept. 25th, 10 a.m.

- Application McDonald Jam Company, Nelson, B.C., for reduction in rates on sugar and cans

City Hall, Lethbridge, Alta.,

Sept. 27th, 10 a.m.

1. Application C.P.R. for permission withdraw trains 535 and 536 McLeod to Crow's Nest train service.

2. Application C.P.R. for order amending Order 19491, June 6, 1913, to fix liability for maintenance at crossing of 21st St. South.

City Hall, Calgary, Alta.,

Sept. 28th, 2 p.m.

1. Application C.P.R., for order amending Order 1989, Nov. 6th, 1906, to provide that cost of maintenance for crossing at 3rd Street, Olds, Alta., be borne by Town of Olds.

2. Application Village of Three Hills, Alta., for order directing G.T.P. to provide and construct suitable crossing where railway intersects village in Northeast Quarter of Section 36-31-24 W 4. M.

3. Application Department of Public Works, Alta., on behalf of school district 2472 Drumheller for approval of plan showing proposed highway crossing over C.N.R., in Southwest Quarter of Section 1-29-20 West of 4th Meridian.

4. Application of Board of Trade, Redland, Alta., for better lighting facilities on C.N.R.

5. Application Ernest Powell, Wayne, Alta., for spur to coal mine midway between Wayne and Rosedale, Alta., on C.N.R.

6. Re passenger trains 540 and 541 Calgary-MacLeod, C.P.R.

7. Application C.P.R., for order directing City of Calgary to bear past and future cost of maintenance where Fourth Street W. crosses C. P. R. near Eleventh St. West, Calgary.

8. Complaint Calgary Live Stock Exchange re rates on livestock from Alberta points to stations on Esquimalt & Nanaimo Railway between Ladysmith and Victoria, B.C.

City Hall, Regina, Sask..

Sept. 30th, 10 a.m.

1. Application Rural Municipality of Bone Creek No. 108, Sask., for order requiring C.P.R. to provide overhead crossing on road allowance East of section 15-9-17 W. 3 M. Sask.

2. Application Rural Municipality of Pipestone, Reston, Man., for order requiring C.N.R. to pay cost of construction as previously provided in matter of road through centre of Section 9-9-27 W., from west side to township of Woodnorth, Man.

3. Application Rural Municipality of Piapot No. 110, Sask., re protection at crossing of C.P.R. at Cross, Sask.

4. Application of business men and farmers at Congress, Sask., for better accommodation at Congress Station, C.P.R.

5. Application residents of Village of Balcarres, Sask., for order requiring that C.P.R. allow crossing to remain as at present in matter proposed construction of extension to tracks serving coal and oil dealers at Balcarres, Sask.

City Hall, Winnipeg, Man.,

Oct. 2nd, 10 a.m.

1. Application farmers in vicinity of High Bluff and Poplar Point, Man., for siding at Zacharie, on C.P.R.

2. Application Municipal Council, Village of Foxwarren, Man., for crossing over C.P.R. to connect Third and Fourth Sts.

3. Application Minnesota and Ontario Paper Co., International Falls, Minn., for order declaring rates on newsprint paper Fort Frances to Western Canada points in Northern Pacific tariff C.R.C. 541 effective January 9th, 1922, should have become effective Dec. 1, 1921, in accord with General Order 350 and directing Northern Pacific to make reparation on shipments between the dates mentioned.

4. Complaint City of Winnipeg that gates at C.P.R. crossing Selkirk Ave., do not operate with derrails and railway signals as ordered by Board and that gates are operated by watchman from 6 a.m. to 2 a.m. whereas order requires watchman day and night. Application of C.P.R. for relief from maintaining watchman between 2 a.m. and 6 a.m.

City Hall, Fort William, Ont.

Oct. 4th, 10 a.m.

1. Complaint of R. W. Hyndman, Port Arthur, Ont., against removal of planking from his crossing on G.T.P.

2. Application Public Utilities Commission, Port Arthur, for order granting permission to operate one-man street cars also permission to cross C.N.R. on Fort William Rd., requiring C.N.R. to provide necessary protection at its own expense for this crossing.

### Freight Loading Increases

Revenue freight loading as reported by the American Railway Association for the week ending August 19th, 1922, compared with the same period for 1920-21 shows that traffic, with the exception of coal and coke, is moving in greater quantities than that of last year, but is still below the 1920 figure. The amounts shown are in cars:—

District	1922	1921	1920
Eastern	198,751	198,559	236,017
Alleghany	177,411	159,021	204,341
Pocahontas	30,199	28,599	34,311
Southern	110,584	108,736	128,396
Northwestern	153,700	127,585	168,096
Southwestern	58,292	63,553	65,676
Central Western	127,282	129,067	131,266
Totals	856,219	815,147	968,103

The following figures show the total number of cars of the different kind of commodities, comparing the period in 1922 and 1921:

	1922	1921
Grain and Grain Products	55,893	60,066
Live Stock	29,756	28,499
Coal	81,959	152,513
Coke	8,201	4,524
Forest Products	57,934	44,809
Ore	67,201	31,987
Merchandise L.C.L.	229,925	220,956
Miscellaneous	325,350	271,193



## Recent Decisions of the Board of Railway Commissioners for Canada in Connection with Traffic Matters

*Order 32628, July 20th, 1922.* Canadian Pacific Railway ordered to maintain tracks which it was required to construct under Order 25980, March 30th, 1917, as amended by Order 27950, December 31st, 1918, in connection with the interchange between the C.P.R. and the Grand Trunk Railways at Belleville, Ontario.

*Order 32785, August 23rd, 1922.* This order approves Proposed Supplement "B" to Express Classification for Canada No. 5 as amended by Order 32652, July 21st, 1922, and provides new ratings on dress forms or dummy figures N.O.S. The new supplement will be known as Supplement No. 2 to Classification No. 5.

*Judgment, July 20th, 1922.* Application W. R. Spooner, fish merchant, Montreal, for revision of Express Classification permitting delivery to various consignees without extra charge on shipments consigned to one consignee.

The Board in this decision disallows the application on the grounds, it is stated, of the possibility of creating a chaotic condition in the railway companies' stations, as, if permitted in connection with shipments of fish, consignors and consignees of other commodities would be entitled to the same provision.

## I.C.C. Service Orders

Service Order No. 23 since its inception on July 25th, 1922, has been amended by five supplements.

Supplement No. 1 amends paragraph 8 and it is for the purpose of making it clear that the different interests in class 2 are to be considered together and not to be given priority one over the other.

Supplements No. 2 and 3 make additions to the list of agents acting for the Interstate Commerce Commission in carrying out the order.

Supplement No. 4, paragraph 7 has been further amended so as to include lake cargo, coal and bituminous or anthracite coal or coke for household use or for the heating of buildings.

Supplement No. 5 amends the provision which explains the term "suitable for loading and transportation of coal" used in connection with the cars to be supplied which increases the height of the side of the car from 36 in. to 42 in. In other words the term "open top car suitable for the loading and transportation of coal" used in the Order shall not include flat (fixed bottom) gondola cars with sides 42 in. or less in height, inside measurement, instead of 36 in. in height, inside measurement, as formerly.

Interstate Commerce Commission, effective August 30th, issued Service Order No. 24, applying to carriers located west of the Mississippi River on account of

inability of these carriers to properly and completely serve the public in the transportation of essential commodities, perishable goods. The Service Order sets forth the following regulations:—

1. That each such common carrier by railroad, to the extent that it is currently unable promptly to transport all freight traffic offered to it for movement, or to be moved over its line or lines of railway shall give preference and priority to the movement of each of the following commodities: Food for human consumption, feed for live stock, live stock, perishable products and fuel.

2. That to the extent any such common carrier by railroad is unable, under the existing interchange and car service rules, to return cars to its connections promptly, it shall give preference and priority in the movement, exchange, interchange and return of empty cars intended to be used for the transportation of the commodities specially designated in paragraph numbered 1 hereof.

3. That all rules, regulations and practices of said common carriers by railroad with respect to car service as that term is defined in said act are hereby suspended so far as they conflict with the directions hereby made.

4. That this order shall be effective from and after September 1, 1922, and shall remain in force until the further Order of the Commission.

## Railway Revenue and Expenses

From recent reports received in connection with the position of American and Canadian railways so far as earnings are concerned, the following is of interest:

	Canadian Railways 5 months ending May 31, 1922,	United States Railways 6 months ending June 30, 1922.
Railway Operating Revenue .....	\$154,410,360	\$2,611,125,035
Railway Operating Expense .....	146,557,440	2,078,672,589
Railway Operating Income .....	7,852,920	532,452,446
Operating Ratio ..	94.91%	79.61%

## New Steamship Line Operating Between Toronto, Montreal, Three Rivers and Quebec

The Kirkwood Line, Limited, recently announced the opening of a weekly steamship service from Toronto to Montreal, Three Rivers, Quebec and vice

versa. It is claimed that this service would give some real competition and we have been supplied with a copy of their class rate tariff No. 2 which shows the following rates:—

Between	Rates in cents per 100 lbs. Classes				
	1	2	3	4	5
Toronto and Montreal.....	.61	.52	.33	.36	.29
Toronto and Three Rivers.79		.67	.57	.47	.37
Toronto and Quebec.....	.82½	.71	.59	.48	.39

These rates are exclusive of cartage, the charges for such services being that ordinarily applicable at the different ports shown. The location of their freight sheds and main offices are as follows:—  
Toronto, South Shed, Foot of Yonge St. (West side of slip.) Ad. 6762.

Montreal, Freight Shed No. 2, Foot of Colborne St., Tel. Main 4328-4329.

Three Rivers, Freight Shed, Tel. 755.

Quebec, Freight Shed No. 21, Pointhe à Carcy, Tel. 4677.

Head Office, 14 Place Royale, Montreal, Que., Tel. Main 1404.

## Nitric Acid Production in British Columbia

Depletion of the world's nitrate deposits has led to the establishment in British Columbia of an industry to supply the demand for nitric acid by the use of the nitrogen of the air. Recent reports state that the American Nitrogen Products Co., which uses excess power developed at the plant of the B.C. Electric Railway at Lake Buntzen, is shipping nitric acid in tank cars to the east to the extent of about five tons a week.

Nitric acid is formed by passing a stream of electric sparks through moist air. Surplus power and power produced in the "off-peak" hours is utilized for the manufacture of nitric acid.

Failure of the nitrate deposits made it essential to convert atmospheric nitrogen into nitric acid by a process permitting economic success. The process has been gradually perfected. Nitric acid can now be produced in paying quantities.

Six furnaces are used in the Lake Buntzen plant for the manufacture of nitric acid. When electric sparks are passed through moist air, the first product formed is nitric oxide. When cooled this becomes nitrogen peroxide. A stream of cold water is passed through the cooled gases, forming the nitric acid.

## The Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Aug. 1	Aug. 15	Sept. 1.
Total cars on Canadian Lines .....	201,028	200,619	197,988
Allowance for bad order cars (A.R.A. Basis).....	14,072	14,043	13,859
Actual bad order cars .....	19,655	17,124	14,910
Excess bad order cars over A.R.A. allowance .....	5,583	3,081	1,051
Surplus cars in good order .....	30,603	29,745	15,871
Total idle cars .....	36,186	32,826	16,922



# Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department, C. M. A.

## Changes in Canadian Customs Invoice Forms

Owing to legislation of last session of Parliament, the Customs of Canada, on order of the Governor-in-Council, have been obliged to prescribe new invoice forms to cover imported goods. A set of the new forms will be sent to each member of the Association as soon as the same are received from the Ottawa authorities. The Department of Customs and Excise desires these forms to be in use for Customs entry purposes, as far as possible, after 1st October, 1922. The instructions issued by the Department to its Collectors of Customs on this subject are as follows:

"Collectors are authorized to accept entries sworn to and certified on the forms at present in use up to October 1 next, after which date the forms of Oaths and Certificates herein prescribed will be required."

If you have not done so, we earnestly advise you to instruct vendors abroad from whom you buy goods to use a new form for all further shipments.

The exporter's certificate on invoices as to depreciation in currency will be accepted from most countries as heretofore. It is provided, however, that invoices of goods from Germany, Austria, Hungary, Jugo-Slavia, Czecho-Slovakia and Russia are to bear thereon or to have attached thereto a currency certificate of a Consul, Canadian Trade Commissioner or bank, in form following:

"Date.....

"I certify that on the date of exportation of the goods described in the within or annexed invoice the true value of the currency in which the invoice is made out as compared with the standard dollar of Canada is (at the rate of dollars..... cents, per..... (unit of currency of invoice))."

This certificate is also required on invoices of goods imported from a country where the currency has no fixed standard value.

## Invoice Requirements of Australia

Australia will now accept the combined certificate of value and origin in invoice recommended by the Imperial Customs Conference which will be compulsory after January 1st, 1923. This same form is required in connection with shipments to New Zealand and to all the British West Indies (including British Guiana and British Honduras) except Montserrat, St. Kitts-Nevis, Virgin Islands and Turks and Caicos. The form of certificate was published on

pages 74 and 75 of the April issue of INDUSTRIAL CANADA.

NOTE—Where an automobile or a chassis is shipped into Australia the same invoice details are required as heretofore.

Clause 4 of the certificate of value provides for a statement of the amount of drawback which will be allowed by the Customs of Canada after the exportation of the goods. The Australian Customs allow the amount of this drawback to be deducted in appraising the value for duty under the Australian Customs law, as explained in the notice appearing in the August issue of INDUSTRIAL CANADA.

## Sales Tax on Lumber Purchased From Farmer or Settler

The question of sales tax on lumber produced and sold by the individual farmer or settler to a customer and resold by the latter was taken up with the Department of Customs and Excise. The enquiry which we addressed to the Department on this subject and the answer follow:

Ques.: Lumber produced and sold to

jobber by individual farmer and resold by jobber, does sales tax apply on resale by jobber and if so what rate?

Answer: No sales tax on sale of lumber by a jobber.

## Sales Tax on Printing, Lithographing and Envelope Manufacturing

The following rulings have been made by the Departments of Customs and Excise, respecting cases where charges made by printers, lithographers and envelope manufacturers are for work only:

Printing: Charges made by printers for printing performed on paper supplied by their customers is not subject to sales tax.

Printing and Lithographic Work: If the paper is supplied to a lithographer or to a printer, the charges made for lithographing or for printing are exempt from sales tax. The supply of ink by the printer or lithographer is regarded as being negligible and, therefore, not regarded as a sale of material.

Envelope Manufacturing: If the charge made by the envelope manufacturer is for manufacturing the paper supplied by his customer into envelopes, and no material is furnished, with the exception of the necessary gum required for sealing the flaps, sales tax would not be applicable on the transaction.

These rulings are in line with the decision of the Department (see Custom Work, page 6 of the Association's Excise Tax Pamphlet, June 30th, 1922), that charges for labor only are exempt from sales tax.

# Important Rulings re Stamp Tax Act

## Association Receives Answers From Department of Customs and Excise to Series of Questions

A number of questions relative to the application of the stamp taxes were submitted by the Association to the Department of Customs and Excise for ruling. For the information of members, questions and answers are quoted as follows:

Question 1. Where cheques are drawn abroad and payable on some bank abroad and such a cheque is negotiated through a Canadian bank, must stamps be affixed thereto?

Answer. Regarding the application of the stamp tax on cheques and demand drafts drawn on a foreign bank or institution, I would inform you that a demand cheque drawn on a foreign bank or institution is exempt from sales tax. A demand draft drawn on a foreign bank or institution is also exempt as such draft is considered a cheque for the purpose of the Special War Revenue Act.

Question 2. Does the stamp tax apply where there are transfers of funds from one account to another account of the same firm in the same branch or in another branch of the same bank?

Answer. A transfer of funds from one account to another account of the same firm in another branch of the same bank is not subject to the tax.

Question 3. Or in a branch of a different bank?

Answer. Transfers of funds from one account to another account of the same firm in another branch of a different bank are subject to the tax. It must be noted, in fact, that the document instructing such a transfer is an order to the first bank to pay to the second bank a certain amount of money to be placed to the credit of the party ordering the transfer. This is a bill of exchange.

Question 4. Question of stamp tax on drafts handed to a bank for acceptance and return only. It may be that these drafts are at a later date handed to the bank for collection, but in this case the submission of the draft to a bank is for acceptance only.

Answer. Drafts handed to a bank for acceptance and return only should be

(Concluded on page 78)



# Legal Decisions Affecting the Interests of Manufacturers

Reviewed by Hugh Macdonald, Legal Secretary, C.M.A.

## Rights of Owner of Registered Trade Mark

The Trade Marks and Designs Act of Canada provide that the Minister may refuse to register any trade mark, if he is not satisfied that the applicant is undoubtedly entitled to the exclusive use of such trade mark, or if the trade mark proposed for registration is identical with or resembles a trade mark already registered, or if it appears that the trade mark is calculated to deceive or mislead the public.

This clearly indicates that the owner of a trade mark once registered shall have the exclusive right to use the trade mark to designate the articles manufactured or sold by him. Nevertheless, cases frequently arise where attempts are made to secure the use of a popular trade name by a slight variation or addition to the trade mark, but from a recent decision handed down by the King's Bench of the Province of Quebec, the law gives no encouragement to any attempt to deprive the real owner of a trade mark of his proprietary right.

In December, 1919, the American Druggists Syndicate, Limited, began selling in Montreal a medicine for infants and children under the name "Castoria," using the letters "A.D.S." above the word "Castoria." The Centaur Company, the manufacturers of Chas. H. Fletcher's "Castoria," in January, 1920, instituted an action whereby they claimed the sole rights to the word "Castoria," in virtue of their Canadian trade mark and the exclusive use of the word in Canada for more than forty years.

Hon. Mr. Justice Dugas, in June, 1920, enjoined the American Druggist Syndicate, Limited, pending progress of the suit, from using the word "Castoria." On an appeal by the American Druggists' Syndicate, Limited, the Court of King's Bench of the Province of Quebec confirmed Judge Dugas' order, and now Chief Justice Archibald has made the injunction perpetual, and declared that the name "Castoria" is a valid trade mark belonging exclusively to the Centaur Company.

## Important Decision Regarding Trade Combinations

A decision of decided importance, affecting the right of manufacturers or others to enter into trade agreements, has just been reached in the action brought by the Attorney-General of Ontario, against the Canadian Wholesale Grocers Association, comprising two classes of defendants, wholesale grocers and manufac-

turers. By the statement of claim it was alleged that all or some or certain groups of these defendants had done certain things, or had agreed or conspired among themselves or with others to do certain things which constituted an unlawful trade combination or agreement, and had also entered into certain unlawful agreements as to the prices of certain articles. The plaintiff sought a declaration that the defendants, or some of them, had entered into such an unlawful trade combination or agreement to the injury of His Majesty's subjects, and that the trade combination or agreement should be dissolved and that an injunction should be granted restraining the defendants from continuing to act in pursuance of such trade combination or agreement. The plaintiff also sought a declaration that the alleged price agreements were unlawful, a dissolution thereof, and an injunction restraining the defendants from continuing to act in accordance therewith.

The action was tried without a jury, in Toronto, in February and April, 1921.

### Written Judgment

Honorable Mr. Justice Orde, in a written judgment handed down on June 24th, 1922, said that the action was of a novel kind without precedent in this province, or in England. It was urged on behalf of the plaintiff that such an action lies on principle, and that its novelty is no reason for refusing the relief sought on behalf of the public if the case can be brought within the principle contended for.

It was said in argument that the acts which the defendants complained of were unlawful because they were of a criminal nature by virtue of Sec. 498 of the Criminal Code and also at common law, and that the Attorney-General could, on behalf of the public, obtain the relief sought in a civil action because of the illegality of the defendants' acts on both or either of the grounds alleged.

The learned Judge said that none of the acts which the defendants were said to have committed, or to have contemplated committing, were actionable at common law, either at the suit of the Attorney-General or any of the persons who might have been injuriously affected.

The mere fact that no action of a precisely similar nature has been brought before either here or in England, is not a ground that no such action will lie. Novel cases may arise in which the right of the Attorney-General to intervene on behalf of the public may be sustained. But on no principle can the Court grant an injunction to restrain what is alleged to be a contemplated crime where no

public or private right existing independently of the provisions of the criminal code is invaded or threatened.

"Contracts," said Mr. Justice Orde, "which are in restraint of trade, or which tend to create a monopoly by controlling markets and prices, are often spoken of as illegal, but they are merely illegal at common law in the sense that they are unenforceable. Being controlled by public policy, they are not binding on the parties who entered into them, but they give no right of action to third persons who may be injured by their operations, nor are they unlawful in a criminal sense."

The defences of *res judicata* by reason of proceedings before the Board of Commerce, and of the Combines and Fair Prices Act, of 1919, were fully argued. Apart from the fact that the decision as to the right of the Attorney-General to bring this action rendered it unnecessary to deal with this branch of the case at all, there is the effect of the judgment of the Judicial Committee, in the Board of Commerce Act, 1921, holding that the legislation of the Parliament of Canada purporting to confer jurisdiction upon the Board of Commerce was *ultra vires*. This seemed to dispose effectively of that defence.

His Lordship declined to express an opinion upon the question whether the acts complained of were in contravention of the provisions of Sec. 498 of the Criminal Code. Being of opinion that no such action as this lay at the suit of the Attorney-General, the learned Judge dismissed the action with costs.

## Responsibility of Employees in Accidents

The increasing interest being taken by manufacturers in accident prevention lends special importance to the following decision of the Quebec Courts.

A workman in charge of a lathe machine engaged in paring down a steel rod, was struck in the right eye by a steel filing, which caused the loss of the eye. He brought an action in the Superior Court of Quebec, at Montreal, against his employer for \$5,000 on the following grounds:—

1. Use of wrong and improper machine.
2. Workmen should have been provided with and forced to use goggles, and
3. The machine should have been provided with a guarding apparatus.

The employer denied guilt of negligence, but the Superior Court maintained the action for the full amount on the third ground. He appealed the case and it was heard in the Court of King's Bench. On behalf of the employer it was claimed that there were goggles in the establishment which the workers might use if they wished. It was left to them to ask the officials of the Company for the goggles. With reference to a guard, it was claimed that it was not customary to have one with this kind of machine



that it would prevent the operator from following the operation closely enough to do perfect work and that the operator would have to stop work in order to remove the filings as they accumulated which would cause a loss of time.

It was held by the Court that the fact that as a matter of habit workmen do not wear goggles when engaged in this kind of work, or indeed that there were goggles in the establishment for the use of workmen who asked for them, did not constitute peremptory reasons for the discharge of the employer. The Court was further of the opinion that it was possible to instal a screen to intercept the iron filings. It is the duty of the employer, the Court held, to protect the workman by all means not only necessary, but possible, to avoid an accident. He must issue orders to that end and see that they are strictly obeyed from the moment that it was possible to guard against an accident and if this measure was not taken the employer was at fault notwithstanding the fact that such preventive measures were not customary or might delay the work, or increase the cost of production.

The decision was given in favor of the employee with two Judges dissenting, the Judgment of the Superior Court being maintained with costs. (*Canadian Vickers, Limited, vs. Smith*).

### Liability of Trades Unions Established

The United States Supreme Court, on 5th June last, decided unanimously that trades unions may be sued for damages brought about by strikes and that their funds collected for strike purposes are assessable to satisfy judgments against them.

This decision, rendered in the celebrated Coronado Coal case, one of the most important pieces of labor legislation ever before the Supreme Court of the United States, is regarded as one of the heaviest blows union labor ever has sustained, for labor leaders have consistently maintained that strike funds never would be liable to damages and that suits could not be brought against unions as entities. It recalls the celebrated Taff-Vale case which agitated British labor circles for years. In 1900 the House of Lords decided that trade unions could be sued corporately for torts—the legal name for civil wrongs—independent of contract. The plea of the unions was that a union had no individuality before the law and therefore could not be sued as a union. For instance, if an employer decided to sue a union for loss caused by a strike, he could only sue individual members by name, which would mean also that he could only recover from their private means and not from the trade union funds. Under the law of 1900, the Railway servants paid damages and costs to the amount of

£23,000, and judgment was delivered against the South Wales miners, who were mulcted in £50,000. The labor organizations declared that the liberties they had won by the gradual extinction of the anti-combination laws were being filched from them, and demanded the restoration of the right of picketing and freedom from collective responsibility. One of the first measures of the Campbell-Bannerman Government, in 1906 reversed the Taff-Vale decision by exempting trades unions from prosecution for torts in the law courts and making their funds immune from claims for damages. It was expected that the House of Lords would throw out the Bill, but Lord Lansdowne, the Conservative leader, advised acceptance as a matter of party tactics.

The case of the Coronado Coal Company against the United Mine Workers of America and others, grew out of a condition of lawlessness and violence which confronted the efforts of certain coal mines in Arkansas to operate on the open shop basis. It appeared that the United Mine Workers was an unincorporated association with a membership of about 400,000 men engaged in the mining of coal in the different coal mining States, and subdivided into thirty districts and numerous local unions. This international organization had, for many years, been engaged in a combination and conspiracy to prevent the production of coal by open shop mines in order thereby to protect the products of union mines from non-union competition in the ordinary channels of interstate trade and commerce. In pursuit of this purpose, it had engaged in a policy of organized lawlessness against open shop coal mines in Colorado, Pennsylvania, Virginia, West Virginia and other States.

In 1914 a campaign of organized violence and destruction of property was carried on against the complainants' open shop operations in Arkansas, which resulted in the destruction of practically all of their destructible property and damages estimated to be \$740,000. The complainants sought treble damages of \$2,220,000 under the federal anti-trust law and a jury trial resulted in a judgment of about \$700,000.

The fundamental questions of general interest presented on the appeal to the United States Supreme Court, were the following:—

- (1) Suitability of unincorporated unions;
- (2) What evidence is necessary to connect a national or district organization with a local strike?
- (3) What evidence is necessary to show that the purpose of a strike is to restrain interstate trade?

The unusual result of a unanimous decision by the Supreme Court renders the case of unusual decisiveness and importance to the industrial world.

The most important point involved in the case is the conclusion that unions, though unincorporated, are suable in the federal courts in any class of cases over which those courts have jurisdiction.

Both the International Union and its Branch District 21 were therefore properly sued.

Prior to this decision it was the law in the United States that a voluntary association was not suable at common law, so that, in the absence of statute, a suit on the law side of the court solely for damages could not be maintained against an unincorporated labor union; but in suits in equity for an injunction, where damages were also sought as an incident of the suit, it was possible to reach the union funds by suing either the union or suing the officers thereof as the representatives of all of the members. There was, therefore, a gap in the principle of legal responsibility of labor unions in actions at law for damages, which had been met by about twelve States through the enactment of enabling legislation.

In presenting the case of the Coronado Coal Company to the Supreme Court, reference was made to changed conditions and the necessity for collective responsibility as an incident of collective action, but Counsel rested their contentions primarily on the federal anti-trust law which expressly stated that the word "person" as used in the act included "associations."

Hereafter, the doors of all of the federal courts of the United States are open to suits against labor unions in all cases where, by reason of the statute involved or diversity of citizenship, the federal courts have jurisdiction.

In the business world several results are probable:—

Labor unions, finding that responsibility is no longer optional and cannot be escaped by remaining unincorporated, will seek the advantages of incorporation for much the same reasons that business men incorporate. A sharp line of distinction will be drawn between union funds for benevolent purposes and funds for strikes and the two funds will not be transferable. Unions' responsibility for the conduct of their strikes being affirmative, they will closely supervise and control them. The more responsible unions, and particularly the national organizations with large incomes and accumulated funds, which are dependent on continued existence to preserve their prestige, will be obliged to exercise greater care in the selection of officers to conduct their activities, in order that the union funds may not be jeopardized through unlawful acts. That is the virtue of responsibility, and it is hoped that it may lead to the development of a saner unionism in some trades.

The court held that the evidence was insufficient to constitute a ratification of the strike and consequent responsibility on the international organization. And further, that where a union is actually conducting the strike, as in the case of the local organization, District 21, the court will hold such union liable for unlawful conduct growing out of that strike, without proof that every member is guilty.



## News Relating to Export Trade

Published by arrangement with Canadian National Export Club

### Conditions Growing Brighter in West Indies

E. H. S. Flood, Canadian Trade Commissioner for the West Indies, who arrived in St. John, N.B., on August 3, expressed the opinion that benefit to both Canada and the West Indies would result from the visit to the Islands last spring of the C. M. A. delegation under past president W. S. Fisher.

"The delegation was very well received," said Mr. Flood. "In all my years of experience down there, I do not know of any event that aroused so much general interest. It is to be hoped that the Manufacturers Association will urge on the different manufacturers, who have not already visited the islands, to do so at the earliest opportunity in order to find out for themselves the fine possibilities for Canadian exports on this southern market."

"Business conditions," said Mr. Flood, "during the last year in the West Indies have been very unsatisfactory. You are probably aware of the considerable slump in prices of all the staple products of the islands, such as sugar, molasses, limes, cocoa, spices and cotton. In fact, practically everything grown was affected by the slump and because these are the only products of the island, the downward tendency of the market was felt more there than in other countries where the industries were of a more diversified kind."

"However, conditions are getting brighter. The price of sugar has commenced to rise. Molasses prices are much better and the outlook for the sugar crop this year is most promising. The reaping season for this crop, I might say, is in January. The cost of production of sugar and molasses has decreased materially, owing to a lower rate for labor and the price of fertilizer."

"The price of cocoa appears to have reached the bottom and will soon be on the upgrade again, I feel sure. The cost of growing the cocoa has declined and the market price, as I have said, shows signs of advance."

### Getting Canadian Goods into Jamaican Market

Some useful information about the Island of Jamaica as a market for Canadian products is contained in a communication received by the Secretary of the Quebec Division from Alex. MacKinnon, who has recently established a business in Kingston, Jamaica, and represents several Canadian firms in that territory. Mr. MacKinnon is a brother of

George MacKinnon, of the MacKinnon Steel Company, Sherbrooke, Chairman of the Sherbrooke Branch, C. M. A. Mr. MacKinnon writes as follows:—

"In the first place, Canadian manufacturers have to meet foreign competition, especially American and German, in prices. German goods of many lines are on the market here. Price is a first consideration with the Jamaican. There is no doubt about that and the merchants do not discourage the idea. For example, I had a line of silk lisle hosiery which could be sold wholesale, duty paid, Kingston, at about twenty-two shillings per dozen. I was shown by the largest store here a line of German hosiery which cost around fourteen shillings. These latter are very poorly shaped but this feature is not pointed out to the customer."

"As a general rule, I believe that the retail dealer is to blame for the generally low quality of goods sold in Jamaica. The big idea here is to make as much as possible out of every sale. Where the Canadian manufacturer or dealer tries to reduce his selling expenses to the minimum, the Jamaican prefers to sell one article at 100 per cent. profit, rather than two at 50 per cent. or four at 25 per cent. I must, however, mention one exception—The Jamaica Biscuit Company. I really think are doing their best to produce at a low figure and are selling accordingly."

"Ready made goods, especially ladies' underwear, have not, so far, taken on very strongly in Jamaica. This again, I blame pretty much on the retailers. Labor is very cheap and a seamstress will make up a nightgown for three or four shillings or possibly less. I am selling for a Montreal house and believe that my prices are very low and quality is high, but when the retailer adds his (to a Canadian) exorbitant profit, my prices are above those at which the Jamaican woman can have her garments made to order. There is a large class, however, who import from London and New York, underwear which I could retail at prices below those the importer pays and still make a good profit. In fact I am doing so."

"In one line Canada tops the list here and that is flour. If the Canadian Government Merchant Marine had nothing else to their credit, that would be a something to be proud of. I do not know the percentage of Canadian over American flour coming into the Island, but certainly the Canadian imports are far above the American."

"There is also a Canadian condensed milk, 'Betty's,' which is competing well with Nestle's and the agent of the Anglo

Nestle Company has to keep moving to hold his business."

"I looked into the matter of jams, but Canadian prices are much above English and until the Canadian manufacturer can reduce considerably there is no chance for his goods here."

"In wrapping papers, the big bulk comes from Europe. The quality is very poor, but the prices very, very low and as stated above, quality ranks below prices in this market. The daily newspaper here uses Canadian paper. In letter paper a well-known Toronto house sells well in the better grades."

"Business of any kind is bad down here now. The heat has been so intense the last few weeks, that no one who can possibly help it comes down town. Fruit prices are high and on the whole the crop is good. If we are not visited by a hurricane next month there should be a big pile of money changing hands. The United Fruit Company does all possible to encourage tourist traffic and if the Canadian Government Merchant Marine would spend a little in advertising the *Canadian Fisher* and the *Canadian Forester*, it would help a lot. At present very few people know that these boats carry passengers. I know many officers on both and doubt if a nicer trip can be had anywhere at the same cost as from Montreal or Halifax by those boats and certainly no finer men are in charge of steamers out of Canadian or American ports than Coffin or Ferguson."

### Russian Territory Contains Fifteen Republics

The peace pact concluded at Genoa contains a phrase which raises the elementary question: What is "Russia?" The pledge of non-aggression is undertaken by the participating Powers on the one hand and by "the Russian Soviet Government and the Governments at present allied with the Russian Soviet Government" on the other.

There are fifteen republics carved out of the territory which was formerly the Russian Empire, apart from Poland, Finland, and the Baltic States, which have been detached. Seven of them are autonomous, but owe their origin to decrees of the Russian Socialist Federal Republic, and form part of the Federation under the Moscow Government. The remaining eight are independent and have been recognized as such by Soviet Russia; but they are bound to Moscow by the treaties of varying degrees or by informal working arrangements.

The seven federated republics and the dates of their creation by Soviet decree are as follows:

Bashkir Re-	public	.....1919 and May 27, 1920
Tartar Republic	.....May 27, 1920	
Kirghiz Republic	.....August 26, 1920	
Daghestan Republic	...January 20, 1921	
Gorsky Republic	.....January 20, 1921	



Turkestan Republic .....April 20, 1921  
 Crimean Republic .....October 18, 1921

They are each represented at Moscow by Missions, and are dependent financially and technically on Moscow.

The eight nominally independent republics are as follows:

Ukraine Socialist Soviet Republic.  
 Khorezm (Khiva) Soviet Republic.  
 Bokhara People's Soviet Republic.  
 Georgian Socialist Soviet Republic.  
 Armenian Socialist Soviet Republic.  
 Azerbaijan Socialist Soviet Republic.  
 White Russian Socialist Soviet Republic.  
 Far Eastern Republic.

The Ukraine, whose frontiers are not yet delimited, has a "military and economic alliance" with Moscow. The relations existing between the Ukraine and the Soviet Government do not appear to be of the smoothest. The Ukraine Government wants greater freedom and has already loosened its military dependence on Moscow, although the Ukrainians found no difficulty at Genoa in allowing Mr. Tchitcherin to advocate the Ukrainian claim to Bessarabia. The only republic which appears to be really independent is the Far Eastern, which has no treaty with Soviet Russia, although it has come to an agreement on railways, waterways, posts, and telegraphs. It is neither Soviet nor Socialist, but "Democratic," and its Government is a "Coalition" appointed by a National Assembly.

### Can Assist Canadian Exporter

The recently organized Canadian Chamber of Commerce in London, England, is in a position to assist Canadian exporters.

The Chamber has requested that exporters in writing, give the following details:—

1. Whether it is their intention to open a branch office in the United Kingdom.
2. If not, would they appoint agents; if so, on what terms.
3. Prices of their goods, stating whether f.o.b. Montreal or c.i.f. London.
4. Any other information that would assist the Chamber, also save considerable amount of time in attending to this matter.

Correspondence should be addressed direct to the Canadian Chamber of Commerce in London, 55 Holborn Viaduct, London, E.C. 1, England.

### Proposed Canadian Section

The Fourth British Industries Fair will take place from February 19th to March 2nd, 1923, under the auspices of the Birmingham Board of Trade. The Fair will be held at Castle Bromwich

Aerodrome, which is the largest Exhibition Hall in Britain, having over 170,000 square feet available for exhibition purposes under the one roof, with excellent transportation accommodation available.

In previous years Canadian exhibitors have not received the publicity they deserved owing to the fact that their exhibits were placed here and there throughout the entire Fair. To overcome this, the Board of Management have asked the Canadian Chambers of Commerce in London to organize a Canadian Section so that all exhibits from Canada will benefit from the collective publicity derived by locating Canadian exhibits together. It is proposed to put the Canadian Section in the alley-way between the two main buildings, which is considered by the Canadian Chamber of Commerce a very favourable location, as buyers must pass through the entire Canadian exhibit when going from one building to the other.

Under the terms of incorporation the Fair is a non-profit making undertaking, and any profits made one year go towards expenses the next year or for extension of British commerce by other means.

Buyers attended the previous Fairs from all parts of the world, including representatives of merchant houses from Japan, India, Portugal, Africa, South America, Australia, Roumania, etc., and through the system of registration all buyers and representatives of foreign houses receive official notice regarding the Fair. The Fair is also advertised in the Home and Foreign Trade Press. Every convenience and comfort is provided for exhibitors and visitors, such as a Central Information Bureau, dining rooms, fully qualified interpreters, etc.

The Fair is only open to exhibits made by British manufacturers and to British wholesale firms taking the whole output of a British factory or holding the sole selling rights of patented or proprietary articles manufactured in the British Empire.

The exhibits are divided into the following groups:

1. Brass foundry, hardware and ironmongery.
2. Metals. All description of ferrous and non-ferrous metals and alloys in billets, ingots, strips, etc.
3. Construction, building and decoration. Paints, builders' hardware, sanitary fittings, building material, etc.
4. Power, lighting, heating, cooking, and ventilating.
5. Engineering. General machinery, tools, packings, castings, industrial equipment, ropes, etc.
6. Agriculture. Machinery, utensils, appliances and poultry equipment.
7. Mining. Machinery and Appliances.
8. Motors, motor-cycles and cycles and accessories and perambulators.

9. Guns, saddlery and harness, fishing tackle.
10. Brewing, distilling and catering equipment and supplies.
11. Services. Trade journals, export journals, publicity services, pack-materials, trade organizations, etc.

The Council of the Fair are prepared to undertake the provision of stands on hire fitted and erected in a suitable manner at flat rate charges, which may be had on application to the General Manager.

### Exports to the United States from British Columbia

For the first six months of this year the exports from British Columbia to the United States through Vancouver amounted to \$18,193,740, against \$15,706,261 for a similar period in 1921.

The statistics of the American consul's office in Vancouver show a marked falling off in animals and animal products, the exports dropping from \$1,287,025 in the first six months of 1921 to \$692,661 to the end of June of the present year. High tariffs have evidently driven down the importation of vegetables and other food products, as the exports to the United States from Vancouver last year amounted to \$853,637, against \$244,272 this year. Other vegetable products fell from \$19,903 to \$702 this year.

Textiles felt the pressure of the high tariff almost as much as the vegetable products, as the figures for last year show exports to amount to \$101,276, while the first six months of this year give only \$43,493.

Wood and paper, which includes lumber, shingles, pulp and paper, show an advance over the figures of early 1921 to the extent of nearly \$2,000,000; 1921 being \$8,655,995, and 1922 showing \$10,552,850. Non-metallic minerals also made an advance, going from \$257,787 in 1921 to \$388,505 in 1922.

More ores, metals and manufactures crossed the line in 1922 than in the fore part of 1921, as is shown by the statistics, which give a valuation for 1921 of \$3,786,580, against \$5,230,780 for this year. Machinery exports were slightly higher than in 1921, the latter figures being \$19,661, against \$22,737 for this year.

Chemicals dropped away materially, going from \$152,738 in 1921 to \$91,103 in 1922. Miscellaneous exports were a little higher this year, being \$180,340, and last year \$167,467. Returned American goods amounted to \$270,447 in 1921, while this year the figure stood at \$682,782.

Senor José Dámaso Fernández has been designated Consul General for the United States of Mexico to Canada, with residence in Toronto.



## Recent Additions to C.M.A. Membership

Some Notes on Manufacturing Firms who have Joined the C.M.A. as a Result of the Summer Membership Campaign

**T**HE membership campaign carried on by the Association during the summer months was highly successful. Each division added names to its membership roll. Below are given short sketches of a few of the industries who have recently become members of the C.M.A. and more will appear in later issues.

**The U.S. Light & Heat Company, Limited**, are at Niagara Falls, Ontario, and are the Canadian branch of the firm of the same name at Niagara Falls, New York. They make the U.S.L. line of automobile and radio batteries, using Canadian material and Canadian labour. They also operate 210 service stations in Canada and have lately secured the contract for the supply of batteries to Durant Motors, Limited. The Canadian plant, which is a replica on a small scale of the parent plant, occupies 100,000 square feet of floor space. C. O. Minniger is president, D. H. Kelly, vice-president. R. H. Van Nest, vice-president and secretary, and A. F. Strayer, treasurer. R. M. Kincaid and Charles E. Hill are respectively works manager and factory manager.

**Scottish Fertilizers, Limited**, recently completed the erection of a \$250,000 plant at Dane City, near Welland, where they manufacture artificial fertilizers. They are connected with the Cross Fertilizer Company, Limited, Sydney, Nova Scotia, and handle the Ontario business of that company.

**The Owen Sound Wire Fence Company, Limited**, are among the Ontario companies who have recently joined the C.M.A. They were founded about 20 years ago by Mr. Strathy and have been in business ever since, manufacturing all kinds of wire fencing, gates, etc. Their plant is a one-storey building, 65 x 210 feet on the C.P.R. siding at Owen Sound, where they employ about 10 hands. A. J. Creighton is the present head of the business.

**Gidley Boat Company, Limited**, of Penetanguishene, Ontario, who have joined the C.M.A., are successors to The Tidley Boat Company, Limited, whose row-boats, canoes, motor-boats and accessories have a well-established Canadian reputation. The president of the new company is J. F. M. Stewart, of the British Empire Steel Corporation, and other industrial and financial concerns.

H. M. Warnock manages the plant at their regular lines, they are now engaged in turning out the Gidley Ford, which was described in the August issue.

**The Canada Electric Castings Company, Limited**, of Orillia, Ontario, were organized two years ago for the manufacture of steel, iron, bronze and aluminum castings by electric processes. They now have under construction a new plant, 350 x 50 feet, which they expect to have in operation by the middle of September. Two hundred feet of the building will have two storeys and will be used for steel and iron work. The remaining 150 feet will be a single storey brass foundry.

The equipment to be installed includes two three-ton electric Hercult type furnaces, two shaft furnaces and ten crucible furnaces. The daily capacity will be twenty-five tons of steel, twelve tons of iron and ten tons of bronze and aluminum. About fifty hands will be employed when full production is reached.

J. B. Tudhope is president, and A. H. R. Burrows, vice-president and general manager of the company. They have built up an export business to South America. In the domestic field they have a trade in acid-resisting bronzes and antimonial lead alloys with the pulp and paper manufacturers and also make abrasion-resisting steel for mining and cement machinery.

**The Fedders Manufacturing Company, Limited**, have been organized at Bridgeburg, Ontario, under the management of Otto E. Utz, to make Fedders Automobile Radiators for the Canadian trade. They have erected a steam-heated building 60 x 60 feet on a 3½ acre site. They have a private railway siding to their



STRUCTURAL STEEL IN NEW BUILDING AT GALT

The accompanying photograph shows the erection of the structural steel frame for the new Public Utilities Building which has very recently been opened at Galt, Ontario. The erection was done by the Dominion Bridge Company, Limited, Toronto, and was completed in less than a month's time.

The building is divided into two parts—one section 84 ft. x 42 ft. being used as offices for the different Public Utilities and the other section 60 ft. x 48 ft. as a sub-station for the Hydro Electric Power Commission. There are three stories and a basement and the height is approximately 60 feet.

The floor framing is of the beam and girder type which gives a large sized panel, and, therefore, few columns, and allows large offices free from columns which is more the exception than the rule in present day offices.

Bethlehem columns and beams were used throughout in the design of the structural steel. The total weight of the structural steel was in the neighborhood of 175 tons. The engineering as well as the architectural design, was carried out under the direct supervision of F. C. Bodley of Brantford, Ontario.



plant. Officers of the company are L. F. Fedders, president; C. W. Fedders, J. M. Fedders, vice-presidents; H. L. Heitzman, secretary; T. C. Fedders, treasurer and H. M. Yaeger, factory manager. The company's employees are all Canadians and they believe firmly in the "Made-in-Canada" policy.

**The Walter Bentley Company, Limited,** manufacture sporting goods such as tennis rackets, baseball bats, etc., at Niagara Falls, Ontario. Walter Bentley and his two sons, W. S. and Cecil are the owners of the company. The latter is well-known to tennis players through his records on the courts.

**The Welland Iron & Brass Company** manufacture castings of grey iron, brass, bronze, copper and aluminum, at Welland, Ontario, where they have an up-to-date factory with material and pattern shops. The owner and manager is C. J. Anderson. They employ about fourteen hands.

**The Acheson Graphite Company** at Niagara Falls, Ontario, are a branch of the United States company of the same name on the other side of the river. Their 1,000 horse-power plant contains the only electric furnace used in Canada for the manufacture of artificial graphite. They supply their products, lubricating graphite and graphite electrodes, to the whole Canadian market and also manufacture for export to other parts of the British Empire. They have a capital and surplus of \$3,000,000.

**The Novelty Manufacturing and Art Company, Limited,** 392 St. James St., Montreal, were established in 1900 under another name and have been operating under their present name since 1907. They manufacture novelties for selling and advertising purposes, such as show-cards, window displays, thermometers, brushes, etc. They are planning to expand their business sometime in the near future and as they have received some large contracts from leading national advertisers the prospects of this are very favourable.

**The Penetanguishene Planing Mill,** which is now a member of the Canadian Manufacturers' Association, is one of Penetang's oldest industries. It was founded about thirty years ago by Alphonse Tessier, a contractor and builder, who has built about half of the town. The plant is at present very busy manufacturing sashes, doors and other building materials. Mr. Tessier, the founder of the business, has retired from active management of the firm, which is now conducted by his son, Marcel Tessier.

**Hydro Appliances, Limited,** have their head office in Welland, Ontario, and their plant in Port Robinson, about four miles from the city. They manufacture the "Miss Hydro" washing machine and have a capacity of 250 a month. Their plant, which occupies four acres, consists of

three buildings: factory, engine-room and warehouse, all steam-heated. The exclusive use of Canadian materials is one of the company's policies.

Officers of Hydro Appliances, Limited, are: David Ross, Welland, president; James Battle, Thorold, vice-president; Thomas Coulter, Port Robinson, secretary; W. C. Bennett, Port Robinson, treasurer. B. Tucker, F. B. Gerrard, and T. A. Weldon are department managers.

**The Guaranty Silk Dyeing & Finishing Company, Limited,** St. Catharines, Ontario, are managed by Ben. S. Griffin. They have a well-equipped plant for dyeing and finishing silk in its many different forms.

## Dominion Bankruptcy Act

(Concluded from page 60)

any creditor, and laying greater emphasis on the responsibility of authorized trustees, and thus facilitating administration. This bill was considered by the Committee on Banking and Commerce of the Senate, and thereafter referred back to the Commons and passed.

The Act gives uniformity throughout Canada in all insolvency matters. It gives creditors the right to take involuntary proceedings in bankruptcy against an insolvent debtor; honest but unfortunate debtors have an opportunity of obtaining their discharge; many abuses which existed in our former system are corrected. One of the best features of the act is that it retains the voluntary system of assignment by a debtor to a trustee, formerly in force in most of the provinces, and commercial and financial interests are not disturbed by any appreciable difference in the method of administering insolvent estates.

There is no doubt the Bankruptcy Act now furnishes ample machinery, at low cost, for handling insolvency business, and it is confidently believed the act will prove satisfactory if business men accord general co-operation among themselves, and show reasonable discrimination in the appointment of inspectors of the administration by the trustee of the estate of the debtor.

## Important Rulings re Stamp Tax Act

(Concluded from page 72.)

stamped. Acceptance is the first step towards collection, or, in other words, it is, as regards certain bills of exchange, one of the elements of collection. I think it is clearly the intention of the Act to tax a draft when presented to the bank, not only for collection proper, but also whenever any constituting element of collection is involved or any step is taken towards effecting collection. In this connection, I beg to refer you to Section 12, Sub-section 10 of the Act, which says that every bank which issues, pays, *presents for acceptance* or payment . . . any bill of exchange upon

which a stamp of requisite value according to the requirements of this section has not been affixed or impressed shall be liable to a penalty, etc. You will note that there is a penalty imposed upon the bank who presents for *acceptance* or payment a bill of exchange or draft which is not stamped. It is, therefore, clear from this Sub-section that when the Act requires that a stamp be affixed on the bill of exchange delivered to the bank for collection, it not only means presentment for collection proper, but also presentment for acceptance—acceptance being one of the constituting elements of collection and the first step to that end. I do not think, therefore, that our ruling on that ground should be modified.

**Question 5.** Drafts drawn on arrival of goods (not at sight or demand, etc.) It is submitted that these drafts could not be considered as bills of exchange within the meaning of the explanation of a bill of exchange in the Bills of Exchange Act, and it is also submitted that these would not be taxable drafts under the Special War Revenue Act until the drafts had been accepted and paid.

**Answer.** A draft drawn and payable "on arrival of goods" is not a bill of exchange within the meaning of the Bills of Exchange Act, and is not, therefore, subject to the tax. Section 18 of the Bills of Exchange Act provides that an instrument expressed to be payable on a contingency is not a bill and the happening of the event does not cure the defect.

**Question 6.** A request in writing is made to a bank for the issue of domestic and foreign drafts. The request contains the condition that charges for the issue of the draft should be made against a firm's account. The draft would be subject to the tax and the question arising is, would the request for these drafts from the firm be also subject?

**Answer.** My opinion is that such a request for the issue of a draft is subject to the tax as a bill of exchange. It amounts, in fact, to an order by the person to the bank to pay to a third party a certain sum of money.

**Question 7.** A draft endorsed on a bank to pay and charge to customer's account, and signed by the customer. Does the tax apply on the endorsement?

**Answer.** Such a draft has to be stamped when delivered to the bank. If such draft is already stamped according to the Act, I do not think that the endorsement thereon is subject to a further taxation.

J. D. Johnston, of the Canada Cement Company and V. G. Bartram, of the Canada Carbide have been named as the Quebec members of the special committee appointed to study trade conditions and opportunities in the British West Indies, of which W. S. Fisher, ex-president of the Association, is chairman.



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# Canada's Industrial Expansion

## RECORD OF PROGRESS

### New Oil Refinery

#### Imperial Oil Company, Limited, will Start Construction of Large Plant at Calgary

The agreement between the City of Calgary and the Imperial Oil Company, Limited, has been approved by the rate-payers and work is to start on the construction of a \$2,500,000 refinery. The work will give continuous employment to from 300 to 500 men for a period of from six to eight months.

This enterprise will be the largest industrial undertaking in Calgary since the coming of the Ogden shops. The site chosen consists of 108 acres on the east side of the River Bow. The company have been importing oil from Wyoming and Montana to their Regina refinery and shipping the refined product from there to Alberta. The Calgary site was selected for traffic reasons and because it is not far from The Montana oil fields.

At Regina the company are planning to erect two large tanks 42 feet in height with a capacity of 90,000 barrels, on the 40 acre tract of land which they have recently acquired next to their plant.

### Large Paper Plant

#### Wigwam Pulp and Paper Company, Limited, contract for first unit at Elko, B.C.

Assuring another mammoth industry for British Columbia and the investment of at least \$13,000,000 to say nothing of furnishing employment for approximately 1,000 men, there has been awarded to Messrs. McDougall & McNeill, Ltd., contractors of Vancouver and Calgary, the contract for the first unit of a huge pulp and paper plant at Elko, B.C. This huge plant is to be erected for the Wigwam Pulp & Paper Co., a \$25,000,000 concern, financed by a syndicate of prominent Canadian and American newspapers, who, in view of the growing shortage of their supply of newsprint, wish to be assured of their supply at approximately cost prices for the next few decades.

The first unit of the plant, which will have a capacity of 100 tons of newsprint daily, will cost at least \$3,500,000, the contractors' outlay alone running near the three million mark, while the other two units of the complete plant, which are to be commenced just as soon as the first unit is in operation, will entail a total expenditure of approximately \$13,000,000.

According to information which the contractors have received the big plant of the Wigwam Pulp & Paper Company is to be located at Phillips' Bridge, in the Wigwam River Valley, and about nine miles south of Elko. Decision to establish the plant there follows a careful cruise by several expert engineers and foresters employed by the new company. While there is combined Canadian and American capital behind the enterprise, Canadian directors will be in the majority on the board. The *Chicago Tribune* and a leading New York daily are heavily interested in the project. The supply of a high quality of pulp wood in the Wigwam and adjacent valleys alone is said to have been found ample to keep the plant supplied with pulp for the next thirty years, while there is a vast area of timber to be drawn on when that supply is exhausted.

It is estimated by the contractors that between 800 and 1,000 men will be given employment in the construction of the dam, power-house, pulp mill and various other large buildings comprised in this ultra-modern plant. A start is to be made at once and work continued through the winter

with as many men as possible, although it will be when the more settled weather sets in next spring that the maximum number of men can be employed.

One of the first items in the big contract will be the construction of a power dam on the Elk River, where nature has provided an ideal site of which engineering skill will take full advantage. This power dam will require approximately 35,000 cubic yards of concrete and advantage will be taken of low water this winter to get this part of the work well advanced. Engineers have made a careful survey of the power available in Elk and Bull rivers and find there is more than 100,000 horsepower capable of development in hydro-electric energy.

The erection of a sawmill to provide much of the lumber required for the form-work is another item to be undertaken at once. This is necessary as all the principal buildings are to be of reinforced concrete construction. After this first unit is completed, nearly 100 men will be engaged in various capacities in the operation of the pulp and paper mill, while a model industrial town is sure to grow up around the plant. A suitable site for the residential portion is already being surveyed.

Elko is served by both the Canadian Pacific and Great Northern Railways and it is probable that a short line of railway will be built from Elko to the site of the plant for the handling of the vast quantities of supplies and heavy machinery to be brought in for the plant.

### Expansion at St. John

#### Nashwaak Pulp and Paper Company, Limited, Increasing Capacity of their Plant.

In order to increase the capacity of their mill at St. John, New Brunswick, from 60 to 80 tons of sulphite pulp a day, the Nashwaak Pulp and Paper Company, Limited, are reconstructing practically every department. The most important changes made are as follows:—

A complete new boiler plant has been installed with coal bunkers, conveyers, etc. This is supplemented by the installation of steam turbine generators in order to replace their present direct current with alternating current.

A Jenssen acid system is being installed to replace the Barker system and new rotary sulphur burners to replace the older type of flat burner. New screens have been purchased to increase the screen capacity of the plant.

The company are equipping their present drying machine with modern improvements and have made arrangements to operate a second drier which has been installed for some time but has not been in operation.

They have arranged with the City of St. John for a new water supply which will be double their present one, and to complete this equipment they have purchased a filtering plant and are installing increased facilities for washing their stock in process.

### Buy Merritton Business

#### Hayes Wheel Company Purchase Plant of General Forgings and Stampings

The Hayes Wheel Company of Canada, Limited, Chatham, Ontario, have bought the factory of General Forgings and Stampings, Limited, at Merritton, and are equipping it for the production of outside automobile rims. They are transferring the metal stamping equipment to their Chatham plant, but the forge plant at Merritton will not be disturbed





## The Better Goodyear Tire Led the Way to Better Belting

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While attaining the world's leading position as a tire manufacturer, Goodyear had to create stronger, longer-lasting combinations of rubber and fabric.

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and business in this line will be expanded to take care of increased demands from customers. The Hayes Wheel Company have been enjoying a constantly increasing foreign business, and the improved facilities gained by the purchase of the Merritton plant were necessary to handle this.

### New Paper Mill

#### Large Industry Will Commence Operations at New Westminster in November

November 1st will see the commencement of the manufacture of paper at the plant of the New Westminster Paper Mills, New Westminster, B.C., where machinery is now being installed. New Westminster's newest industry is rapidly assuming the aspect of a real plant. The plant is located at the foot of Fifth Avenue on the Old Indian Reserve property and alongside the Triangle Chemical Co's plant.

J. J. Herb, president and manager of the company, whose association with the paper industry dates back some thirty-five years, is authority for the statement that operations will be commenced on or about November 1st. By that time it is expected that the whole of the machinery will have been installed. This will have cost about \$150,000, together with \$50,000 expended on the buildings. When finished, it will be one of the most complete plants on the continent and a distinct addition to this city's manufacturing interests.

The whole plant has been designed to allow the raw material, pulp, being brought by steamer from the up-coast mills and unloaded on the wharf. It will then be transported through the various processes to the finishing rooms and made ready for shipment by rail. It is expected that a large part of the company's output will be shipped by rail, arrangements having been made to lay in a spur track from the B. C. Electric Railway freight yards.

In the manufacturing plant, concrete is being used throughout on account of the amount of water used and the heavy machinery installed. This machinery will require

some 750 horse-power in electric energy, a separate transformer station and switch room being installed.

Paper bags, napkins, toilet and wrapping paper will be some of the lines taken up by the new firm. As it is the only plant of its kind in Western Canada, it is estimated that the whole of the British Columbia trade, and that of the Prairies will be available, together with export business. It was pointed out by Mr. Herb that he had known Wisconsin plants to purchase pulp from Washington and British Columbia pulp mills, ship it east and later on ship to the coast the finished product in the shape of fruit wrappers. This applied to a large order for the Yakima Valley fruit ranchers.

To prevent the dumping of American-made paper, there is a duty of twenty-five per cent. on the finished paper article. Even were this not the case, the officials of the company express themselves as confident of meeting foreign competition on a level footing. Officers of the company are: President and manager, J. J. Herb; secretary-treasury, Harry M. Lord.

### New Concrete Works

#### Ridgeville Concrete Works and Fonthill Concrete Products to Start Operations This Fall

The Ridgeville Concrete Works and Fonthill Concrete Products, owned by Thomas W. Bishop, Ridgeville, Ontario, will start operations this fall, manufacturing sewer pipe, drain tile, brick, blocks and other cement products. They have a plant, 40 x 60 feet, on the main line of the N. S. & T. Railway at Fonthill. The plant and office are built of their own concrete products. The former is a two-storey structure with sheds for storage of materials, etc. The lower floor is used for manufacturing and the upper for a warehouse from which supplies are loaded to trucks and wagons by gravity chute.

(For further news of industrial development see pages 100 to 112).







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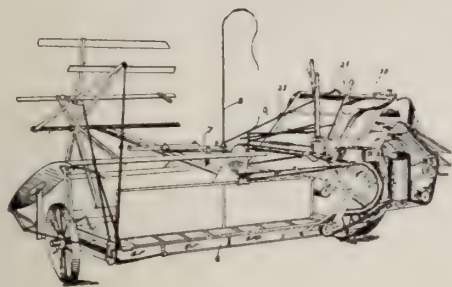
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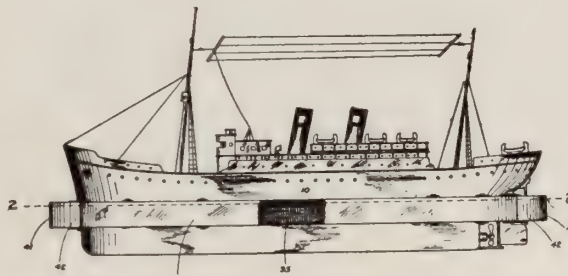




# PATENTS FOR SALE

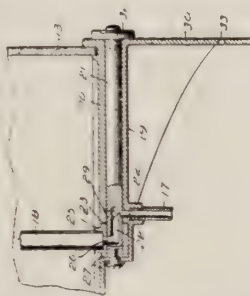


**WHIP.** This invention relates to a whip and consists of the combination with a farm implement, a whipping apparatus consisting of a vertical standard rockably mounted on a base, a whip vertically positioned in the said standard, means for securing the said whip in said standard, an actuating arm pivotally mounted on the said standard, a guide bracket mounted on the said implement functioned to guide the said actuating arm, a handle configured in the end of the actuating arm, and means for keeping the said whip normally in a vertical upright position. Write the inventor Mr. Allan W. Goodfellow, Perdue, Saskatchewan, Canada, for particulars regarding sale of Canadian patent.



**TORPEDO-GUARDS.** This invention relates to improvements in ship fenders and particularly to types adapted to be used in warfare. The principal object of the invention is to provide a novel construction of hull and travelling band circumjacent thereto, adapted to receive the impact of a torpedo, or like undersea missile, so as to conduct the same away without doing damage.

A further object is to provide means which completely envelop the hull of the ship at the water line thereon, and due to their constant movement, render the ship invulnerable. Mr. Kostantyn Babecki, 98 Grove St., Winfield, Long Island, N.Y., U.S.A. has Canadian and United States patents for sale.



## MEASURING AND DISPENSING DEVICE.

This invention relates to a measuring and dispensing device and consists of the combination of a liquid container, a shaft journaled in the lower portion of the container having a ported extremity an overflow pipe section communicating with the ported extremity of the shaft, an adjustable overflow pipe section communicating with and carried by the ported extremity of the shaft and arranged to swing in the container incident to turning movement of the shaft, and means independent of the overflow pipe for conducting liquid from the container. Canadian and United States patents for sale by Mrs. Louise B. Tucker, P. O. Box 103, York, Pa., U.S.A.

## 5426 COLLAR



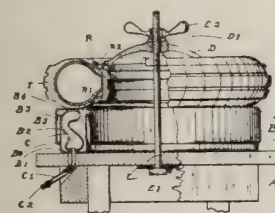
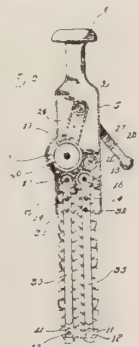
This invention relates to improvements in collars, including a strap and a plurality of slotted protecting members adjustable on the strap, the slots of the protecting members permitting the latter to be readily slid onto the strap and moved along the same into the desired position. Write to Mr. Chas. M. Hobson, Penn Yan, N.Y., who will be pleased to furnish full particulars regarding the sale of his Canadian and United States patents.



**4364 LINKS** This invention relates to improvements to a link adapted for the connection of broken chains or the like. The principal object of the invention is to provide a link adapted for the connection of chains with as little labor as possible. Mr. Hodson Gaunt, P.O. Box 504, Westville, N.S., will be pleased to give you full details regarding sale of his Canadian patent.

## 3154 SQUARE HOLD DRILL

This invention relates to improvements in tools and the principal object of the invention is to provide a device of the character described by means of which square holes or channels may be cut. A further object of the invention is to provide a tool adapted for actuation whereby a continuous series of cutters are presented to the surface to be cut for making a square hole or channel. A still further object of the invention is to provide a tool in which the cutting elements are interchangeable, whereby the same may be removed for sharpening. Mr. William Manning, Rosetown, Sask., Canada, will be pleased to receive enquiries regarding the sale of his Canadian patent.



## 4506 TIRE REMOVING APPARATUS

This invention relates particularly to apparatus for removing heavy pneumatic tires from continuous, rigid sheet metal rims. The object of the invention is to produce such an apparatus by which ample power can be readily applied to the tire and the rim for the separation of these two members from each other, the operation being quickly performed and in such manner as to avoid injury to the tire and the rim. For full particulars regarding sale of his Canadian and United States patents write to Mr. Noah L. Caldwell, 214 Leonard Place, Knoxville, Tenn., U.S.A.



**4189 FLYING MACHINES.** This invention relates to aeroplanes and consists in the means whereby planes are simultaneously flapped up and down similar to the flapping of the wings of a bird. The object of my invention is to provide a means whereby the planes on each side of the aeroplane can be simultaneously flapped and will obtain the same motion as the flapping of the wings of a bird. A further object is to provide concave planes for aeroplanes and a means for flapping the same. For full particulars regarding sale of Canadian patent write to the inventor, Mr. C. A. Reisner, Limerick, Sask., Canada.

## 4449 HITCH PINS FOR PIANOS AND OTHER STRING INSTRUMENTS

This invention relates to devices for securing one end of the strings of pianos and similar musical instruments, the same consisting of pins around which the strings are looped or anchored in any other approved manner, and the invention has for its object to provide a novel and improved pin by the use of which the instrument can be more readily strung, as will be pointed out hereinafter. For full particulars regarding sale of Canadian and United States patents write to Mr. Frank Colmus, 1721 S. Charles St., Baltimore, Md., U.S.A.



**Harold C. Shipman & Co., Patent Attorneys, Ottawa, Canada.**

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Ideal foundation coat for metal  
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For gloss finish use Raven Finishing Enamel; it is unsurpassed



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WALKERVILLE - ONTARIO

*Write for information and booklet of practical  
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Industrial Representative - Wm. Home, 34 Victoria St., Toronto



## Deaths Among Prominent Manufacturers

Harry K. Bowes

After a long illness, Harry K. Bowes, managing director of Office Furniture and Supplies, Limited, died at Brockville, Ontario, on August 12th. He was born thirty-nine years ago at Sackville, New Brunswick, and was educated at Acadia University where he had a brilliant career in both athletics and studies. He declined the offer of a Rhodes Scholarship in order to engage in business and in 1906 became connected with the Department of Railways and Canals at Ottawa. Later he formed the manufacturing company, Office Furniture and Supplies, Limited, moving it to Brockville in 1919.

Charles T. Davis

Former Superintendent of Maple Leaf Harvest Tool Company, Limited, Tillsonburg

News of the sudden death of Charles T. Davis in Dorsetshire, England, was received by cable on August 14th by the Maple Leaf Harvest Tool Company, Limited, Tillsonburg, Ontario, of which industry Mr. Davis had been superintendent for 11 years. During his term of office the business had grown greatly and is recognized as one of the town's finest industries. Mr. Davis had resigned owing to ill-health about 20 months ago and returned to England. The splendid new factory and offices on Tillson Avenue were built two years before his resignation.

Frederick Outram

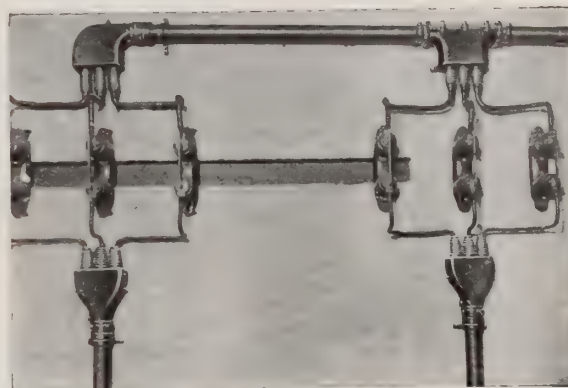
Frederick Outram, one of the founders of the Globe File Factory at Port Hope, Ontario, died on September 6th. He was born in Sheffield, England, in 1846 and came to Canada when 18 years of age. With his father he started the Outram File Works and a large business was the result. In 1888 he moved to Port Hope and with Walter Grose started the Globe File Factory. This industry became one of the town's chief assets and gave employment to a large number of men. Twenty years ago, the Globe Company sold out to the Nicholson File Company and Mr. Outram retired from business.

Joseph Ford

Joseph Ford, one of the oldest of Canada's paper manufacturers, died on August 19th, at Portneuf, Quebec, where his mills are situated. He was 90 years old. Mr. Ford was born in England and came to Canada at the age of 18 to work in a paper mill. In 1870 he was building a mill of his own and starting operations which resulted in a large business. His three sons, Joseph, Thomas and Rowland Ford, are all engaged in the paper business founded by their father.

Edward C. Jenkinson

Edward C. Jenkinson, a prominent manufacturing jeweller of Toronto, and one of the founders of the firm of Farrance & Jenkinson, died at his home on August 11th. He was born in Guelph sixty years ago and entered the jewellery business while still a boy. About thirty-three years ago he started the firm of Farrance and Jenkinson, with which he was still associated at the time of his death.



Installation of type DS (Indoor) Cable Terminals in Halcob Steel Co's. Plant, Syracuse, N. Y. Installation designed by E. T. Moore, E. E.

### STANDARD Cable Terminals

Type DS (Indoor) Type DOA (Outdoor)  
afford maximum protection to the insulation of electric cables and facilitate the convenient and economical installation and operation of such cables. These are exclusive features of STANDARD TERMINALS described in Bulletins 710 (Type DS) and 700 (Type DOA). Write our nearest office.

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Locomotive Feed Water Heaters and Feed Water Pumps.  
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Vertical Vacuum Pumps.  
Unicyl Vacuum Pumps.  
Floating Cylinder Filter Presses.

Manufactured in Canada under the following patents of the  
**Worthington Pump and Machinery Corporation**

124,604	177,104	188,765	203,795
126,703	179,009	198,360	205,353
161,580	179,983	198,593	207,256
165,243	180,541	198,594	208,274
166,552	182,120	198,595	209,563
			212,232

### Storey Pump and Equipment Company

Excelsior Life Building

Toronto, Canada



### John R. Duncan

Fatally injured on September 11, when a seaplane in which he was travelling to inspect some reclamation work at Sumas, plunged into shallow water near Point Grey, John R. Duncan, manager of the Vulcan Iron Works, Vancouver, B.C., died on September 12. Mr. Duncan was prominently connected with Association work in British Columbia and has held various offices in the organization. During the war he did valuable work in connection with the manufacture of munitions and was in charge of production for British Columbia.

### John Henry Peters

John Henry Peters, founder and head of the J. Henry Peters Company, Limited, Toronto, died on board the Atlantic liner *Majestic* last month. He was born in Germany in 1866 and emigrated to the United States 38 years ago, where he was in business in New York until 1900. During that year he came to Toronto and established the dress trimming company which bears his name. From 1912 to the beginning of the war he also held the position of German Consul.

### Frederick R. Miller

Frederick R. Miller, prominent in the industrial and engineering circles of Toronto and a member of the Toronto Transportation Commission and the Hydro-Electric Power Commission of Ontario, died on August 30th. He was born in St. Catharines in 1878 and was educated at the School of Practical Science, University of Toronto. From 1902 to 1909 he was on the staff of Harvey and Miller, Toronto, after which he became manager of the Port Credit Brick Company. In 1910, he joined the firm of Roger Miller & Sons as a partner, becoming vice-president in 1917.

Mr. Miller's public service gained him the admiration of all his associates. In 1916, he was placed in charge of the production of munitions for Toronto District and was later made vice-president and general manager of the British Forgings Company. His services to the Toronto Transportation Commission and the Hydro Commission are well known, his engineering skill being always at the command of these bodies.

### Export Correspondence Course

**Shaw Correspondence School, Toronto, Cater to Demand for Training in Exporting**

A course for prospective exporters is announced by the Shaw Correspondence School of Toronto, and students will be enrolled next month. The heads of this institution, realizing that the great interest now being shown in export trade will lead to a demand for trained men, have decided to provide an educational foundation for those who wish to engage in such business. They have secured the services of general exporters, bankers, patent attorneys, marine insurance experts and freight forwarders who have prepared a comprehensive course of twenty lessons. Some of the subjects dealt with are; Organization, advertising, inquiries and samples, quotations, credits, exchange, packing, shipping, routing, marine insurance.

The Welland Packing Company, Limited, with an authorized capital of \$100,000, have purchased a site in Crowland Township just south of the Michigan Central Railway tracks and have started the erection of a packing plant. The machinery for this new industry has already arrived and it is expected that the plant will be in operation by December 1st.



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*Ask your jobber*

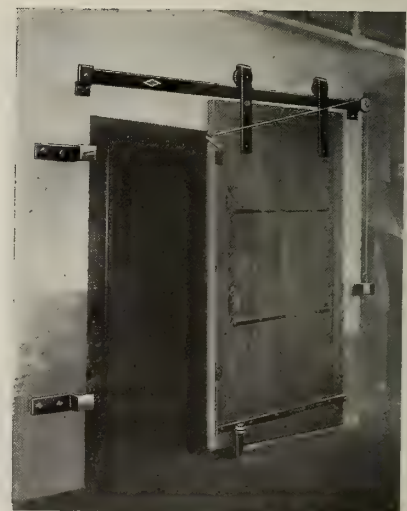
**N. Slater Co., Limited**

**Hamilton**

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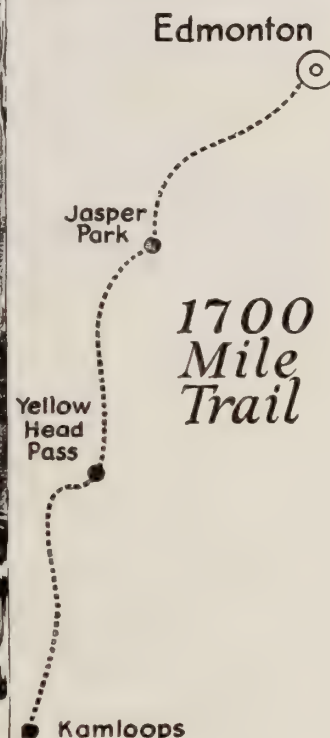
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**Canada**



T. Mortimer & Co., Toronto  
H. E. O. Bull, Montreal  
N. J. Dineen, Winnipeg  
A. T. Chambers, Vancouver





## *Ford* CAR WINS GOLD MEDAL as Pathfinder of the Canadian Rockies

**FORD CAR PILOTED BY GEORGE GORDON MAKES FAST TIME TO COAST AND GETS GOLD MEDAL.**

**Made Trip of Seventeen Hundred Miles Over Rocky Mountains in Eight Days without Repairs or Change of Tires.**

*[From the Edmonton Journal, July 15th]*

The recent pathfinding tour from Edmonton to Victoria, B.C., brought further laurels to the Ford Car and it demonstrated that this popular car can be operated successfully under the most severe conditions.

When the City of Victoria offered a gold medal to the driver of the first car to blaze a trail from Edmon-

ton to Victoria via Jasper Pass, Yellowhead Pass and Kamloops, it was considered an almost impossible feat, and if accomplished the trip would take from three to five weeks and the car would be almost a wreck.

A motor road between Edmonton and Victoria has been the dream of Western Canadians. An automobile had never crossed the Rocky Mountains. Mr. George F. Gordon, the winner of the Gold Medal gives unstinted praise to the Ford Car in which he made the trip:—"I knew that if any car got through in reasonable time it would be the Ford, and to back my own faith, I purchased a new Ford Roadster. We never had the slightest trouble with the engine, and we found it economical on both tires and gas. We had no further damage than a broken spring leaf, and never used any of the spare parts. The tires do not show any wear at all, nor did we have a puncture. If I should ever have occasion to make a similar trip I will take a Ford."

**Remarkable, Yes! Unusual, No! Every day on the ragged edge of civilization, hundreds of Fords blaze new trails, do the impossible. Sufficient publicity has not been given to the unbelievable performances of the Ford.**

128

**FORD MOTOR CO. OF CANADA, LIMITED, FORD, ONTARIO**



# The Pulse of Business in Canada

## Building Conditions

The grand total of building and engineering projects in Canada for the month of August as reported by MacLean Building Reports, Limited, amounted to \$25,187,500, a slight decrease from the previous month's figures and about 30% below the figure for August of last year. Contracts for industrial buildings amounted to \$2,649,000 as compared with \$1,397,800 for July and \$7,935,900 for August, 1921. Residential building at \$8,612,000, is greater than in August of last year when the figure was \$5,872,300. Following are the figures for the present year to the end of August with comparisons:

1922	Total	Residential	Industrial
January	\$ 8,392,600	\$ 2,363,700	\$ 288,500
February	10,718,300	4,049,200	610,000
March	13,465,000	5,930,800	260,000
April	29,428,400	12,472,200	3,176,400
May	34,827,300	15,633,500	801,500
June	35,620,400	12,985,900	4,914,300
July	26,694,200	9,434,400	1,397,800
August	25,187,500	8,612,000	2,649,000
August, 1921	36,307,200	5,872,300	7,935,900
August, 1920	23,474,800	4,195,000	7,399,500
August, 1919	22,020,600	5,741,300	6,295,400
August, 1918	17,399,000	1,816,300	3,696,500

## Trade Returns

The trade of Canada continues to show favorable balances, the July figure of \$71,820,628 for exports constituting a record for the year, as does also the \$11,063,609 excess of exports over imports. As compared with July, 1921, the improvement is even more marked, as in that month exports amounted to only \$56,440,143, while imports exceeded them by \$5,965,747. Below are the figures for the year up to and including July, with comparisons for July of the three preceding years:

1922	Exports	Imports	Balance
January	46,198,080	\$ 51,476,253	—\$ 5,278,173
February	46,046,449	54,294,255	— 8,247,806
March	59,539,313	79,337,378	— 19,798,065
April	31,917,500	47,861,454	— 5,943,954
May	69,146,171	66,121,374	+ 3,024,797
June	71,760,563	61,668,729	+ 10,091,834
July	71,820,628	60,757,019	+ 11,063,609
July, 1921	56,440,143	62,405,890	— 5,965,747
July, 1920	106,911,390	127,268,811	— 20,357,421
July, 1919	118,759,395	84,281,499	+ 34,477,896

## Iron and Steel Production

The July output of iron and steel as reported by the Dominion Bureau of Statistics was a distinct advance from the June figure, 31,705 tons of pig iron being produced as against 28,763, and 62,767 tons of steel ingots and castings, as against 32,805 in June. The steel production is a record for the year and exceeds that for July, 1921, by 8,767 tons. It brings the monthly average for this year up to 34,000 tons. The following table shows the production of both commodities for the first seven months of this year and average monthly production for previous years:—

1922	Pig Iron.	Steel Ingots and Castings.
January	32,184 tons	33,011 tons
February	33,572 "	42,388 "
March	41,733 "	29,941 "
April	32,572 "	21,935 "
May	23,863 "	17,000 "
June	28,763 "	32,805 "
July	31,705 "	62,767 "
July, 1921	54,086 "	54,000 "
Monthly Average, 1922	32,000 "	34,000 "
Monthly Average, 1921	50,000 "	56,000 "
Monthly Average, 1920	81,000 "	92,000 "
Monthly Average, 1919	68,000 "	77,000 "
Monthly Average, 1918	89,000 "	140,000 "
Monthly Average, 1917	87,000 "	130,000 "
Monthly Average, 1916	58,000 "	62,000 "
Monthly Average, 1910	60,000 "	61,000 "

## Price Index Numbers

Little change is shown in the index numbers of prices. The latest Department of Labour number, for July, has risen one point. The Mitchell number shows an increase of .8 in July and falls to 164.7 in August. The Canadian Bank of Commerce number for imports rose from 161.68 in July to 171.49 in August. The export number fell to 153.89 from 154.23 and the combined number rose from 157.95 to 162.69 in the same period. Below is shown the trend of prices for the past few years:—

### Department of Labour Index Number

(Based on about 271 commodities. Average 1890-1899=100)

	1914	1918	1919	1920	1921	1922
January	136.5	258.7	286.5	336.4	281.3	227.7
February	136.6	263.5	279.8	343.5	270.1	229.5
March	137.0	269.2	277.6	349.0	263.1	225.6
April	136.7	269.4	279.6	353.1	253.7	225.0
May	136.3	275.8	284.1	356.6	247.1	226.1
June	135.3	280.6	284.1	349.3	242.6	224.3
July	134.6	284.0	294.0	346.8	238.6	225.3
August	136.3	284.3	301.1	330.2	236.4	....
September	141.3	285.3	301.5	326.6	232.7	....
October	138.7	289.6	299.6	317.6	229.2	....
November	137.5	290.9	307.7	304.2	227.3	....
December	137.6	288.0	322.7	290.5	230.7	....

### Mitchell Index Number

(Based on 20 foods and 20 manufacturers' goods. Average 1900-1909=100)

	1919	1920	1921	1922
January	223.2	265.1	214.2	165.2
February	221.3	264.1	197.1	163.7
March	220.0	264.0	192.6	161.0
April	222.9	268.4	190.0	161.2
May	228.8	270.2	180.5	160.9
June	236.2	269.9	176.6	164.5
July	245.7	269.4	174.3	165.3
August	249.3	254.4	176.7	164.7
September	240.7	247.4	172.9	....
October	238.7	238.4	168.2	....
November	241.4	225.4	164.9	....
December	244.7	217.4	168.2	....

## Bank Loans and Deposits

The bank statement for July shows a decrease in call loans, current loans and deposits as compared with both June, 1922, and July, 1921. With the harvest under way the August report should appear more favorable, as other statistics show a general trend towards improvement. The banking figures for the year are given in the following table:

1922	Call Loans	Current Loans	Deposits
January	\$102,630,461	\$1,138,151,455	\$1,720,361,570
February	100,379,637	1,143,538,489	1,719,428,075
March	103,638,801	1,149,187,869	1,714,861,914
April	102,005,932	1,162,975,332	1,720,566,061
May	101,239,898	1,140,425,500	1,691,975,243
June	99,804,892	1,117,844,707	1,687,162,049
July	96,770,236	1,104,122,176	1,668,194,202
July, 1921	107,552,690	1,237,093,871	1,820,311,934
July, 1920	115,360,894	1,377,276,853	1,892,585,468
July, 1919	93,587,497	1,014,387,206	1,759,268,920

## Commercial Failures

Commercial failures in Canada and Newfoundland, as reported by R. G. Dun and Company, continue to show an increase over those of corresponding periods last year. During the weeks from June 24 to August 25, inclusive, they total 570, as compared with 378 for the same three months of last year. Below are given the figures for these weeks compared with corresponding totals for 1921:—

1922	Ont.	Que.	West	East	Total	1921
August 25	14	30	10	7	61	45
August 18	13	30	18	3	64	53
August 11	8	28	20	3	59	36
August 4	20	28	19	5	72	39
July 28	19	14	23	7	63	53
July 21	21	33	10	3	67	41
July 14	18	18	14	9	59	49
July 7	15	21	12	4	50	35
June 30	17	31	15	12	75	27



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# OFFICE AND FINANCE

## Organization Personnel Planning

By B. A. Franklin

(From "Industrial Management" September, 1922.)

A GREAT deal of thought and action has been given to planning and preparation to the smallest detail of the work of the so-called producer—the actual performer of the shaping operations of the manufactured article. And, of course, within such limits as cost economy shall define, it is managerial wisdom to make such arrangements—to so plan, that each daily performance should be the balanced maximum for each individual worker. Yet strangely enough, comparatively few concerns plan in sufficient completeness the work of the organization personnel.

It is perfectly natural that attention should be concentrated on the direct worker and his task, because his, after all, is the main task of the factory and the tangible result so quickly follows upon action.

But the broader and more profitable aspect of an industrial unit is that its production is one large continuous task involving a group of workers from the highest executive to the least important functioning member, with maximum results flowing when each is at highest coöperation and efficiency.

Viewed from that point, it ought to be advantageous to study and plan or schedule the task of each worker and the question should be one of precedence for best and quickest results and not one of concentration on the direct worker only.

In the eyes of too many and even of practical men, the usual idea of an industrial unit permits of a cleavage, not merely social but industrial, between those who are on the daily and those who are on the weekly and monthly payroll,—between *labor*, so-called and *organization personnel*. Such an idea, however, neither makes for efficiency nor properly has to do with industry.

Nature provides in the performances of the ant and the bee splendid examples of the larger aspect of the case where the work of each is laid down and coördinated.

Their examples, however, must be modified in relation to the industrial unit by the higher moral and intellectual demands and the volatility of human nature. For the work of the ant and the bee, splendid in its system and coöperation and presumably in its results from their standpoint, lacks the freedom of choice and movement and right of expression which human nature demands, for which democracy is designed and which our industrial units are more and more compelled to consider.

Nevertheless the example is valuable.

### Production is First Aim

Operating from this broader point of view it will be discovered that the work of the organization personnel is worth while the planning, and more particularly that it may match in with the whole scheme and plan of production. Any such planning, however, must start out with the idea that the fundamental part of the industrial unit is the direct or producing working force, and that the reason for existence of the organization personnel operating with a creating and initiatory ability is to put forward their production in the first place, and dispose of it profitably in the markets in the second place.

Thus simply begins all of those industrial systems and methods looking towards economy, quality, and volume of production, and profit by sale or service.

In direct work the quality becomes well established in the majority of the cases by the material and the specifications

of work usually laid down. These together with constant repetition make volume or minimum time operation the principal aim.

In personnel work, however, in a large part of the work the opposite prevails. It is the quality of the work, the forethought displayed, the use of judgment, initiative, leadership, alertness of mind, that are of the most importance.

The time of operation of gathering statistics, of performing routine work, of accounting, of doing all those things which are a part of the organization work as a regular daily and weekly routine are of secondary importance really, despite the fact that in many businesses they comprise by far the larger part of the efforts of the personnel.

The problem of planning and scheduling personnel work therefore involves these two elements.

Now of course it seems impossible or impracticable to plan or schedule any such group of creative directional and initiatory abilities as has been broadly defined as of the most importance.

Understanding, experience, natural ability and training must be the fundamentals of their action.

### Work Can Be Simplified

Nevertheless a very large part of the work so involved can be much simplified, made uniform, and be anticipated and standardized by study.

It can probably be said of most organization personnels that too much is left to the uninstructed judgment of sub-executives as to what to do and how and when they shall do certain things.

Without any intent to restrict their initiative and judgment when circumstances demand it much executive action can be devised and written out as standards of instruction.

Especially is this true of many internal policies and of external policies as related to sales.

Such standards, established from the best experience, offer proper bases of action in many cases which would otherwise require independent action with very often varying results and are always of course susceptible to well considered change.

They not only standardize action necessary more or less frequently under given circumstances, but they save much time, doubt and consultation.

By these written instructions or standards, sub-executives' work may be planned to include a material part of the field work which they cover, but it must not be considered that any such instructions can be made to take the place of initiative or judgment, or ought to hamper keen thought or desirable change, but are to act, as they well can, to crystallize experience and perpetuate executively the best practice to date.

In short very much of the executive work in many of its phases instead of being left constantly to varying judgment, to memory of previous experience, to loss of time in seeking or considering decision, may be made written practice.

In a sense these written standards of practice are comparable to the replacement of custom and legendary laws of government by a definite code. And the comparison offers both an example and a warning, for the creative ability and quick change must not be clogged by even a hint of red tape.

But beyond this the work especially of sub-executives can and should be scheduled as to the time of the day or week before which executive action must take place in order



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that the following work of others shall in no case cause delays anywhere down the line.

The larger portion of the personnel have tasks of almost complete routine, or at least sufficiently so that their work may be considered completely planable.

It is not quite so true of this work as it is of the direct operations of manufacture that a set time, a stop watch record may be made of them.

It is true of most of it, however, that it eventuates into regular periodical reports or orders or records or statistics of some sort. It is also true that the amount of work involved in getting such orders or statistics together and in the desired shape on the average will be found to take about the same number of hours per day, per week, or per month.

It is no difficult task, by the time note method, in the course of a reasonable time, to set definite standards of time for these different tasks, and a little study will eventually permit for each man a schedule of work covering a four weeks period setting forth what work is to be accomplished each day, showing when reports, etc., are to be complete or *particular allotted task accomplished*.

If some leeway in this schedule is daily allowed for the doing of those extra or occasional requirements which constantly arise, and for the average absences, etc., it will be found that such a method will actually accomplish two things—a saving in clerical labor and a promptness of reports, statistics and work done.

If such routine work may fairly be compared with the mechanical work of the shop, it may not be unfair to say that many shops would be quickly demoralized if the operators executed their functions with as careless control of their time and operations as does the organization personnel.

So much for the general method of planning of the work of organization personnel.

## Problems are Standardized

Operated over a reasonable period of time, it will be found that methods of accomplishing routine work and of solving many recurrent problems become so standardized as to time and methods that not only is a real saving made but the whole system gains strength and effectiveness by its regularity.

But these methods, proper and valuable as they are, can in the planning of personnel work be only the necessary foundation and may if not properly handled be a source of difficulty.

Nothing is so harmful in the work of organization personnel as that its work shall be made a deadening routine.

The very reason for existence of organization personnel as a whole is that it may make smooth and make for the improvement of, the plant output.

It is necessary therefore to create in the minds of the personnel that which will put spirit, ambition and initiative into their work and the desire to be in the line of promotion.

Work is like food. It needs seasoning to be continuously interesting and attractive, necessary as it is.

While it seems difficult always to find the proper seasoning for direct labor, nevertheless for organization personnel there is at hand an ample means which is not only usable but which is really essential in its use, since it is one of the reasons for the existence of the personnel.

This means exists in the setting of standards of quantity and quality of production, in creating the vision of the plant for the future in practical terms, and setting it as a mark for the organization of work for and to help and scheme towards.

Such a vision of course, in addition to being set in definite terms for the plant as a whole, should also be divided by departments.

Each department may be set standards of attainment if its particular relation to the work is such as permits this and if not then it can still operate on the general standard for the plant assisting by its coöperation.

Such standards may refer to waste, economy, production, quantity and quality or to reputation of the company for fair dealing both internally and externally.

The cost department may be set standards of economy and watchfulness for it.



The order and planning departments may be set standards of better production and prompt shipment.

The sales department must be set volume of business in whole, or in certain directions.

Each department or group of departments can thus be set its standard of attainment to plan towards, to create for, and to push forward to.

These standards are in fact the main and definite reasons for existence of the organization personnel, and they can be made the center of planning of the work for the personnel as well as for the direct workers.

The ant and the bee groups with their organization, system, and industry present fine examples of efficiency. But beyond this they present apparently the highest degree of standardization.

In these respects the industrial unit may well study their example.

They work, as far as we know, for their mutual service and happiness.

In these aims they are admirably to be copied provided service and happiness are interpreted in the industrial unit according to human ideals.

The organization personnel forms that section of the industrial unit which must be responsible for these accomplishments. But if its work is to be most effective and economical, and match the standards set the other section of the unit, then most of its work for continuing improvement must be scheduled and planned.

The organization personnel is management. Management must set its own best example.

### A Difficult Year

Canadian William A. Rogers Company, Limited, Show Debit Balance for 1921

The earnings of the Canadian William A. Rogers Company, Limited, for the year ended December 31st last were materially reduced owing to the difficult operating and sales conditions which prevailed throughout the period. After all charges there is a debit balance amounting to \$52,629, which compares with a credit balance of \$13,950 carried forward from the previous account. Profit from operations during 1921 amounted to \$14,276, compared with profits of \$108,310 for the 18 months' period ended December 31st, 1920. The sum available for distribution, \$28,226, compares with \$82,523. Under an agreement with Wm. A. Rogers, Limited, the company are entitled to claim for any shortage in their profits up to \$35,000 in any year until April 1st, 1924. As the year ended April 1st, 1922 shows a loss they will be entitled to receive the full \$35,000 from Wm. A. Rogers, Limited. This amount will be distributed as a dividend to preferred shareholders.

### Net Earnings Decrease

Annual Statement of Spanish River Pulp & Paper Mills, Limited

For the year ended June 30th, 1922, net earnings of the Spanish River Pulp & Paper Mills were \$3,361,537, a decrease of \$1,474,464 from those for the previous year. After deduction of \$475,975 for depreciation reserve and \$960,645 for interest on funded debts and other loans, the net surplus for the year was \$1,934,917. The comparative statement of income accounts for the past two years follows:—

	1921-22.	1920-21.
Net earnings .....	\$3,361,537	\$4,836,001
Less:—		
Reserved for depreciation .....	475,975	628,430
Interest on funded debts and other loans .....	950,645	744,371
Appropriation for contingencies and Government taxes .....	150,000	500,000
Pref. dividends .....	603,365	603,365
Com. dividends .....	629,685	629,685
Prop. div. paid to bondholders .....	137,005	137,005
Bond sinking fund reserve .....	317,766	304,097
Balance from previous year .....	2,349,796	1,060,798
Carried forward into current year .....	2,446,892	2,349,796

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## Wabasso Cotton Company

Annual Financial Statement for 1921-1922 Shows Satisfactory Year's Operations

The annual financial statement of the Wabasso Cotton Company, Limited, for the year ended June 30th last shows a satisfying year's operations. While the earnings were not quite up to those of the past two years the company earned dividends by a comfortable margin and were able to increase their working capital to \$985,395 from \$868,131.

Profits for the year, after deducting all manufacturing and other expenses and making provision for income war tax, but before depreciation and bond interest, amounted to \$347,550, as against \$386,698 in 1921 and \$443,710 in 1920. Interest from investments made the gross income \$396,014. Net income applicable on capital stock outstanding of 35,000 no par value shares was \$243,744, as compared with \$283,103 in 1921. The balance sheet shows an increase in total assets from \$4,594,544 to \$4,772,042.

## Canadian Woollens, Limited

Annual report for year ended June 30th shows improved financial position

Substantial improvement in the position of Canadian Woollens, Limited, is shown by their annual report for the year ended June 30th, 1922. The net deficit of \$274,197 for 1920-21 has been reduced to \$4,301, and a surplus would have been shown were it not for the yearly setting aside of \$35,000 as a sinking fund for redemption of preferred stock.

After deductions for expenses and interest on loans the net operating profits for the year total \$204,649 as compared with an operating deficit of \$82,947 last year. Working capital is now \$436,845 as compared with \$471,702. Total assets have risen to \$5,038,833 from \$4,619,537.

## Canada Bread Company

New Record Established by Volume of Business for Year Ended June 30th

A new record in volume of business is shown by the annual statement of the Canada Bread Company, Limited, Toronto, for the year ended June 30th, 1922. During the period a new plant was opened in the Danforth District to meet the needs of the rapidly growing population there and its operations have been most successful.

Revenue, after charging bond interest, amounted to \$398,953, as compared with \$307,122 last year. Interest from investments was \$14,860, compared with \$17,953. The balance on July 1, 1921, amounted to \$322,083, compared with \$172,295 on the same date in 1920. Depreciation on plant and buildings is given at \$115,000, compared with \$60,000. Bond purchases are unchanged at \$12,500. There was allowed for income tax for 1919, \$6,609; 1920, \$7,948 and for 1921, \$27,682, and for preferred dividends \$87,500, leaving a balance to be carried forward as at June 30, 1922, of \$735,898.



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### Canadian Locomotive Company

#### Operating Loss of \$191,352 Shown by Eleventh Annual Financial Statement

As the Canadian Locomotive Company, Limited, were without orders for locomotives during the year ended June 30th, their report naturally shows an operating loss, amounting to \$191,351. Interest from investments and adjustments of valuation of investments amounted to \$115,051. The current loss was thus \$76,299 and this added to interest payments, sinking fund and dividends reduced the surplus to \$1,089,975. Last year the profits of the company amounted to \$767,891.

Total cash in banks and on hand is down from \$866,988 to \$241,996. Materials are down from \$138,907 to \$120,786. Current assets at \$1,637,810 compare with \$2,178,568 and current liabilities at \$189,900 with \$210,966, leaving net working capital of \$1,447,910 as against \$1,967,602. This is the first time in eleven years that the company's statement has shown a loss, the average net earnings per annum to date being \$471,370.

### Laurentide Company, Limited

#### Profits for Year are Lower but Strong Financial Position is Shown by Annual Statement

Operating profits of the Laurentide Company, Limited for the year ended June 30th amounted to \$2,693,154 as compared with \$6,742,032 in the previous year. Interest of \$440,631 and depreciation of \$458,461 made the net profits \$1,794,061 and dividends paid of \$1,728,000 left a surplus of \$66,061. In last year's statement the surplus was shown as \$2,787,928 but a reserve of \$2,000,000 created to provide for possible depreciation of inventories left \$787,928 to be carried to surplus account.

Current assets are down to \$11,296,891 from \$15,958,254 and current liabilities stand at \$5,792,764 as against \$8,475,633. The net working capital is \$5,504,127 as against \$5,482,621 in 1921.

### Government's Conversion Scheme

The attention of the holders of the five and a half per cent. war loan bonds, maturing December 1, 1922, is directed to the offer of the Minister of Finance to renew the loan on favourable terms. The last Canadian loan was placed in New York at a satisfactory price. The Minister is making his present financial operation entirely a domestic one by offering to exchange the maturing bonds for new bonds bearing the same rate of interest, running for either five years or ten years as the bondholder may prefer. A further inducement to the investor is that he receives a bonus of one month's interest. The terms offered are decidedly favourable to the investor and it is probable that a large part of the maturing loan will be renewed. Arrangements for the exchange of the bonds can be made at any branch of the chartered banks. Holders who do not wish to reinvest will be paid in cash on the 1st December.

### Inspected Feldspar Deposits

#### Members of American Ceramic Society Visit Richardson Mines at Verona, Ontario

Some fifty members of the American Ceramic Society visited the Richardson feldspar mines at Verona, near Kingston, on August 17th and were favorably impressed by the wealth of the mineral deposits there, which constitute 90% of Canada's available supply of feldspar. The co-operation of the railways and the Ontario Government have made possible the profitable working of the Verona mines by the provision of marketing facilities and the Ontario feldspar industry is consequently making rapid progress.

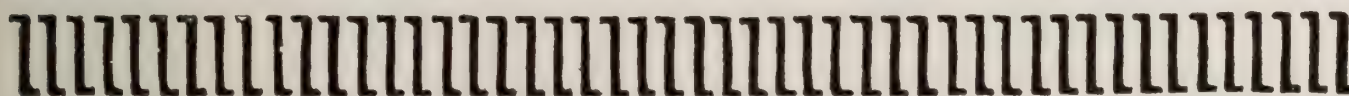


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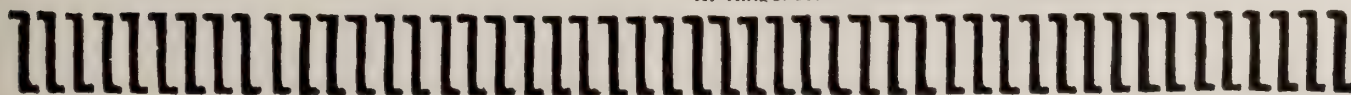
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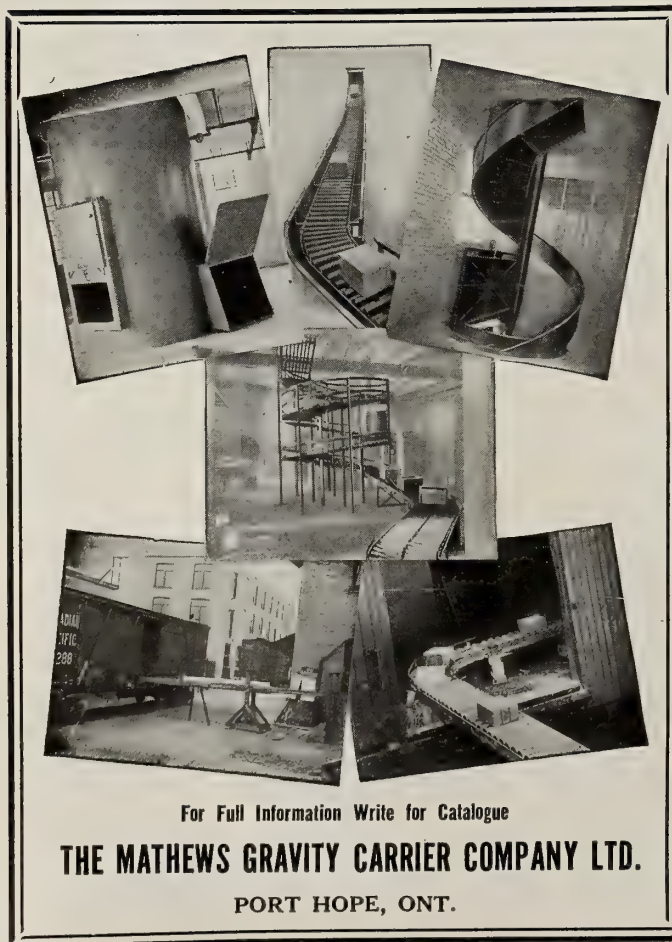
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## Recent Industrial Fires

Another serious fire occurred at Aylmer, Quebec, on August 16th when Ritchie Brothers' sawmill was almost totally destroyed. The loss is estimated at \$75,000 with \$35,000 insurance. The mill was not in operation at the time of the fire but a gang of men had been employed in repair work.

A small fire on August 22nd did about \$1,500 worth of damage to the plant of the Brantford Novelty Reed Works. There was a great deal of inflammable material stored in the plant and this was destroyed, but damage to the building was slight.

Graves, Bigwood & Company of Byng Inlet, Ontario, suffered a severe fire on August 16th, when their planing mill, box shoo factory, stables, power and electric light plant and twelve cars of finished shooks awaiting shipment were destroyed. The mill was struck by lightning early in the morning and was ablaze before assistance could arrive. Fortunately, the sawmill and lumber yards were saved. The damage is estimated at \$200,000, covered by insurance.

On September 8th a fire broke out in the north-western wing of the Swift Canadian Company's factory at West Toronto. Damage estimated at \$20,000 was caused to the building, while the contents lost were valued at \$125,000. These included 300,000 pounds of lard, 9,000 carcasses of lamb, 100 carcasses of beef and large quantities of other packing house commodities.

## Trade With China

Dr. J. W. Ross, Canadian Government trade Commissioner at Shanghai, China, arrived in Vancouver on the "*Empress of Canada*" on August 15th for three or four months visit. During this time Dr. Ross will spend some time at Ottawa and will also be visiting the leading manufacturing centres in the Dominion. On his arrival in Vancouver, Dr. Ross said:—"Canada never stood as high in the commercial life of China as it does to-day, nor have Canadian trade advantages been as great with China as at the present time."

Dr. Ross is confident that with a little energy and study of conditions in China, the trade through the port of Vancouver can be increased to such a volume that China will stand high on the list of foreign markets receiving Canadian goods.

Instancing last year, Dr. Ross stated that approximately 60,000 tons of wheat were imported into China from the United States, and the commissioner was certain that had Canada pushed Canadian flour on the Chinese market last year there would have been an enormous tonnage of this commodity pass through this port for China.

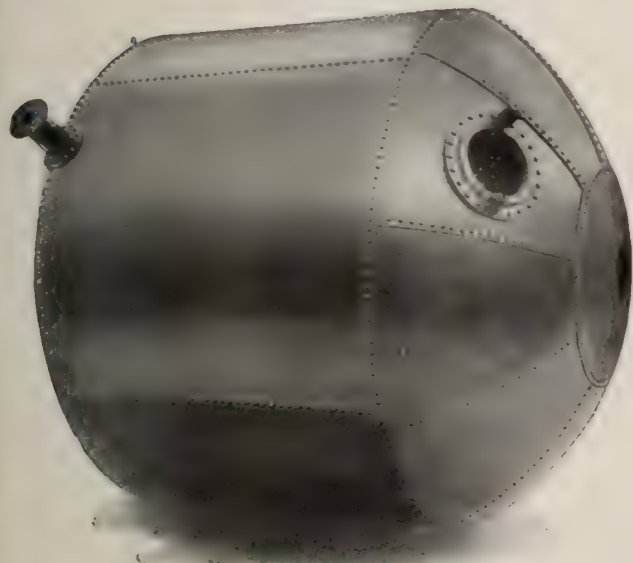
"The year 1921, of course, was exceptional," said Dr. Ross, "because Manchurian crops failed and one miller alone imported 18,000 tons of wheat from Portland." This year the crops are fair in volume, but poor in quality, and it might be possible to sell a little flour to the higher class of trade.

Dr. Ross was enthusiastic over the size of the market in China, and its proximity to Canada, pointing out the fact that each year sees a gigantic increase in foreign goods consumed in China, and as economic conditions become more settled and the country has better transportation, Dr. Ross is certain that no market in the world will offer the opportunities that China can give, particularly to a short haul exporter like British Columbia.

"China will eventually be the greatest consumer of soft woods in the world, and this is the opportunity for Canada," said Dr. Ross. "With British Columbia immediately next door, and with forests upon forests to draw from, Canada should not hesitate to cultivate the Chinese market at once."



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### New Feed Plant

#### Regal Poultry Feed Company, Limited, Building Mill at Port Dover

The Regal Poultry Feed Company, Limited, Port Dover, Ontario, expect to have their new feed plant ready for operation about the middle of October. The building will be up-to-date in every particular and is planned so that they will be able to operate with four hands. It is 52 x 26 feet, concrete foundation with frame upper works. The main portion is 4 storeys high and there is storage space in the remainder for 15,000 bushels of grain.

### Pembroke Plywood Company

#### Expect to Start Manufacturing Veneer, Panels, etc., about End of September

E. B. Reed and three associates, A. W. Condie, D. J. Coolan and A. B. Kriger, are carrying on a manufacturing

business at Pembroke, Ontario, for the production of veneer, panels and other articles made from plywood, under the name of the Pembroke Plywood Company. With practically all the machinery needed for a start they are beginning work with a few hands about the end of September. They have leased a portion of the iron works building and will be able to produce articles of good quality from suitable timber in the vicinity.

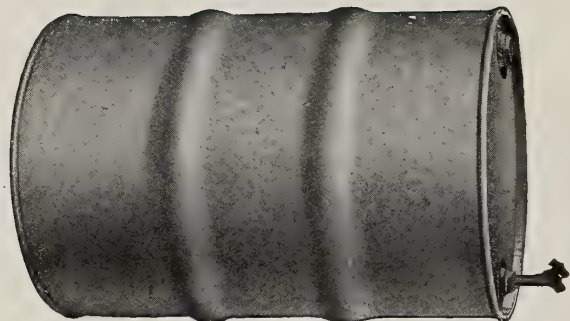
### Cold Drawn Steel

#### Canadian Drawn Steel Company, Limited, Now Manufacturing Large Sizes

The Canadian Drawn Steel Company, Limited, Hamilton, have during the past year installed new and expensive equipment for the manufacture of extra-large sizes of cold drawn steel. On July 19th they drew the first bar 4" wide made in Canada by the cold drawn process. They are now in a position to accept orders for immediate shipment for flat sizes up to 4" wide, hexagons up to 2½" and squares up to 3".

Canadian Woollens, Limited, have closed their Toronto plant and will either sell or rent the property. At Peterborough, Ontario, they are enlarging their Auburn Mills by a 75-foot square wooden addition with cement floor and sprinkler system. They expect to take on about 90 new hands.

The Canadian Armature Works have taken over the Muller-Flowers Electrical Repair Company, St. Catharines, Ontario, and will continue the same line of manufacture as the old company, viz., electrical repair parts.

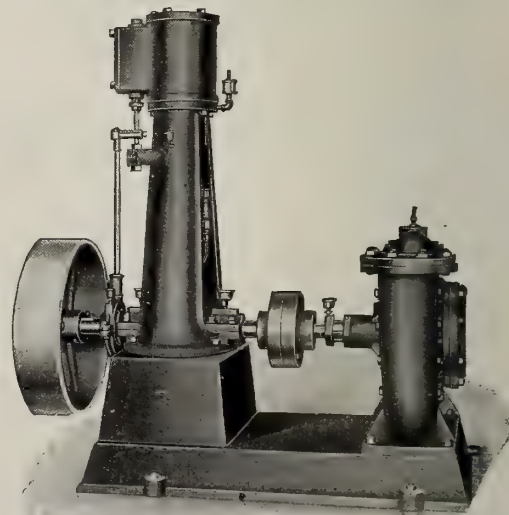


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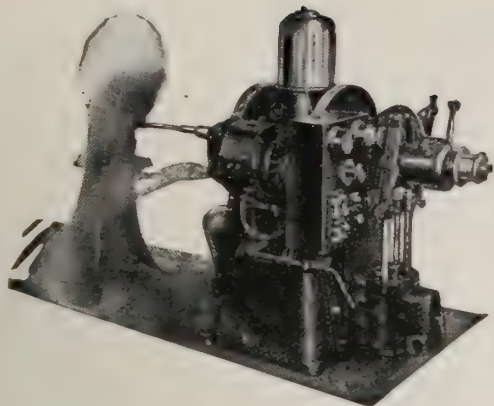
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### Oshawa Plant Busy

**W. E. Phillips Company, Limited, Well Under Way in their  
New Premises**

The W. E. Phillips Company, Limited, are now operating their new plant in Oshawa, with a staff of about fifty men. The volume business is satisfactory, being if anything in excess of capacity of the plant. However, they are largely dependent on the outcome of the harvest in the west when a large volume of their goods are sold.

Directors of the company are R. S. McLaughlin, president of General Motors of Canada, Limited, and W. E. Phillips. W. C. Phillips is associated with company and is in general charge of sales. The plant contains approximately 30,000 ft. of floor space and product covers full range of picture mouldings, picture frames, advertising frames, framed mirrors, small novelties and hand-carved photo frames, etc. They also make a certain quantity of hardwood flooring and interior trim and are now completing installation of a glass department where they will bevel and silver their own mirrors.

### Mond Nickel Operating

**Shipment of Matte to Company's Refinery in Wales has  
been Resumed This Summer**

The Mond Nickel Company, Coniston, Ontario, are showing increasing signs of activity, following a steady improvement in the nickel market. Already several thousand tons of matte have been shipped to the Company's refinery at Swansea, Wales, and the shipment of more matte is planned for fall. Some of the refined nickel is being shipped back to Clearfield, Penn., where a large rolling plant has commenced operations.

Commenting on the situation, C. V. Corless, director and manager of Mond Nickel Company, says—"The nickel market is practically world-wide so that the present unsettled economic condition in Europe affects the sale of this more than of many other commodities. Since one of the greatest uses of nickel was in armament, the Washington Conference had a marked effect on the disposal of the metal. Both producers are busy with extensive researches into other uses for nickel which, because of its unique properties of great strength, non-corrosiveness and beauty is finding extensive new uses. are busy with extensive researches into other uses for nickel coins, Canada having followed the lead of several European countries in adopting pure nickel five-cent coins to replace the silver five-cent pieces."

### To Make New Product

**The Canadian Salt Co., Limited, Windsor, Erect Plant to  
Manufacture Liquid Chlorine**

An interesting announcement comes from George M. Duck, Manager, Canadian Salt Company, Limited, Windsor. The Company have under construction at the present time a plant for the manufacture of liquid chlorine. It will have a capacity of ten tons per day and will be in production, it is hoped, early in September. This is the first plant of its kind to be erected in Canada. The Company are also making additions to their evaporator plant and have installed fuel economizers in their boiler room.

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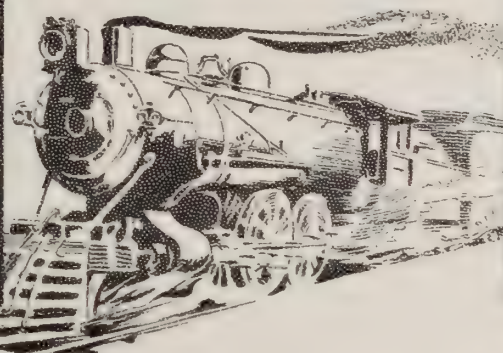
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### Operations Resumed

#### International Nickel Co. of Canada, Limited, Start Mining and Refining of Nickel

J. L. Agnew, president of the International Nickel Company of Canada, Limited, states that the refinery at Port Colborne resumed operations about the middle of May and that mining operations at Copper Cliff were to be started the first of September. They do not, however, anticipate running at more than one-third capacity for some time.

### No Extensions Contemplated

#### British Empire Steel Corporation have no Important improvements in Prospect

The office of the president of the British Empire Steel Corporation advises that the Company do not contemplate making any important extensions or improvements to their plant at Sydney. Reports to the effect that such developments were to be made are based entirely on rumor.

### Nance Process Tannery

#### Proposal to Establish Tannery at Collingwood, Ont., Now Before Ratepayers of Town

If plans at present being made for the establishment of a new tannery in Collingwood, Ontario, are successfully carried out, Canada will soon have in operation its first tannery in which the Nance tanning process is applied. The Town Council of Collingwood are co-operating with James Handley Yates, the inventor's agent in Canada, and have agreed to submit a by-law to the ratepayers, granting the

proposed industry several concessions. If the by-law carries, it is quite likely that actual tanning operations will be started before the end of the year. The capacity of the plant will be 2,400 hides per week and quite a large number of hands will be employed.

As this is the first installation of its kind in Canada (although Nance tanneries have been started in many other parts of the world) a short description of the Nance process may be interesting.

"The Nance airless pressure method of tanning appears to be quite simple and it is, apparently, based upon sound scientific principles. The process aims at the withdrawal of the things which impede the penetration of the tannin into the substance of the hides. These impediments are the air and water which lie in the interstices between the fibres of the hide. These hindrances are removed in the Nance process by subjecting the hides to the action of a vacuum pump whilst they are suspended in a specially designed chamber which is called an autoclave. The vacuum pump establishes an almost perfect vacuum inside the autoclave. It brings the water in the pores of the hide to a state of ebullition and so expels the gas. The tanning liquor which is then introduced into the autoclave has thus free ingress to the pores of the hides rapidly absorb all the tannin which it is possible to impregnate them. Generally speaking, the process takes six days, but an improvement abbreviating even this short period is being matured by the inventor, W. Nance.

"The Nance process has long passed the experimental stage. It has been used, and very extensively used, in France since 1915 and it has been adopted in Great Britain, the United States, in most of the South America Republics, in South Africa, Australia, India and Japan."

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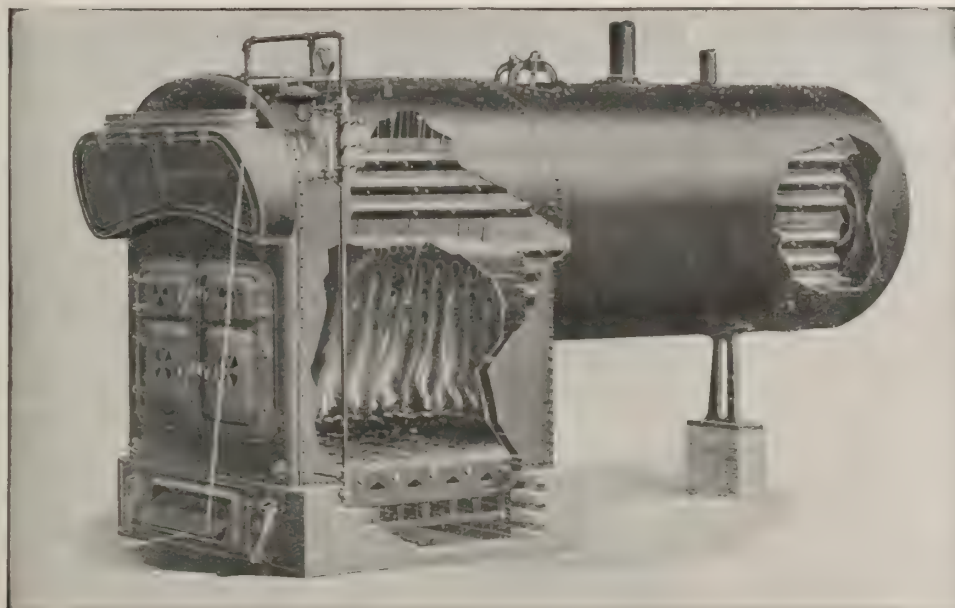
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### Using Surplus Heat

#### Canada Cement Company, Limited, Making Important Alterations at Lakefield Plant

In the alterations being made by the Canada Cement Company, Limited, to their plant at Lakefield, Ontario, arrangements are being made for the development of electrical power from surplus heat. The waste heat from the huge kilns, instead of being allowed to escape through flues, as formerly, will pass around boilers and produce low pressure steam for the operation of engines and generators. It is planned to secure 2,000 h.p. by this device.

Work on the company's plant is progressing, and it is expected that the plant will be in full operation in a little more than a year. The old plant is being completely demolished and a new one erected in accordance with the company's decision to change from a "wet" to a "dry" process of manufacture.

### Expansion at Peterborough

#### New Factory of Western Clock Company, Limited, to be Completed in October

The new factory of the Western Clock Company, Limited, at Peterborough, Ontario, will, it is hoped, be completed by October 15th. It is located on a hill top at the east of the city commanding an attractive view of the city and the surrounding country.

The main building of the plant will be four stories high, 160 feet long and 50 feet in depth. It will be built of reinforced concrete faced with red brick and artificial stone and is designed to present an attractive appearance from any point of view. The power presses, stores and heavy manufacturing will be on the ground floor; the miscellaneous departments will occupy the second story and assembling, regulating, finishing and packing departments will go on the third floor. The fourth floor will be used for rest and

recreation rooms, a restaurant and library. Later it will be used for manufacturing. In the second building are the plating, buffing, tumbling and lacquering departments.

The company plan to manufacture between 1,500 and 2,000 movements a day in their new premises and as soon as they are equipped to perform all operations on the raw materials they will be able to sell Canadian Westclox in Canada at practically the same price as the products of the parent factory are sold in the United States. At present they do not plan to produce clocks in Canada for export, but this may be a development of the near future.

### Erecting New Building

#### Richardson, Bond & Wright, Limited, Making Important Addition at Owen Sound

A new building, 84 by 100 feet, of brick and stone construction with floor reinforced by steel beams is being erected by Richardson, Bond & Wright, Limited, manufacturers of blank books, forms, loose leaf and commercial supplies, Owen Sound, Ontario. It will be finished by about October 15th and they expect to start operations in it by the beginning of November.

In February last the company completed the invention and construction of a new automatic form-making machine which lithographs forms from the roll in large or small quantities. This machine will produce one-sided forms from four to twenty times as fast as the present ordinary method of printing. The business is being extended principally in the product of this type of machine.

The company will employ from 60 to 70 hands in the new building which will be used for manufacturing only. They are able to produce daily about 2,000,000 forms of various classes and sizes and are enjoying normal business with every evidence that it will continue and increase as general conditions correct themselves.

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### Building Small Addition

#### New Three-Storey Building will Double Output of Turner Brothers, Peterborough

Turner Brothers are making a small addition of three stories, 62 by 50 feet, to their carboard factory at Peterborough, Ontario. The building will cost about \$6,000 and other alterations and additional apparatus will cost about \$5,000 more. The new building is mainly for storage purposes, but Turner Brothers expect to be able to double their output when it is ready next November.

### Increasing Capacity

#### McQuay Tanning Company, Limited, Owen Sound, Completing New Three-Storey Building

The capacity of the McQuay Tanning Company's plant at Owen Sound, Ontario, is being increased about 50% by a new three-story stone and steel building which will be completed about September 15th. It is to be used as an office, warehouse and shipping room and will necessitate taking on five or six more employees.

The company report that they have had an exceptionally good period of business during the past six months and anticipate its continuance during the fall and winter.

### Increasing Machinery Installation

#### Expansion of Plants of Canadian Paperboard Company, at Montreal, Frankford and Campbellford

The proceeds of a recent \$800,000 bond issue made by the Canadian Paperboard Company, Limited, Montreal, are to be devoted to three purposes, viz.—Replacement of working capital withdrawn for construction purposes during the last two years. Making direct additions to working capital with a view to providing for further extension of business. Mak-

ing numerous minor additions to the three mills owned and operated by the company at Montreal, Frankford and Campbellford.

"We are not contemplating making special alterations of importance at any one point," states President J. G. G. Kerry in a letter to INDUSTRIAL CANADA, "but our engineers advise us that by quietly and steadily adding to our present machinery installation we should be able to increase our output from its present total of approximately 30,000 tons per annum up to about 40,000 tons per annum.

"It is on this work we are engaged, adding in detail to our boiler plants, to our hydro-electric installations, to our storage facilities, to our paper machinery and to our finishing departments. In general we are aiming to bring our present plants up to the maximum of modern efficiency in both quality and quantity before undertaking the installation of a new paper machine for which building accommodation has already been provided."

### Report Confirmed

#### President of Johns-Manville Co., Inc. Announces [that Plant Will be Built at Asbestos, Que.

T. F. Manville, president Johns-Manville, Inc., New York, confirms the report that the Canadian Johns-Manville Company, are going to build a manufacturing plant at Asbestos, P.Q. He states that plans and specifications are complete; that there will be two buildings, 500 by 150 feet, steel and brick, being practically a duplication of one of the United States plants; and that they will manufacture various grades of asbestos roofing, pipe covering, packing, asbestos shingles, brake band lining, etc.

"While there is some disadvantage," says Mr. Manville, "in locating this plant at Asbestos, we have definitely decided to do this in order to give employment to some of the members of the families of the men we employ in our mining and milling operations at that point."

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### Make Extensive Additions

#### Durant Motors of Canada, Limited, Erecting New Manufacturing and Shipping Buildings

At a cost of about \$1,000,000 Durant Motors of Canada, Limited, are adding two manufacturing buildings, a shipping building and a cafeteria to their plant at Leaside, Ontario. These are to enable them to manufacture their new Star car in addition to the A22 Durant Model which they are now turning out. When operations start in the new plant, which will be about the beginning of next year, the present building will be used only for assembling chassis. The assembling of the bodies, trimming and painting, as well as the final assembling and final testing will be handled in the new buildings, which will treble the capacity of their present plant. The company count on producing 32,000 Star cars for domestic and 10,000 for export trade.

The manufacturing buildings are each three stories in height, 401 feet long and of reinforced concrete construction. One will be 101 feet wide and the other 81 feet. An overhead bridge will connect their top stories. The shipping building is a one-story structure, 501 by 150 feet, of brick and stucco. The cafeteria will be 70 by 45 feet, one story, with stucco finish. It will have a seating capacity of 300.

### Lincoln Mills, Limited

#### Important Consolidation of Timber Properties and Manufacturing Facilities

The Lincoln Mills, Limited, have acquired by transfer and consolidation all the property business and good-will of the Lincoln Paper Mills Company, Limited, together with all the fixed properties of the Canadian Pulpwood Corporation, Limited, including 280 square miles of virgin spruce timber in the Gaspé Peninsula, and also all the robbing and lumber mills and woods operating equipment of this corporation.

This consolidation of properties makes the Lincoln Mills, Limited, an absolutely self-sustaining unit, owning its own raw material and controlling all branches of operations from stump to market. Pulpwood cut on the limits of the company will be moved by the steamers of the Glen Transportation Company to the sulphite mill at Merriton on the Welland Canal. The interests in control of the transportation company are in close association with the management of the Lincoln Mills.

### Shoe Plant at St. Mary's

#### Hurlbut Company, Limited, Making Progress With Branch Industry in Ontario Town

The Hurlbut Company, Limited, Preston, Ontario, manufacturers of shoes, are at present erecting a branch plant in St. Mary's Ontario. The building is 40 ft. by 72 ft., two stories, mill construction, and it is expected that it will be completed and ready for occupation on October 1st. The plant will be devoted to the manufacture of infants' soft sole shoes and will have a capacity of 1,200 pairs. About 100 hands will likely be employed. The cost of the plant is placed at \$22,000.00. A new company, So-Cosy Limited, with C. E. Hurlbut, president, F. H. Smith, vice-president, and C. A. Hurlbut, secretary-treasurer, will operate the plant.

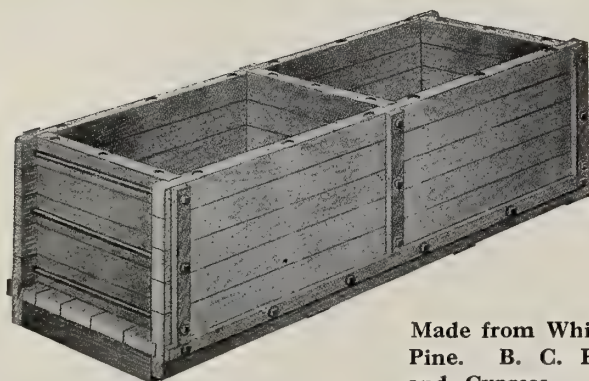
It has been officially announced that the name of the Shives Lumber Company of New Brunswick, has been changed to that of Stetson, Cutler & Company, Limited, wide powers being granted to the new organization.

The St. John Milling Company, Limited, with a capital stock of \$40,000, have recently been incorporated in St. John, N.B., for the purpose of grinding corn and other grain. It is intended by this firm, to take over the business of some other manufacturers, in this line.

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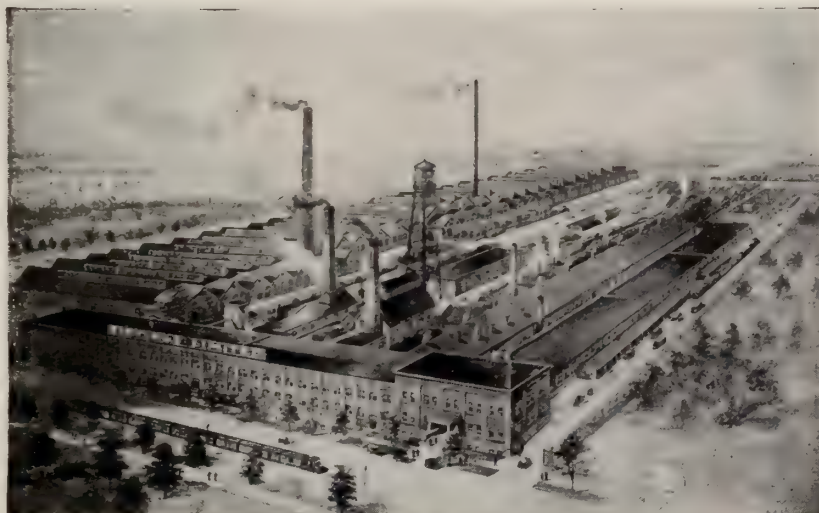
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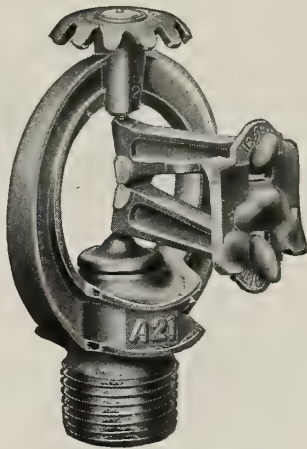
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### Make Fruit Products

#### National Fruit Products Co., Start Manufacturing "Jel-a-Fruit" in Toronto and Will Incorporate

National Fruit Products Co. have been formed by J. A. Norton, formerly secretary-treasurer of the Firestone Tire & Rubber Co., Limited, Hamilton, and E. E. Trundle, Toronto. They hold exclusive manufacturing and selling rights for "Jel-a-Fruit," in Canada east of Winnipeg, with option on western portion of the Dominion and have already started to manufacture the product at 615 Yonge Street, Toronto. It is their intention to incorporate the company for about \$50,000 or \$75,000. The product manufactured is an article which eliminates seasons in the making of jellies, jams, marmalades, meringues and conserves.

### Not Manufacturing Yet

#### Security Fountain Pens to be Made in Canada as soon as Sales Warrant Action

The following information has been received from Kritikson Brothers, Inc., Chicago, Manufacturers of the Security fountain pen, relative to the report that they were locating a branch plant in Hamilton.

"We have just recently completed arrangements with the Pocock Manufacturing Company, Limited, to represent us in Ontario and other provinces; but temporarily the pen will be shipped into Canada from our U.S. factory. We cannot afford to manufacture in Canada until the daily average of sale reaches 200 fountain pens but we assure you that when the pens do reach this number we fully intend to establish a branch plant and we do not believe that it will take the Pocock Manufacturing Company very long to produce the necessary volume of sales. When we establish a plant in Canada we would naturally form a Canadian Corporation."

### Postpone Operations

#### Central Canada Canning Co., Limited, Winnipeg, Will Not Start Until Next Year

The Central Canada Canning Company, Limited, Winnipeg, organized early this year for the purpose of establishing a canning industry near Winnipeg, have not yet gone ahead with their organization. They found that they could not commence operations this season and decided to postpone the matter and make an early start next year. D. N. Finnie is president of the company, D. E. Williams vice-president and managing director, and among the directors is W. J. Bulman, an ex-president of the Canadian Manufacturers Association.

### Not Enlarging Plant

#### Consolidated Water Power and Paper Co. have no definite plans for Port Arthur mill

Geo. W. Mead, president, Consolidated Water Power & Paper Co., Wisconsin Rapids, states that the report that his Company planned large developments, in connection with the Kaministiquia Pulp Mill, at Port Arthur, is entirely without foundation. As a matter of fact the purchase of the property has not yet been completed and, even after it is completed, there is no plan for later development other than minor changes and additions that may be made from time to time.

The Service Mattress Company is the name of a new industry established recently in St. John, N.B., by J. W. Cassidy and Charles Kain. They are engaged in the manufacture of mattresses, cushions and bed springs, at 26½ Waterloo Street.

J. T. Arnold & Son, of Barrie, are building a factory in Guelph, Ont., in which to manufacture excelsior. The buildings, of which there are three, will be finished about the end of August and the firm expect to be in operation early in September.



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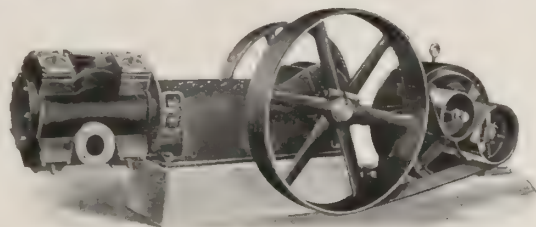
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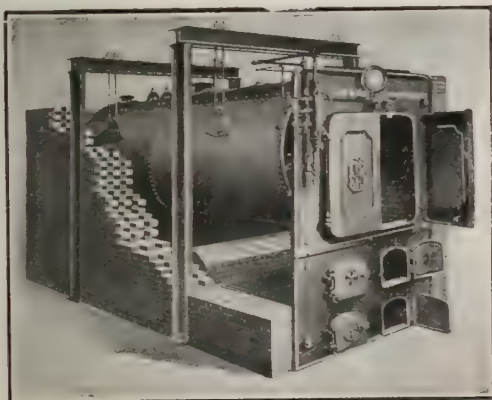
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*Directory of Products Manufactured by British Columbia Industries.* Victoria: Department of Industries.

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"This Directory has been compiled with the object of bringing the manufactured products of British Columbia before the purchasing public, and to show them the variety of articles produced in the Province, to stimulate, where possible, the purchase of goods made by the British Columbia workmen.

"This list is not claimed to be complete, because in all initial works of this nature missions are made, which are only overcome through revision from time to time.

"Every dollar expended in the purchase of goods made outside of the Province of British Columbia reduces the wealth of this Province by just the amount of that purchase. The efforts of many public and semi-public bodies to promote the purchase of 'made in B.C. goods' has resulted in the saving of considerable money to British Columbia. Many people, not knowing that a certain article is available in British Columbia, purchase outside, and thereby decrease the demand for labor and the wealth of the Province.

"To all such persons who have the interests of their Province at heart it is hoped that this Directory will be a guide in the enlargement of the market for the products of British Columbia."

Most of the other provinces have facilities for the production of a similar book, and unquestionably compilation of such a book for each province would prove an interesting study to Government officials, and would be of great value for many purposes to each province as a whole.

### Mining Publications

*Iron Ore. Part 7—Foreign America.* Price, post free, 4s. 4½d.

*Iron Ore. Part 8—Foreign Asia.* Price, post free, 2s. 9½d.

*The Mining Laws of the British Empire and of Foreign Countries. Vol. III. South Africa. Part I Transvaal.* Price, post free, £1 10s. 7½d. His Majesty's Stationery Office, Imperial House, Kingsway, London, W.C. 2.

These three publications constitute a further addition to the valuable results being obtained by the Imperial Mineral Resources Bureau in its researches into mining matters throughout the British Empire and foreign countries. Part 7 of the work on iron ore naturally deals at length with the United States, more than half of its 136 pages being devoted to that country. The other half is a description of iron ore resources in Mexico, Cuba, Central and South America. Under Foreign Asia are included China, Manchuria, Japan proper, Korea and the Philippine Islands, in which countries are situated the only important iron ore deposits of Foreign Asia known at present, besides the other countries which contains deposits of little commercial value. Sets of maps accompany each book.

The work on the South African mining law has been compiled by Gilbert Stone, Barrister-at-Law, and is an exhaustive review of an important subject. As the Transvaal is a mining country there is naturally a great amount of laws and judgments. The law is further complicated by the fact that it is originally based on Roman-Dutch law but has in some branches departed from the principles worked out by the Courts of Holland. The size of the subject makes the book quite lengthy, but quite authoritative, as far as a layman can judge.



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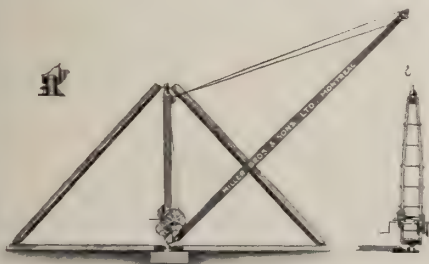
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### A Maritime Who's Who

*Prominent People of the Maritime Provinces in Business and Professional Life.* St. John, N.B., Canadian Publicity Company.

As people make a country so do their biographies constitute its history, and the publishers of this useful work of reference are to be congratulated on the amount of data they have collected about the lives of public men in Canada's three eastern provinces. On glancing through its pages one is struck by the completeness which the editor has achieved. Men of all classes, professional, industrial and political, are represented and short accounts of their private and public careers are given.

The book is attractively bound in red cloth and contains over two hundred pages. There are, as frontispieces, photographs of the Lieutenant-Governors of the three provinces, Hon. William Pugsley, K.C., D.C.L., of New Brunswick, MacCallum Grant, LL.D., D.C.L., of Nova Scotia, and Hon. Murdock MacKinnon, of Prince Edward Island.

### Advertising Reference Book

*The Canadian Newspaper Directory, 1922.* A. McKim, Limited, Advertising Agency. Price, \$3.00.

The present edition of McKim's Newspaper Directory shows that there are 1543 Canadian publications in existence, of which more than half are in Ontario and Quebec. These are listed by the provinces and towns in which they appear. In the case of each province and town a short sketch of its important points, industrial, mineral and agricultural resources, population, area, etc., is given. For the publications are given the days on which they appear, dates of establishment, sizes of pages, subscription rate and circulation.

The volume also contains a condensed list of all newspapers arranged alphabetically under the towns of publication, a list of daily papers, a list of Canadian newspapers by counties and a classified list of publications arranged according to the interests they serve. There is also a list of foreign language papers published in Canada. The advertiser is thus enabled to find immediately the paper or papers which will best serve his particular needs and which will give him the best value for his appropriation.

### Loose-Leaf Metals

Vawter-Luckett, Limited, Toronto, have issued their catalogue (Number 50) of loose-leaf metals, effective August 1, 1922. It includes all metal fittings for loose-leaf systems, such as binding posts, rings, keys, springs, etc. They have linked up their business with the Produced-in-Canada campaign by printing "Buy in Canada," "Made in Canada" or "Canadian Product" at the top of each page of the catalogue.

Lander Brothers, Limited, of Guelph, Ont., have just been incorporated with an authorized capital of \$150,000.00. This concern comes from Ellicottville, New York, and will manufacture silk hosiery and socks, as well as sport stockings and other lines. They expect to be in operation this summer and promise to develop into an industry of importance.

The Cling Cutlery Corporation—a branch of a New York firm by the same name—has purchased the plant of the Fulton Motors, Limited, at Welland, Ont., and are preparing to manufacture a line of high grade scissors for both domestic and export business.



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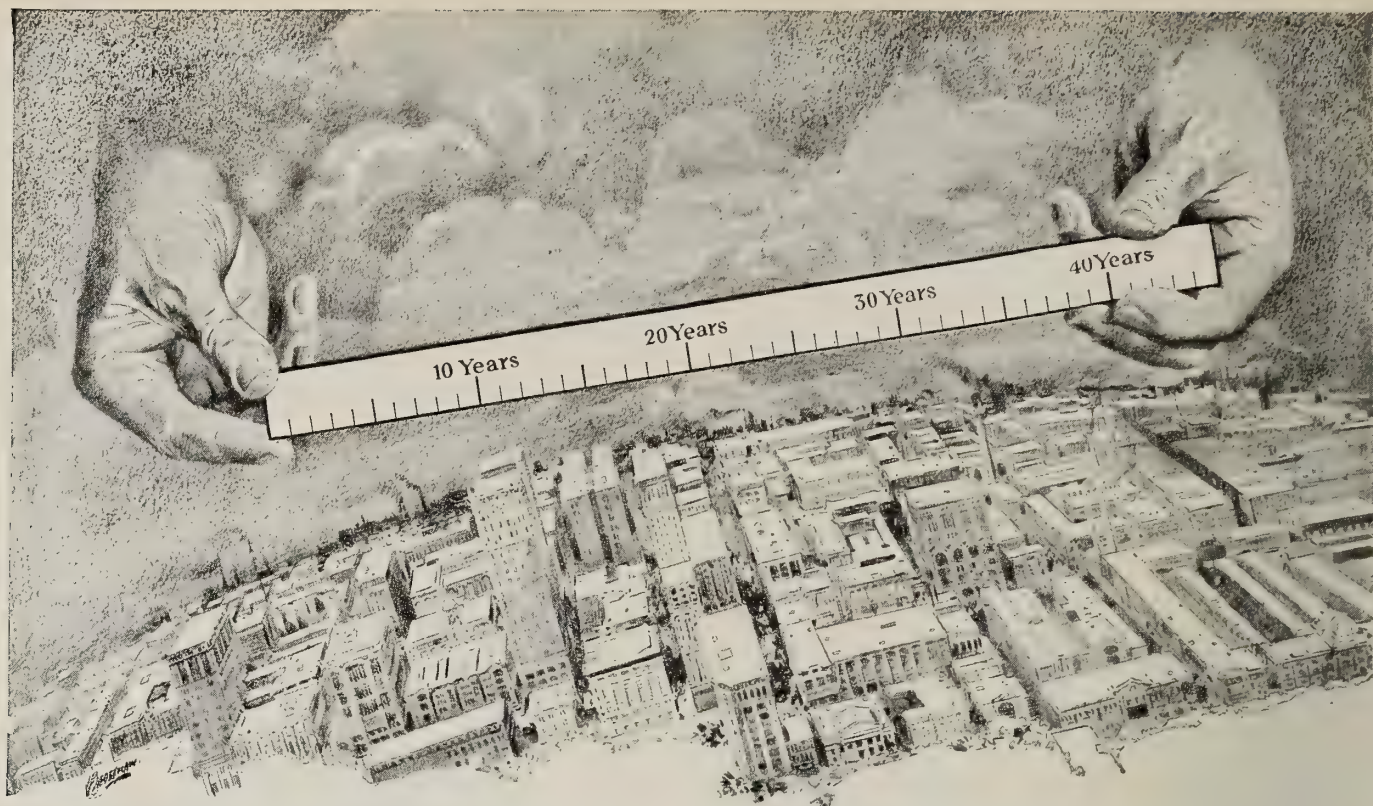
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# Industrial Canada

ISSUED BY

The Canadian Manufacturers Association

INCORPORATED

VOL. XXIII

TORONTO, OCTOBER, 1922

NO. 6

## Editorial Comment

### Attendance at Meetings

IT is again the season when Association activities are being resumed on a broader scale than was possible during the summer months. Holiday days are over and there is a disposition to get down to work again in real earnest. There are, this year, many questions of vital interest to members of the Association to be considered, prominent among which is the question of taxation. It is desirable that those elected to the membership of committees should be as faithful as possible in their attendance at meetings. As a rule, the Association's committee meetings are well attended, attesting to the zeal and loyalty of members, but there is always room for improvement, and we trust that this year new standards will be set.

### Canadian Dollar at Par

THERE is a certain satisfaction, gratifying to our pride as Canadians, in seeing the Canadian dollar once more quoted at or near par in New York. At the same time, it should not be overlooked that there is some danger attaching to the disappearance of the premium on New York funds. There is no doubt that the high cost of transmitting money to the United States acted as a deterrent to purchases across the line, exerted an influence on imports and helped to keep Canadian factories operating during the period of depression. It also helped to promote the "Produced-in-Canada" idea and made it easier to interest consumers in the purchase of Canadian goods.

It would be regrettable if the disappearance of the premium on funds should lead Canadians to enlarge their purchases in the United States at the expense of Canadian producers. Not only might it cause exchange to drop again, thereby raising the cost of necessary purchases, such as coal and certain raw

materials, but it might undo much of the good work accomplished in recent years on behalf of "Produced-in-Canada." There will be a temptation to increase purchases in the United States, with the Canadian dollar back at par. In so far as this applies to goods which might equally well be bought in Canada, we trust that Canadians will have the interests of home industry at heart and refrain from indulging in such expenditures.

### President Shaw in the West

THE president of the Association, who has been on a business visit to western Canada, addressed several meetings in the Prairie Provinces, and was quoted at some length in the western newspapers. He touched on a number of problems of the day and told his auditors a great deal about the Association, what it stood for, and what it was trying to accomplish. Nor did he fail to point out how rapidly manufacturing industry was expanding in the west, as indicated by the growth of membership of the C.M.A. west of the Great Lakes. He also told of what the Association was trying to accomplish for "Produced-in-Canada," and made it clear that the organization took a broad viewpoint in this connection and was campaigning just as much for the products of the farm as for those of the factory.

Addresses such as those delivered by Mr. Shaw in Winnipeg, Calgary, Edmonton and other western cities will be most helpful in smoothing away misunderstandings and establishing friendly feelings. It is valuable work and the C.M.A. is fortunate from year to year in having men like Mr. Shaw, who are willing to spare the time to undertake it.

### Our Trade Still Favorable

STATISTICS of imports and exports for August and for the fiscal year to date show that Canada's trade balance continues on the right side of the ledger. With an increase of twelve millions



in exports and of only two millions in imports, an adverse balance of \$4,000,000 in August, 1921, was turned into a favorable balance of \$6,000,000 in August, 1922. Similarly, for the five months ending August, exports showed an increase of \$39,000,000, while imports declined \$15,500,000, changing an adverse balance of \$41,500,000 into a favorable balance of \$13,000,000.

No doubt reduced importations of coal this year have had something to do with the result. Imports under the head of non-metallic minerals and products, which includes coal, dropped from \$12,540,173 to \$9,056,328 in August, or approximately \$3,500,000. This, however, does not account for a change of \$10,000,000 in the totals of the two months. There were increases of \$5,500,000 in agricultural and vegetable products, mainly foods; \$4,500,000 in wood, wood products and paper, and \$1,500,000 in iron and its products; so that, in spite of the reduction in coal, there would still be a favorable balance of some proportions in August of this year.

### Book Manufacturing Grows

**A** CANADIAN industry which merits some commendation at the present time is the manufacture of books. Those familiar with the business of publishing appreciate the fact that, as compared with Great Britain or the United States, the sale of any given publication in Canada is relatively small. Up to a certain point, therefore, it is more economical to serve the Canadian market by means of an imported edition than to undertake its manufacture here. When, however, the possible sale reaches a higher figure than this, it becomes not only feasible, but desirable, to print the book in this country.

We are pleased to note an increasing tendency on the part of Canadian publishers to have their manufacturing done in Canada, whenever circumstances admit. This fall, particularly, a larger number of books than usual are being made in Canada and the work throughout, from that of artist, engraver and printer to binder, is very creditable to Canadian effort. Canada makes the paper and the boards; she has well-equipped printing plants and binderies; she has capable artisans. There is no reason why books should not be made in Canada quite as satisfactorily as elsewhere.

### The New United States Tariff

**T**HE anticipated effect of the new United States tariff act, which went into operation on September 23rd, will be to cause a more extensive contraction in the imports of Canadian goods than was produced by the Emergency Tariff Act of 1921. When the new act was first introduced, the Tariff Department of the Association estimated that the

value of Canadian goods affected under the new schedules, based on last year's figures, would be in the neighborhood of \$300,000,000. That the decline will be pronounced is abundantly evidenced by the manner in which Canadian products were cut off by the Emergency Tariff. This went into effect on May 28th, 1921, and for the three months ended August 31st, 1921, imports of goods affected amounted to only \$7,135,195 or less than one-third the value of imports of similar goods in the same three months of 1920.

Canada has almost invariably bought more goods from the United States than she has sold to the United States, as the following statistics indicate. In this table, export figures include not only the exports of Canadian products but of foreign products as well. The latter are comparatively small, but their inclusion makes the difference between imports and exports less pronounced than it would otherwise be.

	Imports	Exports	Excess of Imports
1873 .....	\$47,735,678	\$42,072,526	\$5,663,152
1875 .....	50,805,820	29,911,983	20,893,837
1880 .....	29,346,948	33,349,909	4,002,961*
1885 .....	47,151,201	39,752,734	7,398,467
1890 .....	52,291,973	40,522,810	11,769,163
1895 .....	54,634,521	41,297,676	13,336,845
1900 .....	109,844,378	68,619,023	41,225,355
1905 .....	162,738,571	77,404,071	85,334,500
1910 .....	223,501,809	113,150,778	110,351,031
1915 .....	428,616,927	215,409,326	213,207,601
1920 .....	801,100,700	501,130,117	299,970,583
1921 .....	856,176,820	560,701,936	295,474,884
1922 .....	516,105,107	305,422,177	210,682,930

\*Surplus of Exports.

It apparently is the present fiscal policy of the United States to make still larger the discrepancy between what is bought from Canada and what is sold to Canada. Trade returns during the next few months will be watched with keen interest.

### Associated Boards of Trade in Session

**M**EETINGS of such bodies as the Associated Boards of Trade of Ontario, representative as they are of general business, have become a useful clearing house of ideas. Not only are the interests of manufacturers considered, but wholesale and retail trade, public utilities, and other departments of activity have their spokesmen, and thus a wide circle of opinion is obtained.

At the recent meeting of the Ontario Boards in Owen Sound, the question of taxation of industry came up. It was pointed out that, when municipalities were in search of new sources of taxation, it was the industries of the place that had to pay. This policy was having the effect of driving industries out of Ontario. As Mayor Coppley, of Hamilton, remarked, there were industries in that city which, to his knowledge, would pick up and go to Quebec if they only could get away. The Associated Boards decided that the matter should be taken up with the Provincial Government, with a view to imposing some limit on the extent to which municipalities could levy new taxation.

Another question of interest to manufacturers discussed at the meeting was with regard to the exten-



sion of Canada's consular service. It was explained that, while the United States had ninety-three consular agents in Canada alone, Canada had only twenty such agents all over the world. This meant that Canadian industries suffered when it came to searching out new markets. American consular agents were so closely in touch with Canada's foreign markets that the moment big shipments left Canada, information was sent to Washington and a movement was started in the United States to capture the markets. By charging a fee in foreign countries on invoices of goods destined for Canada of \$100.00 or over, it was thought that sufficient funds could be raised to meet the expense of extending the Canadian service. The Federal Government will be asked to put the suggestion into effect.

### Useful Safety Work Accomplished

A WORD of commendation might well be extended to the Ontario Safety League for its excellent work at the Canadian National Exhibition, in demonstrating safety appliances and otherwise illustrating the fatal effects of carelessness. While most of the attention of the exhibit was devoted to the automobile, this being the most prolific cause of accidents at present, industrial hazards were not overlooked, and such appliances as guards for punch presses and cutting machines, belt guards, safety cabinets and goggles were shown. The exhibit also contained a safety window, so devised as to enable the upper and lower sash to be cleaned from the inside of the building, thus avoiding the serious risk attending outside cleaning.

In addition to the display of appliances, thousands of buttons were distributed to visitors bearing the inscription: "Be Careful, Look, Avoid Accidents, Look, Ontario Safety League." These were appreciated, especially by the younger people, and will serve as reminders throughout the year of the necessity for safety precautions.

### The Encouragement of Canadian Art

ON various occasions we have referred to the desirability of extending the "Produced-in-Canada" idea to include the work of architects, and have urged members of the Association, when contemplating building, to give the preference to the designs of our own Canadian members of the profession.

That we might well go further and put in a plea for the Canadian artist, is suggested by a controversy which has developed between the well-known Canadian author and artist, Arthur Heming, and the Deputy Minister of Public Works of Manitoba, Mr. Oxtou.

Mr. Heming's cause of complaint is that in the erection of the new Parliament Buildings at Winnipeg,

costing many millions of dollars, not one cent was allowed for Canadian art. He describes the buildings as an impressive and gigantic monument to the glory of foreign art.

In a letter to the *Manitoba Free Press*, Mr. Heming writes bitterly of the indifference of many wealthy Canadians and the injustice of government officials in their attitude towards Canadian art, and asks whether it is right for these men "to scoff at her youth and to do everything in their power to break her spirit and to starve her to death."

The question at issue is not one as to the relative merits of Canadian and foreign art. It is as to whether the efforts of our Canadian artists to develop art in this country should receive encouragement or not. On this point, we feel that there can be but one opinion among Canadian manufacturers, and that the same consideration should be given to the work of the Canadian artist as is asked for the work of the Canadian artisan.

### Conditions in United States

REVIEWING business conditions in the United States at the end of September, the National Bank of Commerce in New York finds that manufacturing is on a satisfactory basis except in so far as some industries have suffered from lack of coal and inadequate transportation facilities. Crop yields are excellent for practically all crops except cotton, and even that is estimated at two million bales above last year. Unemployment is practically nonexistent. Retail and wholesale business is expected to show considerable expansion over that of 1921.

"It must nevertheless be recognized," states the National Bank of Commerce, "that, even though crops are large, dollar wheat, a considerable decline in the price of hogs since the first of June, and relatively low prices of other agricultural products, have reduced the purchasing power of the farmer. This situation is similar in respect to other important classes of raw materials. These conditions and the fact that not far from one million men were continuously out of work as a result of strikes during the greater part of the summer, are major factors which have effectively blocked inflation at this time. Business is being booked for requirements of the immediate future and forward buying is cautious. Good business is assured but it is not reasonable to expect a boom.

"Conditions abroad and the state of the exchanges are not such as to encourage any idea that there is to be any large increase in European business in the near future. Exports from the United States to countries where general business shows improvement, such as Australia, the leading South American countries, Central America and the West Indies will probably increase somewhat, but these countries are primarily dependent on conditions in the international market for raw materials, chiefly agricultural, and



their inhabitants are therefore in a position differing in no important way from that of the American farmer. They will unquestionably buy more freely than they bought last year, but not extravagantly.

"It may well be that prices in some lines may continue to tend upward as price and wage readjustment proceeds, but any rapid general upward tendency in the prices of goods ready for the ultimate consumer would be checked by unwillingness and inability on the part of purchasers throughout the world to follow up the market. Manufacturers and merchants will still find it essential to pursue a policy of careful and economical operation, for the best prospect of profits lies not in rapidly rising prices but in operating efficiency and gradually expanding volume of business."

### A Pulp and Paper-Making Course

A CORRESPONDENCE course in pulp and paper-making is now available in Canada, thanks to the efforts of the Canadian Pulp and Paper Association and the publishers of the *Pulp and Paper Magazine*. The course is based on a set of text-books on the manufacture of pulp and paper, compiled during the past few years under authority and direction of the pulp and paper manufacturers of Canada and the United States. It is given by the Institute of Industrial and Domestic Arts, Gardenvale, Quebec, under the direction of an advisory committee of the Canadian Pulp and Paper Association.

While technical schools are doing much for the training of Canadian artisans, it is obvious that they can by no means meet all needs. A well-organized correspondence course should be able to render great assistance and there is good reason to believe that the course referred to, having the sanction and support of the organized pulp and paper manufacturers, will be of decided benefit. The faculty of the school of pulp and paper making is drawn from the best men in the trade, and includes men of practical experience, holding responsible positions in the industry. A syllabus of the course has been printed, which gives an explanation of its nature and scope.

### Costs in the Building Industry

THE survey in this number of the building field in Canada, with special reference to the effect of the revival in building on the operations of the manufacturers of building supplies, discloses widespread and gratifying activity. In all departments, from the production of brick, cement and lumber to the finest interior fittings, there has been an increasing demand, with the result that plants catering to the needs of builders and contractors are practically all operating to capacity.

The situation is satisfactory and the outlook is for a continuance of activity. However, here and there a warning note is sounded, which perhaps it might be as well to heed. More than one manufacturer, who has been invited to express his views on the future of the building industry, stresses the danger incidental to the raising of prices. The great increase in the demand for materials has undoubtedly produced a shortage and has led to a stiffening of prices. This is inevitable when demand runs ahead of supply, but every effort should be made to keep increases within reasonable limits. It is better to take a moderate profit and keep business running evenly than to take advantage of the exceptional demand of the moment, raise prices unduly, and perhaps put a stop to much building which might otherwise be undertaken.

High prices will also lead to the use of substitutes, which will be detrimental to the welfare of all concerned in the building industry.

Much building remains to be done in Canada. This year's work has been mainly residential. There is a considerable volume of industrial, commercial and financial building to be commenced, and this has been held up so far by the high cost of construction. It will be sound policy to keep the cost of building down at as low a level as possible.

### Hydro-Electric Power and Labor

IN commenting on the coal situation in Canada as a result of the strike in the United States coal fields, *Natural Resources*, published by the Department of the Interior, stresses the point that hydro-electrically developed power is vastly superior to power developed from coal, by reason of its practical independence from the human element of labor.

Anyone who has visited one of Canada's big hydro-electric power plants will recognize the truth of this assertion. Apart from the labor required for installation, very little labor is required in operation. In fact, two or three men are sufficient to look after machines developing immense quantities of power.

Contrast this situation with that in the coal fields where labor is such an important element that a strike dislocates the business of half a continent and causes serious hardship to millions of people.

Consideration of this aspect of the power question should stimulate Canadians to undertake a still greater development of water power resources than has yet taken place. *Natural Resources* states that the present water power installation in the Dominion of over 2,700,000 h.p., means a saving of 27,000,000 tons of coal annually. This saving might be made considerably larger, were more of the water powers utilized, while the country would be safeguarded to this extent against power shortages arising in the future from renewed labor troubles.



# Industrial Relations at the British Empire Steel Corporation's Plants at Cape Breton

Described by an Official of the Corporation

**I**N July, 1920, a Department of Industrial Relations was formed to cover the great variety of activities in the works of both the Steel and Coal Companies, dealing with the human factor. The Department includes the following divisions:

EMPLOYMENT.

EMPLOYEES' SERVICE.

SAFETY AND FIRST AID.

Some features of this work had been carried on for years in a rather haphazard way. These were EMPLOYMENT, WELFARE WORK, ACCIDENT PREVENTION AND REDUCTION OF LABOR TURNOVER, but none of them had been placed on an organized basis. They were treated as separate and distinct in themselves, while in reality they were part and parcel of the problem of industrial welfare. High labor turnover, for example, leads to a high accident rate, to labor unrest and to difficulty in procuring labor. Poor housing conditions lead to a discontented class of workmen, and a high accident rate shows general carelessness on the part of the employers and the employees. The time came when it was found necessary to co-ordinate the different divisions and bring them into complete harmony, as parts of a well organized industry.

## Is it Worth While?

The tendency of the present day is towards thorough organization, and to have this, industrial betterment, safety, industrial education, efficiency, and all that pertains to the human uplift, must be included. Is it worth while from the human and economic standpoint?

The housing of thousands of workmen presents a large problem and must be studied from many sides. The problem directly concerns the health, the comfort and the contentment of the workmen, for no matter how we look at it, a discontented class of workmen cannot be counted as a good asset. The smiling village, with its happy, healthy workers, can only be had when conditions are good and when there are high living standards.

The number of employees of the British Empire Steel Corporation in normal times in Cape Breton Island is approximately 14,000. These are cared for under the divisions enumerated above.

The duties of the Employment Division consist in part of the development of the sources of labor supply, the interviewing, selecting and placing of workmen, the supervision of exits, quits, lay-offs and discharges, and the making of arrangements for the transportation of

workmen and their families from outside points. The records of all employees are kept and information on absenteeism and statistics on labor turnover are compiled therefrom.

When a man desires to become an employee of the British Empire Steel Corporation, he must first present himself at the Employment Division. Here he ascertains whether the company needs a man of his type and experience. If so, certain data regarding him are recorded; such as his name, age, address, nationality, trade, education, previous employment, etc. The possession of these facts concerning each employee makes of the Employment Division a bureau of information covering the personnel of the organization.



**PROTECTING THE WORKER**  
Safety Guard; Installed on Planer in General Machine Shop of Dominion Coal Co., Limited, at Glace Bay, N. S.

Having met the requirements of the job to which he is to be assigned, the new employee is given an employment certificate, which he carries to the foreman. The foreman puts the man to work, signs the employment card and sends it to the department superintendent, who approves it and sends it back to the Employment Division for its records.

For some years past the employment of workmen for the steel plant at Sydney has been handled through a central employment office. Requisitions for workmen were made on the Employment Office by the department heads, and men

whose services were dispensed with by the departments were sent to the Employment Office, where their time cards were initiated before they presented them at the pay office.

This reference to the Employment Office was for the purpose of ascertaining why the men were leaving the service, and with the object of placing them at some other department before they drew their pay, providing, of course, they were not discharged for cause. In the event of a man whose services were not required in one department, being needed in another department, the time order was cancelled and a transfer card issued in its stead.

By following this method, it was found that men who were unsuitable in one part of the plant very often turned out to be excellent men for some other department, and instances are on record where men have been transferred as often as six times before finally settling down and becoming permanent employees of the company. This system is simply a matter of finding the right job for the man or the right man for the job, and this same system, as far as possible, is at present in use at the coal mines.

## Employment Office Established

Referring particularly to this branch of the work, as applied to the coal mining end, employment offices have been established in the four districts in which mining operations are carried on, viz., Glace Bay, New Aberdeen, New Waterford, Sydney Mines.

Previous to the establishing of these offices, men seeking work went around from one mine to another, and instances are known where men spent a week travelling between the different mines looking for work. Under the present arrangement it is only necessary for them to go to one of the employment offices, where they can get full information regarding the mines where men are required, as all the offices work in close co-operation with one another.

The matter of men shifting from one mine or department to another is taken care of by a transfer system, and it is necessary for the manager of the mine where the man is presently employed and the manager of the mine to which the man wishes to go, to sign the transfer card before the man can change his employment, and in consequence the matter of keeping employees' records is greatly simplified.

On account of our geographical position, the maintaining of an adequate supply of mining labor makes it necessary for us to bring nearly all the new men we require from Europe, and, as the



majority of these are brought over on advanced transportation, it is imperative that correct record of them be kept.

### Employees' Service Division

This division is charged with looking after all new arrivals and seeing that they are properly housed and taken care of. In the case of men coming from abroad they are met at the port of landing by an employee of this division and conducted to the point where they are to work. This man is an experienced miner, and, if necessary, he goes into the mine with new men for a few days until they get accustomed to the work and the conditions.

In Nova Scotia it is necessary for a miner to have a certificate of competency before he will be allowed to mine coal, and the fieldman, who meets the new arrival, directs him where to apply and be examined for a certificate.

The housing of the workmen is also a part of the duties of the Employees' Service Division, and the matter of clean-up and sanitation is an important part of the work that is receiving particular attention. A large amount of sanitation work was done this year and the colliery villages and towns will compare favorably with any other towns on the continent.

All forms of athletic sports are encouraged. The grounds for baseball, football and cricket are provided by the company, which helps to maintain them. Trophies are offered by the higher officials or executive directors of the corporation.

Where musical organizations or bands exist they are encouraged by way of donations of money, band-stands, etc.

Horse racing is a popular sport in mining towns, and good horses are kept by miners who are enthusiastic horsemen. Company land is leased for a nominal sum to the officers of the racing association, and assistance is given in the building and maintenance of the race track.

### Club House Events

An official club house was erected at Glace Bay, where fortnightly meetings of officials are held during the winter. At these meetings interesting and instructive papers are read and discussed. These are varied with musical programmes, and in this way many pleasant hours of winter are whiled away. A restaurant is established in the club house, providing good meals at low prices to the general staff and other officials. In addition, there is a billiard room. High-class magazines are provided by the Company.

Each year some new features are added, and this year the hearts of the children have been cheered by new playgrounds, nicely fitted with swings, slides, see-saws and sand-boxes. Here the merry laughter of the happy children rings out, and these new playgrounds are most attractive places to the adult, who loves to linger where the care-free child lives its young life in the way nature intended it should.

The campaign for cleanliness and or-

der around the collieries has been most successful, and has been much commented upon by the public press and visitors interested in the coal industry. The appearance of every colliery has been changed. The buildings have been painted, and wherever necessary a liberal use of whitewash has been applied. Yards have been graded and squares of ground around the larger buildings fenced and seeded down. Gardens are laid out with beautiful gravel walks, while fountains splash in the clear sunlight. One writer describing the change, states "a new day came in with the vitalizing breath of a spring morning when all life is animate with the joy of quickening forces." Like Roderick Dhu's warriors springing from "copse and heath and shingles grey," there sprang up architects and artists, landscape gardeners and painters and a transformation was wrought at the collieries. Everywhere one looked the process of change was going on. Engine houses, both inside and out, were being repaired and renovated; the oil of years was scraped from black floors; windows were washed and pure sunshine admitted; while the roofs—the overhanging canopies, which, in many cases had become nothing but "foul and pestilent congregations of vapors," plus cobwebs—were brightened up and made to shed a cheering influence on all beneath.

### Inspire the Workman

But nowhere did the change become more apparent than in the workmen themselves. They began to vie with one another for the bringing in of a new world. The men of the large power and compressor houses quickly developed a taste for painting and each house became a picture just as the artistic sense developed in the men.

A mechanical foreman with an innate love of the beautiful saw an opportunity in the new decree for gratifying his taste, and began to look around for a place for a garden. The only suitable place was taken up by a pile of clinkers from the fire-doors. The pile was removed and new soil filled in; flower beds were laid out and flowers planted; and being in a spot sheltered from the winds, but accessible to sunshine, very soon a profusion of variegated flowers gladdened the eyes of men and hearts of numerous little honey-bees. The splendor of this garden last year was far beyond any of those at the other collieries. The garden was enlarged this spring and the gravel walks re-arranged with excellent taste. The beds have been raised and re-shaped with all the skill of the first-class landscape gardener, and the whole presents a scene that compels passers-by to stop awhile and feast their eyes. Thus we have beauty, if not from ashes, then from the place of a former ash-pile and a scene of loveliness where heaps of red clinkers rendered the earth barren and ugly, wounding the senses and paining the eyes. It was this colliery, with its well graded mine yards, the neat and clean appearance of its buildings, splendidly arranged, and its beautiful garden, that drew forth most

favorable comments from the financiers of New York and the experts of Bethlehem Steel, who lately made a visit of inspection to the property of the British Empire Steel Corporation, and who expressed themselves as highly satisfied with the appearance and the condition of all the collieries.

### Safety and First Aid Division

The chief and primary work of the Safety Division is accident prevention, and it is here that the relations of the department with the different managers and foremen are most intimate.

It is generally estimated by safety engineers that from fifty to seventy-five per cent. of accidents are preventable. It is, therefore, highly important, both for the company and for all employees, that safety work be carried on vigorously. The most obvious function of the Safety Division is to see that all practical mechanical guards and safety devices are installed and maintained by the managers and foremen in the different departments.

The best safety device, is, of course, a careful man, and as only a small percentage of accidents are caused by defective machinery or the absence of safety guards, the big factor in safety work is safety education. The Safety Division tries to stimulate enthusiasm for safety by posting safety bulletins throughout the plants and by organizing departmental safety committees.

This branch of the work, at both the steel and coal departments, is in charge of the safety engineer, who has a safety inspector in each department. Both companies are members of the National Safety Council, and their literature is prominently displayed on bulletin boards in every department at both plants.

The safeguarding of the moving parts of all machinery is looked after by these safety inspectors, who report to the superintendents, managers and to the safety engineer, their recommendations on what safety appliances should be installed.

### Coal Mining Rules

The safety work underground is covered by the special coal-mining rules of the company, which, being approved by the Governor-in-Council, are of the same force and effect as the Coal Mines Regulation Act of the Province, under which all the mines are operated. Safety inspectors underground report to the Chief Inspector of Mines of the company and are not part of the Department of Industrial Relations, but all co-operate and work together for the general safety.

The accident rate for the year 1921, is in some respects very encouraging. In 1920 the number of fatal accidents in the Glace Bay district was fourteen. In 1921 there were eight, being a decrease of forty-three per cent. If the Glace Bay district were cut off from other parts of Nova Scotia and a comparison made with other mining countries, it would take fourth place, ranking after Britain, France and Belgium. It is a good showing and proves that progress has been made.





#### SOME EXAMPLES OF THE WORK OF DEPARTMENT OF INDUSTRIAL RELATIONS

Above to the left is shown an attractive flower garden, which has replaced a rubbish heap at No. 16 Colliery and to the right, the interior of modern wash house at No. 26 Mine. Below appear one of the Company's first aid rooms and another illustration of the use of safety appliances on machinery.

The non-fatal accidents show a slight decrease, while septic cases have been greatly reduced in number and severity, due largely to the first aid treatment given at the collieries, and in all departments of the steel plant, when an accident occurs. When the time comes, and it is rapidly drawing near, that workmen look on the first aid station as a necessary part of mine and works equipment, a greater reduction in septic cases will take place. However, the improvement along this line has been good, and commendation has been given the Welfare Department by those connected with the Compensation Board, whose fingers are on the pulse of the Safety Division.

#### First Aid Classes

First aid classes have been formed at each colliery and a large number of pupils attend during the winter months. They take up the course prescribed by the St. John Ambulance Association. The course consists of six lectures which are given by the colliery doctors, and on the completion of the course examinations are held and the successful candidates receive the certificates of the St. John Ambulance Association. At all collieries and in all departments there are

first aid men who can give assistance when an accident occurs. Each colliery has now a first aid station, where injuries are dressed before the man leaves the works.

The fire brigades at the collieries are under the supervision of the Chief Inspector of Mines, and have been completely reorganized and put on a first-class basis. New equipment for fire fighting has been supplied and altogether something like one hundred and seventy-five men are enrolled and are active members of the fire department.

#### Emergency Hospital

At the steel plant, Sydney, the company has provided a modern fireproof emergency hospital, located just outside the main entrance to the works. The hospital is supplied with every convenience and appliance for the care of injuries. The equipment of the hospital is such that as many as six patients can be retained and cared for continuously for weeks, if necessary. Competent surgeons and skilled nurses are constantly available, so that cases of injury can receive immediate and careful attention. In addition to the emergency hospital at the plant, the company

has made arrangements with the City Hospital, so that the company's employees and their families receive special attention.

In the mining districts the Coal Company does not provide hospitals, but employees of the company pay a monthly fee of one dollar and thirty cents, for which they and their families receive hospital treatment when necessary. The company makes donations to the hospitals and supplies coal to them at a reduced rate.

#### Sickness Insurance

The Coal Company also contributes a substantial sum monthly to the Coal Workers' Benefit Association, which pays a weekly allowance of nine dollars to members who are ill and unable to work. This Association, the funds of which are provided by contributions from the workmen, the Coal Company, and the Provincial Government, is separate and apart from the Workmen's Compensation Board, which pays for accidents only.

There are many other features of welfare work, but I have touched on the principal ones, which are sufficient to show what is being done under the British Empire Steel Corporation.



# The Industrial Economics of Power Supply

## Over-motoring a Common Source of Low Power-Factor— Proper Selection of Motor Lessens Power Costs, Increases the Efficiency and Lowers Investment Charges

By W. Frank Sutherland

IT is rather a prevalent tendency on the part of the human race to choose figure on the safe side, to choose something just a little bit larger than necessary in case greater capacity should be required by reason of unknown factors. In other words, deliberately or otherwise, one is apt to include a safety factor of variable amount. This is usually a wise precaution, but at times unnecessary and apt to lead to other troubles. Such is the case with the induction motor where, in its selection, it is often chosen over-size.

Low power-factor conditions in the main are caused by over-motoring. Poorly designed motors may also have something to do with it. A large number of small motors likewise affects the power-factor of a plant as well as intermittent duty cycles, such as occur on machines requiring a large amount of power for short intervals, between which are longer periods when the motor supplying energy may be running light.

Some of these causes of low power-factor must be accepted as necessary evils. The duty cycle of a machine can hardly be changed, nor can a number of small motors be replaced by one or two larger ones unless group drive should prove feasible, but over-motoring—incidentally of rather frequent occurrence—can and should be taken care of. With induction motors of standard makes the purchaser may be reasonably sure of satisfactory performance in most respects, and it remains only to exercise care and discrimination in the choice of the proper size for any particular use.

The power-factor of an induction motor falls off rapidly as the load decreases below that given as its full load rating. As an instance in point, illustrating this fact, Table 1 and Fig. 1 are given. Both refer to the same test, on a 10-h.p. 60-cycle motor, and both contain the same data, one in tabular and the other in chart form.

At full load the power-factor is shown as about 88.5 per cent., a fair value as motors go. At 60 per cent. load it is about 80 per cent., while at 20 per cent. load the power-factor has dropped to 50 per cent. With no load, or the motor running light and supplying only its own losses, the power-factor has dropped to the low value of 15 per cent.

### Penalty Clauses

Many power contracts now contain power-factor penalty clauses, which make an increase in the consumer's bill for low power-factors. One such might read, "The demand charge shall be increased in the ratio of 85 per cent. to the power-factor at the time of maximum demand, where such falls below 85 per cent." This is only a hypothetical clause, which, however, will serve to illustrate the way in which such provisions work.

If the consumer had his motors reasonably well loaded, and if they were, in general, larger than fractional horsepower in size, the possibility is that the power-factor would be about 85 per cent. or even a little higher, and any increased billing would thus be obviated. If on the other hand the shop or factory equip-

ment was over-motored the power-factor would be lowered and an increased amount would be asked.

For instance, suppose a particular machine required six horse-power for its operation and a 10-h.p. motor were installed. The monthly demand charge for using either a 6-h.p. or 10-h.p. motor would be the same, say \$7.50, but this would be increased in the ratio of 85/80, or to a value of \$7.97, with the 10-h.p. motor, since it would run at the lower power-factor of about 80 per cent. While the actual power delivered to the consumer in either case would be the same, the current flow in the supply lines would be increased by the use of the larger motor and in the inverse ratio of the power-factors.

The comparative values can best be shown by a diagram such as that given in Fig. 2. The electrical engineer finds as much use for trigonometry as the civil engineer, and also must be acquainted with other branches of mathematics about which the latter need know little. Diagrams such as this and more complex ones, convey a fund of information to those understanding their construction. In the present case, it will suffice to say that from the ratio of the sides one to another, together with their lengths, the per cent. power-factor and the amount of current flowing can be shown.

### Increase in Current

Suppose six horse-power is required at 550 volts, with a three-phase source of supply. The current drawn from each line at 100 per cent. power-factor is represented by the base or horizontal side of the triangle. In this case this is equal to 4.7 amperes. At 85 per cent. power-factor, the current is  $100/85$  of 4.7 amperes, or 5.53 amperes. This is shown as the lower of the two inclined lines of the triangle. At 80 per cent. power-factor the current is increased still more and becomes  $100/80$  of 4.7 or 5.875 amperes. The above figures neglect losses in the motor itself.

The various lines are drawn in the form of a triangle, since for all power-factors less than 100 per cent. the current lags behind the voltage causing its flow, and this lag can be expressed in the form of an angle. If this angle is taken as one angle of a right-angled triangle, the power-factor of the circuit may be directly expressed as the ratio between the two sides adjacent to it. In the present case the power-factor is either  $4.7/5.53=80$  per cent., or  $4.7/5.875=80$  per cent., depending on which of the two inclined lines is chosen; two tri-

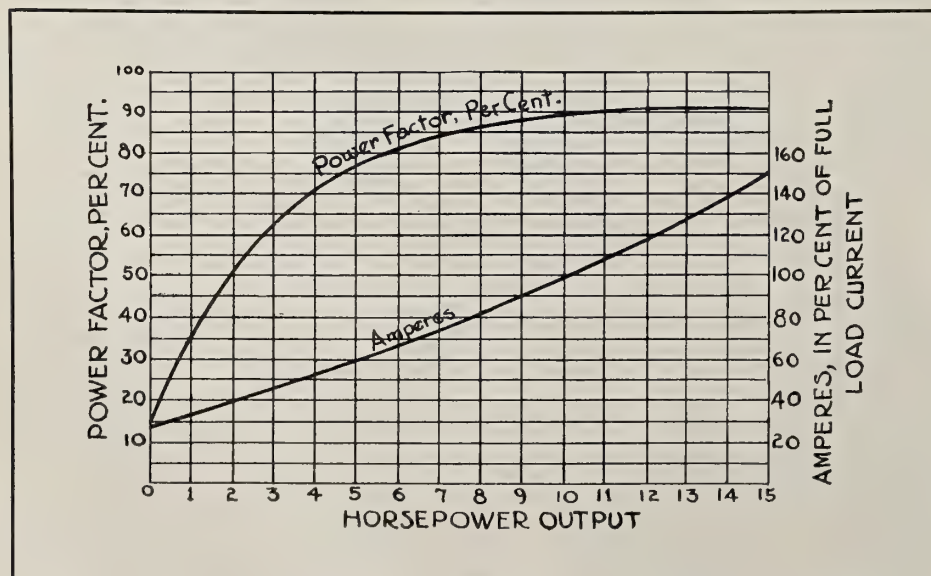


FIG. 1

Showing how power-factor and current vary with motor loading. Motor is 10 h.p., 60 cycle machine



### Performance of 10 H. P. Induction Motor

% Load.	Horse Power Output.	Power Factor per cent.	Current in % of Full Load Current.
0	0	15	34
20	2	50	44
40	4	70	0
60	6	80	68
80	8	86	81
100	10	88.5	100
120	12	90	116
140	14	91.5	140
160	16	91.5	160

Table No. 1

angles are shown, one having sides representing 4.7 and 5.875 amperes, the other 4.7 and 5.53 amperes, respectively.

No induction motor ever runs at 100 per cent. power-factor and about the best one can obtain with induction motors alone is a plant power-factor of about 85%. Thus, in the case considered, the least current flow per line possible with the 6-h.p. induction motor fully loaded, is 5.53 amperes. The 10-h.p. motor on the other hand, delivering 6-h.p., would require 5.875, a difference of 0.345 amperes.

### Increased Capacity Necessary

If each one of a power company's customers practised over-motoring, it is easily seen that increased capacity would be necessary, starting at the generators and including transformers, switches, transmission lines and local distribution net-work, while the power delivered would be no more than that delivered at a higher power-factor.

In the case of the privately-owned plant the manufacturer, now both power company and consumer, shoulders both burdens, and his costs in increased plant capacity not only include those due to needlessly large motors, but also those incidental to the installation of larger capacity generating and distribution equipment. It is interesting to note that the size of the prime mover, turbine, engine or other, is not increased by reason of low power-factor, although the generator attached to it needs to be of larger size.

It is also well to note that low power-factor conditions cause poor voltage regulation and a consumer having a large number of over-size induction motors and located on the end of a fairly long line, is apt to find himself cursed with a variable voltage. This is largely his own fault and not particularly that of the power company.

Some horrible examples may be cited. Two-wheel grinders, buffers and other machines of like nature frequently run idle and draw little power. One such grinder driven by a 3-h.p. motor, running light, consumed 225 kw. of electrical energy, and had a power-factor of 12

per cent., this at slightly less than 10 per cent. full load rating on the motor. The current taken from the line was 2.4 amperes, while that taken on the full-load rating of the motor would not be much greater, about 3.5. On load, with material being ground, the power-factor was only 28 per cent., this at 25 per cent. of the motor ratings. This is an example of over-motoring.

On the other hand, a 200-h.p. motor driving an air compressor gave on 124 per cent. load a power-factor of 88 per cent., while at 70 per cent. load a power-factor of 79 resulted. This result is quite satisfactory and the motor is probably correctly chosen, this depending to some extent on the duty cycle of the compressor.

A wider load variation results in greater power-factor variations, as may be seen in the case of a 36 in. cut-off saw with 10-h.p. motor. This gave 49

per cent. power-factor on 27 per cent. full load and 88 per cent. on 111 per cent. load. This value is also satisfactory, since good power-factor is obtained at maximum load, the point where it would most likely affect the billing.

### Power Factor Correction

Several means of correcting low power-factor are available. The obvious one, of course, is to change motors around until they are more nearly of the correct rating for the duty which they have to perform. The average plant electrician is, or should be, quite competent to entrust with this work provided he is supplied with the instruments necessary. These are few in number and not exorbitant in price. For testing three-phase motors a volt-meter, ammeter and watt-meter are required. These need only be single phase instruments, since the probability is that the load will be balanced over all phases. Together with these, a current transformer will be necessary, one of the split type and with a selective range of ratios being preferable. The method of using these single-phase instruments for the obtaining of the power-factor and other characteristics is well-understood and may be ascertained in most handbooks.

Where fluctuating loads are met with, varying suddenly and by large amounts, the problem of proper motor size is not quite so simple, since not only is the maximum power required a factor in the choice of motor, but also the heating effect has to be considered.

The instruments mentioned above, if in the hands of an intelligent man, will give excellent results; but it is preferable on loads of this character to employ a graphic recording instrument; an ordin-

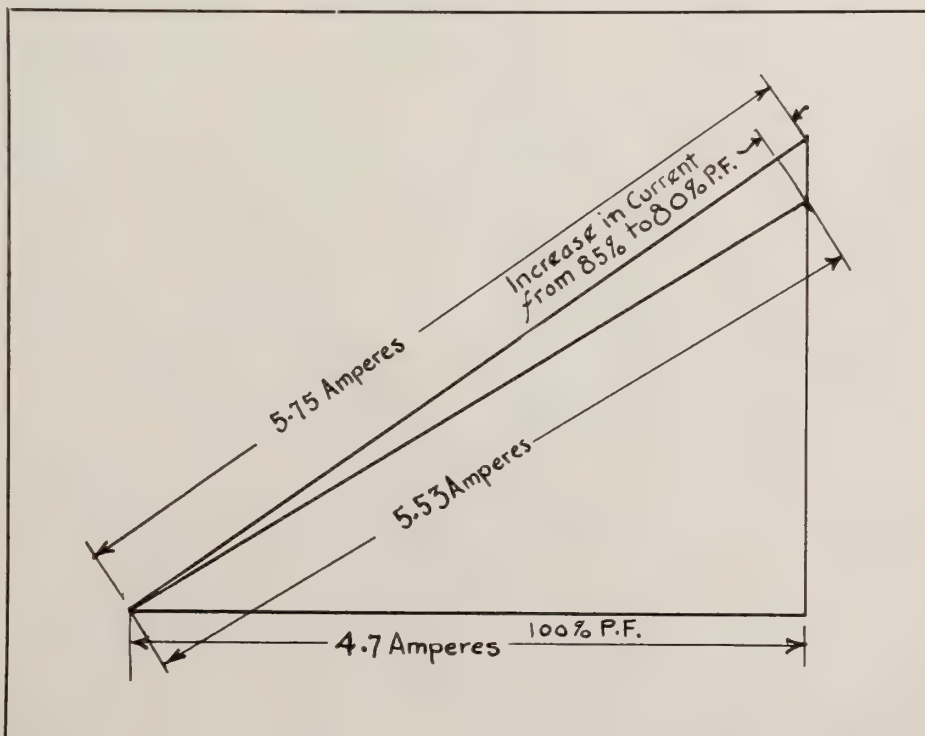


FIG. 2

Line currents at various power-factors for 6 h.p. of electrical energy.



any watt-hour meter will also give reasonably accurate results. The calculations involved in a careful determination of the load characteristics are somewhat involved, and it is advisable to employ someone with experience if a survey of any magnitude is contemplated.

The temperature rise of a motor gives a reasonably good indication of its loading. Motors are usually rated on either a 40° or 50° Centigrade temperature rise, and as long as the temperature is kept within these limits the motor is operating in a safe manner. The temperature rise referred to is that of the windings, the outside of the motor being cooler of course. Incidentally a 50° C. temperature rise brings the temperature to a point where it is uncomfortably warm to the hand.

With a reasonable application of intelligence and care gratifying results can be achieved. In the case of one plant which came under the writer's notice a power-factor of between 80 and 85 per cent. was maintained constantly. A small lighting and electric furnace load, the latter of an intermittent character, was the only factor, other than careful sizing of motors, contributing to this result. Load readings were taken periodically, and if necessary changes were made tending towards better load conditions on each motor. Conditions otherwise were somewhat favorable. The majority of drives necessitated the steady application of power, since the mechanical equipment consisted of pumps, fans and blowers, conveyers, ball mills, agitators, etc., all of which are fairly steady consumers of power.

Other methods of power-factor correction involving the use of synchronous or static condensers, or synchronous motors, will be dealt with in a later article.

## Millers' Association Holds Annual Meeting

ON September 22nd, members of the Canadian National Millers' Association assembled in Montreal for the second annual meeting of the organization. It was a one-day gathering. The morning was devoted to business; the afternoon to sight-seeing and the evening to an informal banquet.

Addressing the meeting in the morning, Brig-General A. E. Labelle, retiring president, reviewed the year's development. The last six months had been very unsatisfactory, but, if causes were seriously considered, it would be found that some of the mills themselves had been to blame and not trade conditions.

"When we started the crop year, in September, 1921, things had come back to practically normal and there was no need of further readjustment. During 1922 exports increased and the domestic market consumed as much as ever. So it seems to me that the keen competition between mills caused all the trouble, and some mills were anticipating declines all the time and persisted in selling

below actual cost; this state of affairs cannot last long. If a man wants to speculate on wheat, I don't see why he should put up the money to build a mill and have the trouble of operating it; it would be cheaper to just buy and sell wheat as he feels like it, and keep his office under his hat. I don't think, from past experience, that this way of doing a milling business ever amounted to much. By the way, don't you think what has taken place in the cutting of price, for the last few months, would be a pretty emphatic reply to those who should know better, but still persist in saying that there is a price agreement between the mills?"

Touching on the proposed wheat board, General Labelle expressed satisfaction that this "nightmare" had disappeared. While every business man wanted the farmers to succeed, they certainly did not want any more commissions or government control.

No decision had been reached on the problem of export freight rates. They had to keep on working and get freight on flour on the same basis as on wheat. For months, flour had been exported at a loss, simply because of this difference.

With regard to the new United States tariff, General Labelle said that he hoped it would put a stop to all reciprocity talk in Canada. The mills had repeatedly warned the government that any reciprocity pact would only remain in force as long as it was in favor of the United States.

General Labelle concluded his remarks with an encouraging reference to the importance of the industry and the part played by millers in the work of the country. There was no cause for pessimism, he pointed out, when, during a year when the majority of the country's industries were not back to normal, they were able to show an increase of 990,000 barrels in export.

The following were elected officers for 1922-23:

President, Geo. A. Macdonald, Quaker Oats Co., Peterborough; first vice-president, J. E. Macfarlane, Western Canada Flour Mills Co., Toronto; second vice-president, J. A. McDonald, McDonald & Robb, Valleyfield; secretary, F. C. Cornell, Montreal.

The new board of directors consists of the following:

Gen. A. E. Labelle, St. Lawrence Flour Mills Co. Ltd., Montreal; Geo. A. Macdonald, Quaker Oats Company, Peterborough, Ont.; W. A. Black, Ogilvie Flour Mills Co. Ltd., Montreal; W. W. Hutchison, Lake of the Wood Milling Co., Montreal; J. E. Macfarlane, Western Canada Flour Mills Co. Ltd., Toronto; J. A. McDonald, McDonald & Robb, Valleyfield, Que.; G. A. Gray, T. H. Taylor Co. Ltd., Chatham, Ont.; J. E. Hall, Valleyfield, Que.; G. A. Gray, T. H. Taylor & Co., London, Ont.; A. C. McLeod, McLeod Milling Co., Stratford, Ont.; C. Ritz, Robin Hood Mills Ltd., Montreal; C. B. Watts, Dominion Ont.; W. B. Wood, Dominion Flour Mills Ltd., Montreal; C. B. Watts, Dominion Millers' Association, Toronto.

During the latter part of the afternoon, the members of the Association were entertained by the Montreal Harbor Commissioners on board the S.S. *Sir Hugh Allan*.

Guests of honor at the banquet in the evening were Hon. Jas. A. Robb, Minister of Trade and Commerce, and Hon. T. A. Low, Minister without portfolio. The new president, G. A. Macdonald, presided, and a feature of the evening was the presentation to General Labelle, retiring president, of a platinum watch.

The Minister of Trade and Commerce pointed out that the milling industry stands first in value of production in this country, running about \$250,000,000. The Canadian milling industry is a Canadian-owned industry, in that its securities are entirely held in Canada. In money the mills represent a sum of over \$70,000,000, and employment is given to over 7,000 men, while wages total over \$8,000,000 a year. The total capacity of Canadian mills is approximately 134,000 barrels per day. The largest flour mill in the world, having a capacity of 14,000 barrels per day, is owned in Canada.

Mr. Robb reviewed the history of flour milling in Canada from the earliest times, and pointed out that this industry, together with the saw milling and boot and shoe industries, had remained the most important in the Dominion. The growth of flour exports would be appreciated when it was realized that in 1918, \$5,000,000 worth was sent out of the country, and that in 1920 a total of \$94,000,000 was sent away. He prophesied that these figures might easily double in the next ten years to come. He lauded the principle of supporting purely Canadian industries, and referred to the restrictions on wood pulp, which meant that the pulp industry in Canada had grown by leaps and bounds.

## Proposed Sample and Show Rooms at Shanghai

It is proposed by the Department of Trade and Commerce to establish sample and show rooms at Shanghai, China, in the interests of Canadian manufacturers and other exporters. According to the plan formulated by the Department, the rooms will be directly under the control and charge of the Canadian Trade Commissioner in Shanghai. Space will be allotted to each manufacturer according to the square footage occupied, the rate being tentatively quoted at \$50 per annum for 6 square feet; \$75 for 10 square feet and \$100 for all over 10 square feet. Manufacturers must provide their own salesmen and the Government will in no way be responsible for their accounts or actions. Exhibitors are required either to supply their own showcases or fittings or to hire showcases of standard designs furnished by the Commissioner. A prospectus of regulations has been issued by the Department, copies of which have been sent to members by the Commercial Intelligence Department.



# Building Activity Stimulates Many Industries

## Effect of Increased Building Operations on Output of Various Manufacturing Establishments is favorable

Special Reports to INDUSTRIAL CANADA

**A** REVIEW of those industries which cater more especially to the needs of builders and contractors discloses gratifying developments in the direction of increased output. It is impossible to view the spectacle of expanding activity in the field of construction without realizing that there must be favorable reaction among the varied industries which furnish the materials and supplies needed in the erection of building. This may almost be taken for granted. At the same time, it is encouraging to have first-hand evidence that it is the case, and on this and the following pages reports from several firms engaged in the manufacture of building materials, give assurance of the correctness of the surmise.

### Volume of Building

The extent of building operations in Canada may be gauged in two ways. First, the statistics of contracts awarded, compiled by Maclean Building Reports, Limited, afford one valuable way of estimating the total. Second, there are the building permit figures of Canadian cities, collected and tallied by the Department of Labor.

Maclean Building Reports, Limited, estimate the total value of contracts awarded in Canada for the eight months ended August at \$184,333,700. This compares with \$165,812,100 in the corresponding eight months of 1921. The Department of Labor, for the seven months ended July, calculates that building permits to the extent of \$78,232,589 were issued in fifty-six cities, compared with \$60,912,123 in 1921, and with approximately \$70,000,000 in 1920. When reduced prices are taken into account, the increase in 1922 over 1921 is even more marked.

The volume of employment afforded by building construction is now at a high level. The Department of Labor's report for July showed an expansion of 5.6 per cent. in employment over June. As compared with July, 1921, it was at a higher level.

Dealing with the immediate outlook, Maclean Building Reports, Limited, say that "while it is not reasonable to expect so large a budget of fresh work in the next quarter as in the past, there is strong justification for the belief that activity will at least not suffer much im-

pairment till right into the cold weather. There is also good reason to hope that the current quarter will produce greater volume than in either 1920 or 1921, when the monthly records showed:—

	1920	1921
September .....	\$20,820,100	\$19,565,700
October .....	18,169,500	18,997,002
November .....	15,395,200	16,639,800
Total .....	\$54,388,800	\$56,202,700

"The basis for such a surmise is the rapidly improving aspect of business generally."

### Brick Manufacturing Industry

The brick manufacturing industry has been hard pushed to keep up with the demand. Plants which had been closed

Mr. McFarren is of the opinion that the situation could be relieved to a considerable extent if builders could be induced to do more work in the winter time and start earlier in the spring. Wages being based on the short season, manufacturers of building materials cannot always afford to stock up as heavily as they might during the winter period, for there is always a chance that demand might fall off and prices become easier.

P. A. Galarneau, general manager, Citadel Brick and Paving Block Co., Limited, Que., estimates the demand this year for his company's brick and terra cotta at fifty per cent. above last year's demand.

Number of employees has increased ten per cent.; hours per day, from eight to ten, and output, thirty per cent. over last year. Plant has at present capacity of 100,000 brick per day and they contemplate making a large extension to raise capacity to 150,000. Mr. Galarneau notes that demand for terra cotta, which used to be rather small in the Quebec district, is becoming much larger, as people are building better houses and larger buildings are being made more fire-proof. They anticipate that present de-



A BUSY HOUSE-BUILDING SCENE IN TORONTO

mand will continue. They state that they have made a considerable reduction in their prices during the last twelve months in order to stimulate construction and they expect to give their customers the benefit of reduced overhead expense which larger production will bring about.

J. B. McFarren, general manager of the Interprovincial Brick Company of Canada, Limited, one of the largest producers, states that demand has been extremely good, being in excess of their ability to produce. In 1921 they operated at capacity until July 1, but from July 1 to December 1 at only half-capacity. This year they expect to run to capacity all year.

"The demand has been almost entirely for housing work and school building," explains Mr. McFarren. "We anticipate that the demand will continue, but that there will be more construction of an industrial nature, as this kind of construction has been held up for a very considerable time and many new buildings are contemplated and required. The shortage of skilled mechanics indicates that there is very little chance of lower wages and the general state of business and employment indicates, if anything, a little higher wages and material costs."

The National Brick Co., of Laprairie, Limited, according to a report appearing in the *Montreal Gazette*, is now operating at about seventy per cent. capacity, as compared with only twenty-five per cent. last year. The market of the company for their product includes Eastern Ontario, Quebec and Northern New England, and it is in the first-named territory that the greatest improvement has been noted.

The Don Valley Brick Works, Toronto, give a most optimistic account of the situation. Their plant is, and has been, working to capacity for several years, but, whereas up to recently a good deal of their product was made for stock, this year their yard is cleaned right out. The demand has been abnormally



good, better, in fact, than they have ever experienced before. They look forward to good business next year and state that prospects are encouraging for the building of larger buildings. So far Ontario and Toronto have furnished the biggest demand.

### Electrical Supplies

Another industry which has been beneficially affected by the boom in building is that supplying electrical products, now an important part of any building undertaking. These include insulated wire and cable, wiring devices, switches and small switchboards, bell-ringing transformers, lighting transformers, meters, etc., not to mention the numerous articles now required in furnishing homes, such as lighting fixtures, shades, lamps, electric ranges, grills, toasters, percolators, heaters, washing machines, floor polishers, motors for sewing machines, etc.

From information received from various manufacturers, there has been an appreciable increase in the demand for all these products, and this has had the effect of taking up a lot of slack labor in the factories, causing increased production. While this has been more or less limited, the demand has been fairly steady from early spring, and gives indications of continuing throughout the year. The close of business for 1922 should show marked improvement over 1921.

Tallman Brass & Metal Limited, Hamilton who specialize in electric lighting fixtures, find that the total of their sales during the present year, from January 1st to date, was about the same as last year; but comparing the months of June, July and August, 1922, shows an increase in sales of about thirty per cent. This increase has had the effect of giving steadier work to employees, and has also obliged them to increase the number of workmen slightly. Their impression is that the demand for electric lighting fixtures will remain fairly steady and will not show either marked decline or increase for some time to come. They look for some reduction in new buildings for a short period, particularly in residences. As to prices, they expect them to remain about where they are at present, for the next year at any rate.

### Plaster and Kindred Lines

The Ontario Gypsum Co., Limited, reviewing the market for plaster and gypsum products, find that there has been a considerable increase in the demand for their products throughout Ontario and Quebec. Their mills have been running to full capacity ever since early in the spring. They have found it necessary to increase mine and mill production at both plants at Caledonia and Lythmore. The number of employees has also been increased. They anticipate that demand will continue and their view as to the outlook for building is optimistic. Only one thing may hold things back, and that is higher prices. Some manufacturers of building supplies appear to have taken advantage of the present boom, or par-

tial boom, in building, and have steadily increased prices all summer until they have become practically prohibitive. This will have a very detrimental effect on building.

Toronto Builders' Supplies, Limited, who also manufacture gypsum products, report a fair demand for their product, but point out that the winter is the time when they experience their heaviest demand, as contractors are unable to mix their own plaster in the very cold weather. They anticipate a heavy demand this winter—better than last winter.

### Furnace and Heating Appliances

It was to be expected that, with the great activity in residential building, there should be a corresponding demand for heating appliances. This is attested by the manufacturers of furnaces and other equipment for the heating of houses.

W. R. Gibson, general manager of the Gurney Foundry Co., Limited, finds that there has been an appreciable increase in the demand for his company's heating apparatus. They have been operating very steadily with increasing output, and expect that building will go ahead steadily till the war shortage is covered. In Mr. Gibson's opinion, prices will remain firm, and perhaps increase a little.

The Dominion Radiator Co., Limited, Manufacturers of "Safford" radiators and boilers, report that they are increasing their tonnage daily and are looking for more men. They note a considerable increase in demand; do not anticipate any drop and expect demand to continue for balance of year. General conditions, they add, are very satisfactory.

Taylor-Forbes Company, Limited, Guelph, note an increased demand for building materials, but point out that it is rather in the direction of heating equipment than in that of builders' hardware, both of which they manufacture. The latter demand is being met largely by importations at prices which they cannot meet. Their factory operations have not been affected, as they had a large stock on hand. Demand, in their opinion, is likely to continue, as prospects seem good for a long period ahead.

They consider prices generally in the building trade far too high.

### Builders Hardware

The demand for the wide variety of materials generally classed under the head of builders' hardware has kept pace with the increasing activity in construction.

Richards-Wilcox Canadian Co., Limited, London, who manufacture door-hangers and hardware specialties, state that there has been a considerable increase in the demand for hardware during the past four months, and that their production is at present about double 1921. It is their opinion that 1923 will be a good year with rising prices.

The Peterborough Lock Mfg. Co., Limited, Peterborough, also report a heavy increase in demand, running during the

past two months from forty to fifty per cent. ahead of last year, and fully up to the early part of 1920, the banner year. They are operating their plant to full capacity and working overtime. They feel that prospects should be good, with jobbers' stocks low. They are doing their best to keep prices down at present level which represents reduction of from twenty-five to forty per cent. from peak prices.

The Montreal Hardware Manufacturing Co., Limited, Montreal, find an appreciable increase in the demand for their various products. They have taken on more employees and have increased the number of hours of operation. They look for a continuation of building activity, with higher prices.

### Roofing Materials

Charles M. Thompson, manager of the Brantford Roofing Co., Limited, Brantford, reports that the demand for their products has been ahead of 1921 and practically equal to 1920. In fact, in June they had the biggest month's production in the history of the business. As a result of the extra business, they increased the number of their employees and during part of the year were employing forty per cent more. Demand has been principally for their "Brantford Slates" used for roofing houses, as building has been largely residential. They anticipate a good demand for this fall and look for a much better building year next year. They expect prices to be lower in the spring, although they do not look for any further reductions in labor.

The Metallic Roofing Co., of Canada, Limited, have also enjoyed an appreciable increase in the demand for their product, and for two or three months in the summer were obliged to work overtime to supply the demand for their roofing for farmers' barns. Eave-trough and conductor pipe also enjoyed large sales, especially in Toronto. Business continues very fair and they see no reason to fear a falling-off, as there is undoubtedly a large amount of farm building and repair work still to be done. Increased demand, of course, resulted in employment of a larger number of men. As to trend of prices, outlook is at present for higher figures; in fact, they state that they would be obliged to raise selling prices immediately were it not for the fact that they are still using raw materials purchased at ten per cent. less than to-day's market.

### The Lumber Industry

There is a marked reflection of the enlarged building activity of the past season in the lumber industry. *The Canada Lumberman* states that dry stocks have been pretty well moved out of all mill yards, and shipments have been going forward freely at most points. Hardwood flooring plants have enjoyed the busiest month in their history, while large woodworking establishments are getting busier and are consuming greater quantities of lumber than they have for some months. Quotations are stiffening.



The cut during the coming winter will, on the whole, be considerably larger than last winter, though labor appears to be none too plentiful and wages are higher.

A. E. Clark, Toronto, president of the Canadian Lumbermen's Association, in an article in *The Canada Lumberman*, expresses the belief that the coming year will witness a decided improvement in both the volume and the value of forest products. He states that the export outlook is improving, ocean freight rates gradually coming down and stocks of Canadian lumber being reduced to a point where they require replenishing. There is a large accumulation of orders in reserve.

The C. Beck Mfg. Co., Limited, Penetanguishene, who are large producers of lumber and wood products, state that they have had an excellent increase in business as a result of the demand for all lumber going into building. Practically all stock at the mills has been sold; at least, very little is left in manufacturers' hands. They are of the opinion that demand will continue for some little time. Labor has been fairly plentiful up to the fall, but when harvesting started there was a shrinkage, and men are now scarce. All camps have been short during September. Prices will certainly increase rather than decrease, because selling prices are actually below cost, especially on cheap building materials.

The Seaman, Kent Co., Limited, who are large specialists in hardwood flooring, state that business has been showing a steady increase from month to month, shipments for August being the largest in the history of the company, with the exception of the spring of 1920. Actual shipments for eight months ended August showed increase of slightly over 70 per cent. over same period of 1921. Company's three factories are working at top capacity; in fact, Meaford plant is working a partial night shift. Demand is largely for flooring for residential work, although there are indications of increase in industrial buildings. Outlook for coming winter is, in their opinion, 100 per cent. better than twelve months ago. Prices on all grades of flooring have held fairly steady for some time. Any change, however, will be upwards, as 1923 will likely be another active building year.

#### Plumbing Supplies

The James Robertson Co., Limited, Toronto, note an increase in business this year, as a result of the greater activity in building; but state that, as they do not cater to the speculative building trades to any extent, the increase is not so large as it might otherwise have been. To their mind, prospects for the building industry are problematical, but they look for more development along the line of industrial building. Just now business is commencing to drop off a little.

#### Miscellaneous Supplies

H. G. Wright, president of E. T. Wright Co., Limited, Hamilton, states

that they are finding quite an improvement in the building trade. They manufacture for this trade conductor pipe, eavetrough, conductor elbows, ridge roll, etc., and in all these lines the demand has increased considerably. They also find that their general business is picking up greatly and orders are coming in more freely. They are running their two plants forty-four hours a week, and hope soon to have them going full time.

J. A. Findlay, manager of the A. B. Ormsby Company, Limited, Toronto, manufacturers of steel doors, steel sash, ventilators, hollow metal windows, etc., reports that his company are finding quite an increase in the demand for their product. This has affected production and increased the number of employees considerably. They have also lengthened their working week since the summer months. They anticipate a gradual increased demand, but do not look for any boom. Demand has been along general lines.

### General Manager Visits Prairie Division

J. E. Walsh, general manager, visited the Winnipeg office on September 11th, but went on almost immediately to the coast. On his return east, he paid visits, in company with G. E. Carpenter, the Division secretary, to the branches in the Division, travelling on the following schedule: Medicine Hat, September 20th; Calgary, September 21st and 22nd; Edmonton, September 23rd and 24th; Saskatoon, September 25th; Moose Jaw, September 26th; Regina, September 27th; Brandon, September 28th and 29th; Winnipeg, September 30th.

At Calgary Mr. Walsh was tendered a complimentary luncheon by the Calgary Board of Trade, when some 250 members listened with keen interest to the address which he delivered. Mr. Walsh spoke optimistically of the outlook, declaring that the bottom had been reached and that business was gradually recovering. Whilst the country had experienced a period of depression, Canada had not gone back as some would have us believe. He pointed out that Canada now stood fourth among exporting nations, sending its products to no fewer than forty-four different countries. In this connection he referred to the good work being done by the Canadian Government Merchant Marine and by the Department of Trade and Commerce. The latter had reorganized the Commercial Intelligence Service and was training young men for work in export markets.

The general manager then took up the development of industry and showed what manufacturing industry was doing to provide employment, furnish a home market and keep money at home. He believed that the growth of manufacturing industry was particularly desirable in Western Canada, in view of the long distance of the West from markets and referred to the remarkable expansion of the C.M.A. west of the Great Lakes. Fi-

gures were quoted to show the growth of Canadian industry.

Dealing with the Association, Mr. Walsh stressed its national character, declaring that it knew no East or West. He further emphasized the fact that it was not a combine or trust, was not organized to fix prices or curtail production, and did not exist for the purpose of stirring up strife. He explained its constitution, showing that it was organized along Federal lines, and dealt with the functions of its departments. He also emphasized the point that the association rendered equal service to all members regardless of whether they employed ten or 5,000 hands.

At Winnipeg the Executive Committee of the Prairie Division entertained W. S. Fisher, ex-president of the Association, and the general manager, at a luncheon in the Purple Room of the Fort Garry Hotel, on September 28th. In addressing the meeting Mr. Fisher referred to the important part played by the Maritime Provinces in linking up the balance of Canada with the Mother Land.

The visit of Canadian manufacturers to the British West Indies and Latin American countries last winter, in an endeavor to secure larger markets for their products, was referred to by Mr. Fisher, who stated that the people in those countries were eager to buy from Canadian houses and that much business had resulted from this trip of the Canadian manufacturers.

Mr. Fisher, who has made periodical trips to Western Canada, stated that he believed the worst of the business depression was over and that the unbounded optimism of the Western people would insure quick return to normal conditions.

Mr. Walsh stated that he found increasing interest in the Association's work, during his visit to the various branches in the Prairie Division, and complimented the staff upon the large increase in membership during the past two years. He stated that since the beginning of the present fiscal year 76 new members had been added to the membership list. Mr. Walsh also gave a general resumé of business conditions as he found them in Western Canada, and stated that, in his opinion, the bottom had been reached and that increased business could now be looked for.

Mr. Walsh referred at some length to the great benefit derived by the Province of British Columbia from the Canadian Merchant Marine, which had opened up large foreign markets for British Columbia.

"Business with us this year has been very much better than we expected in domestic trade and shows a big increase over corresponding period of last year," report Canada Tack & Nail Co., Limited, Morrisburg, Ont. "We are giving considerable attention to export business and, while we find this gradually improving we do not see as much improvement yet as in domestic trade."



# Conditions in Industrial Centres Improving

## What Secretaries of Boards of Trade and Managers of Chambers of Commerce have to say about the Situation.

(Reports for September, 1922)

**A** GAIN the tenor of reports received from correspondents in various industrial centres of Canada is encouraging. The employment situation appears healthy, with little unemployment recorded. The majority of industries are reported to be operating on a normal basis, and here and there increasing activity is recorded. There is a gratifying improvement noted in the business of the steel and allied industries, though these are still operating under normal. The building industry continues active, and this activity is reflected among industries supplying building materials and supplies.

**BORDER CITIES, ONT.:**—The employment situation is satisfactory, and is likely to remain so, provided we can discourage the influx of labor from outside industrial centres where conditions are less active. Since our last report, there is comparatively little change in the industrial situation; but, if anything, there is improvement. Building is fairly active. Nevertheless, no one is building now, unless compelled by circumstances to do so. Were the cost of building even fairly reasonable, our building programme, like that of most other centres, would be infinitely greater. It costs far too much to build now—far more, people think, than it will cost ere very long. Business men are sick of writing down the value of their inventories, an experience which has been somewhat tragic in so many instances. Therefore they show no inclination to indulge in such capital expenditures as new buildings at a cost which they are convinced will have to be written down drastically within the next year or so.

F. MACLURE SCLANDERS,  
*Commissioner.*  
*Border Chamber of Commerce.*

**BROCKVILLE.**—Conditions here during September were much the same as in August. All factories are employing their usual number of hands. One company, the Wolthausen Hat Corporation, are refusing to fill orders owing to the present factory being too small, but are in hopes that this will be remedied later on. The Eugene F. Phillips Electrical Works, Limited, have completed first unit of new plant; this is expected to be in operation by first of November and will employ about 30 hands.

A. E. LEWIS,  
*Secretary, Board of Trade.*

**COLLINGWOOD:**—State of employment during September has been fair. Factories here are operating at about twenty-five per cent. capacity. Volume of orders being received is nearly normal. The state of building is below normal.

DAVID WILLIAMS,  
*Secretary, Chamber of Commerce.*

**FREDERICTON:**—There is practically no unemployment at the present time. Conditions in industry continue unchanged and there is no increased activity to advise. No new industries are in view at present so far as is known.

R. H. SIMONDS,  
*Secretary, Board of Trade.*

**GALT.**—The state of employment remains just about the same as last month. There are fewer unemployed than in the spring and early summer, and the employment situation here looks better than it did a year ago. The majority of men unemployed are foundry employees and quite a number are working short hours, as are also some in the boot and shoe trade. There is very little change since our report last month as to the extent of factory operation. The steel and iron industries report business just fair, with some orders coming in, probably a few more than last month. Boot and shoe firms report business fair and expect improvement from now on throughout the fall and winter. The textile factories are quite busy with orders coming in regularly. The building trade is keeping up well in Galt.

W. SCOTT,  
*Ass't Sec., Board of Trade.*

**HALIFAX.**—Industrial conditions in Halifax show decided improvement over a year ago, there being less unemployment and all industries working full time. Building operations are about the same as last year. Four large contracts have recently been let in connection with institutions. For some time past there have been rumors of a large manufacturing concern locating at this port, and it is known that water-front properties with railway privileges are being surveyed and options of purchase arranged, but nothing definite has yet been given out.

E. A. SAUNDERS,  
*Secretary, Board of Trade.*

**HAMILTON:**—The month of September showed a marked improvement in employment conditions, so much so that in civic circles it is now doubted whether there will be any necessity for unemployment relief this winter, such as has been handed out during the past two winters. There is, in fact, at the present time a shortage of common labor, more especially for outdoor work, increased industrial activity having resulted in many men who had been engaged on outdoor construction work during the summer months, finding employment in the shops. With but a few exceptions, local industries are now operating with normal or near normal staffs, and the increase in the volume of orders being received, indicates that the improved conditions are likely to continue for the

greater part of the coming winter. Retail trade has shown a corresponding improvement, and business men of all classes are more optimistic regarding the outlook than they have been for two years.

While no new industries of importance have been secured during the month, there has been a marked increase in the number of inquiries regarding Canadian locations from United States and British manufacturers; which augurs well for the year 1923. Another encouraging sign locally is the fact that during the month, the Firestone Tire and Rubber Company, which located here early in 1920, commenced manufacturing operations, giving employment to about three hundred men, with every prospect that this number will be steadily increased between now and spring. The textile industries continue busy, while conditions in the steel industry are better than they have been for some time; so much so, that the Steel Company of Canada increased the wages of its employees ten per cent. during the month, while the Dominion Foundries & Steel Company put its big plate mill into operation.

C. W. KIRKPATRICK,  
*Commissioner of Industries.*

**KINGSTON:**—Demand for unskilled labor is easing off on account of men employed on road work and highways being discharged, work being completed. Dominion Textile, Frontenac Floor & Wall Tile, Weber Piano, Davis Tannery are all working on full time. Canadian Locomotive Works are starting operations middle of October with about 150 hands, after being closed for eighteen months. Very little work at Shipbuilding Co. Larger factories have orders ahead for several months. Building construction at Queen's University and General Hospital progressing rapidly. Tenders are called for September 30th for new library building for Queen's.

W. KENT MACNEE,  
*Secretary, Board of Trade.*

**LONDON:**—The industrial situation in London did not change appreciably during the month of September. Employment continues to be very satisfactory, the superintendent of the local Ontario Government Employment Bureau states that placements for the month averaged one hundred per cent. This is attributable in part to the great amount of building activity in progress and also the fact that logging camps, etc., are again beginning operations and absorbing what small surplus there is of common labor.

It is evident that factory operation varies according to the nature of the industry. Biscuits and candy trades are very busy handling Christmas orders,



and are working at 100%, while textile industries such as hosiery manufactures, etc., are apparently not anticipating any great increase in the volume of business and are keeping their staffs down. The volume of orders being received is increasing, the increase being particularly notable in orders from the West, due no doubt to the exceptionally good crops there this year.

Building has been very active, the majority of buildings erected being dwellings. Building Inspector estimates that between 500 and 800 homes have been added to the city this year.

GORDON PHILIP,  
*Managing Secretary,  
Chamber of Commerce.*

ORILLIA:—Factories here are running at fair capacity, some being very busy, among them J. R. Eaton & Sons, Limited, Carriage Factories, Limited, Orillia Furniture Co., and Fisher Motor Co. Orders are coming in fairly well. Employment is satisfactory, there being very few idle. A considerable number of residences have been erected during the summer and there has also been some industrial construction.

G. J. OVEREND,  
*Secretary, Board of Trade.*

OTTAWA:—There is very little unemployment in Ottawa. Factory operations are good, with orders coming in in a most satisfactory manner and business in general picking up. A semi-boom in building is taking place in Ottawa, as compared with a few years back.

*Secretary,  
Board of Trade.*

ST. CATHARINES.—Industrial plants are slowly picking up. The majority are operating full time while some are working overtime. There is very little unemployment so far as factory help is concerned. Building has been quite active during the summer and a large number of dwellings are nearing completion. A new collegiate institute and vocational training school is in course of erection.

M. M. MAXWELL,  
*Manager, Chamber of Commerce.*

ST. JOHN:—The industrial situation continues to show a gradual improvement, although in foundry and metal lines little change for the better has taken place. The demand for lumber is increasing, about all the surplus piles having been cleaned up. Building is on the increase throughout the whole province. The logging prospect for the coming winter gives indication of a slight advance over last season's operations. About all the mills and wood-working factories here are in operation. The pulp situation continues to show a slight betterment. At Bathurst equipment is being provided for paper manufacture. Business in the sugar refinery remains good, although the export demands are showing some evidence of reduction, due no

doubt to the re-establishment of beet sugar plants at overseas points. The employment and general industrial situation shows a slight improvement. The port outlook at St. John for the coming winter is bright. It is expected that there will be an increase in the export of agricultural products to Great Britain, also to southern ports. Anticipating an enlargement of potato shipments through this port, arrangements are being made for the establishment of a frost-proof warehouse on the pier front, West Side.

R. E. ARMSTRONG,  
*Secretary, Board of Trade.*

SARNIA:—There is no noticeable change in the number of unemployed in this district during the period covered by this report. There has been a slight increase in staff of one plant, while six others are stationary. One lumber plant will make no change until they shut down for the winter in about six weeks; two other lumber firms report conditions about normal. Another foundry is booming. Building trades conditions are brisk. Permits for the month to date number thirty-nine, with a value of \$60,070. This is an increase over the full month of September, 1921, of \$26,200. Trade conditions are fair and merchants are very optimistic of the fall and winter trade. One industry contemplating increase in plant—announcement of details in October.

GEO. P. FRANCE,  
*Manager,  
Sarnia Chamber of Commerce.*

SYDNEY, N.S.—The storm clouds which were reported in my last month's communication as looming up so threateningly on the industrial horizon, have since been happily dispersed, and what everybody hopes will be a lasting peace between employers and employed has been declared. The miners, by a large majority of four to one, voted for acceptance of the terms which had been drawn up between the Dominion Coal Co. and the Executive of the U.M.W. They are now working steadily, and have brought up the daily output of coal to about 14,000 tons. The circulation of the large amount of money which this output represents in wages, has given a marked impetus to business at Glace Bay and other mining centres, and the City of Sydney also shares in the general improvement in trade. Continuation of the present strong demand for our coal is helping the mining class to wipe off the debts incurred during the strike, and should insure a generous measure of general prosperity throughout the mining districts and the County of Cape Breton. Simultaneously with the settlement of the coal strike, the Dominion Iron & Steel Co. voluntarily gave notice of an increase of 10 to 15 per cent. in wages to their employees. This was welcomed not only by the workmen, but by the merchants with whom they deal. The Company now has about 3,000 men on its pay-roll, and work appears to be

steady. Taken altogether it would look as if Sydney and other distributing points were starting in upon a period of reasonable prosperity, which should last at least as long as the agreement between the Coal Company and the U.M.W. remains in force, or, in other words, till the end of 1923.

F. C. KIMBER,  
*Secretary, Board of Trade.*

WOODSTOCK:—During the past month the spirit of optimism prevailed throughout Woodstock and district, generated by the increased business which has come to our various industries. The furniture industry is well pleased with present business coming in and prospects for the future. There has been a marked increase during the past six weeks. The textile industries are very busy in some departments and steady business is certain until spring. The stove industry and foundries are also very busy and report they have sufficient business in process to keep them going for several months. The music trades report that at this season of the year there is a steady improvement over the same period last year. The music industries here would be very busy if they had even a reasonable amount of the foreign trade they had previous to the war, but they report it is impossible to secure this owing to the high cost of delivery charges and the tariff against Canadian instruments in Great Britain and the Colonies. This splendid foreign business is being diverted to Germany, owing to these obstacles. The wood-working industries, including the wagon factories, report business about the same with prospects of a slight increase during the balance of the year. Several of the industries are advertising for mechanics and prospects look better than they have done at any time during this year.

HARRY SYKES,  
*Secretary, Board of Trade and Woodstock Manufacturers' Association.*

The Wahl Company, Limited, Toronto, who make "Eversharp" pencils, have had to extend their plant considerably to meet demand. This includes re-equipment and enlargement of their plating department. Output has been increased to capacity of 2,500 pencils per day, and at present plant is running overtime.

The James Smart Plant of Canada, Foundries & Forgings, Limited, Brockville, report that during the past two months there has been a considerable increase in their sales of builders' hardware, lumbering tools and furnaces. They have added a small number of employees and increased working hours, giving an additional output of about 25 per cent. They feel that, to a certain extent, the present demand is seasonable, but look for a continuance of the demand in urban centres throughout the winter, with an especially good trade in 1923.



# Encouraging Reports of Increasing Activity

Some Manufacturers May Still be Feeling the Effects of the Depression, but Here are a Number who Report Otherwise.

Special to Industrial Canada

**I**T is gratifying to be able to report that Canadian industry generally is showing appreciable improvement. There may still be some departments which are running slack, but judging from the tenor of the following statements there is every justification for feeling confidence in the situation and outlook. Elsewhere the effect of the greater activity in the building trades on the operations of manufacturers of building materials and supplies is shown in some detail. The following reports deal more with manufacturing industry in general.

## Operating to Capacity

The Dominion Sheet Metal Corporation, Limited, Hamilton, have just completed additions to their equipment giving 50% increase in galvanizing capacity, and they can now turn out, when running on a full basis, close to 25,000 tons of "Premier" and "Toncan" metal galvanized sheets per annum. They have been operating full since early March, and the additional equipment has been in service since September 1st, which means that the output for the present calendar year will be the greatest in the seven-year history of the firm.

"We have greatly increased our production during the calendar year by the securing of export orders," state the Hayes Wheel Co., of Canada, Limited, Chatham. "Up to the present, 1922 has been the largest production period we have had on automobile wheels in the last six years. We anticipate further increases, and are adding additional equipment to take care of the business offered."

## Staff and Output Growing

The L. McBrine Co., Limited, Kitchener, manufacturers of trunks and bags, find that business has been steadily increasing during the last two months, and are working up to the highest capacity of any season. Staff and output are steadily growing. They also report that their new line, McBrine-Meyering wardrobe trunks, are going very well. Canada is becoming educated to the uses and comforts of wardrobe trunks, and sales indicate that this line is gradually becoming more popular.

"Our plant is in a constant state of expansion, rendered necessary by increasing business, both domestic and foreign," report Dalry Electric, Limited, Guelph. "Prospects for the future are good and we are booking orders in much greater volume than this time last year,

and our increased production is taxed to capacity to meet demands."

Dominion Truck Equipment Co., Limited, Kitchener, feel encouraged to change their policy this winter. "Contrary to the immediately preceding years," they state, "we intend this winter to keep our factory running at three-quarter capacity and manufacture a fair amount of equipment ready for spring delivery. The winter, of course, is a very difficult time in our line of business, orders being particularly scarce. We have, however, sufficient faith in next year's business to warrant our altered policy in this particular regard and every indication tends to convince us that next year will be a particularly good one."

"We are looking forward to a large increase in business in our line during the coming year," state the Belleville Sash & Door Co., Limited, Belleville. "We have recently added to our equipment a Yates 42-inch three-drum sander, also a Yates 108 moulder, which has materially increased our facilities for handling a class of work which we were formerly unable to undertake."

## Working a Full Staff

D. M. Best & Co., manufacturers of piano hammers and springs, Toronto, report that trade during August and September has been very satisfactory and they are working a full staff with one month's orders ahead. This is partly accounted for by the receipt of some nice export orders, which they hope to increase in the near future.

Electric Chain Co., of Canada, Limited, Toronto, find that business has been steadily improving since the first of July, and they have added several employees to their staff. They look forward to a steady increase for the next three months at least.

"Business during the summer has been very good," state The Lyman Bros. & Co., Limited, manufacturers of drugs and chemicals, Toronto.

Murray Shoe Co., Limited, London, have increased their output 200 pairs a day during September, and find business coming in very well.

Smiths Falls Malleable Castings, Limited, Smiths Falls, while stating that they

have been running for the past year with a comparatively small force, find prospects brighter. They have been steadily increasing the number on their pay-rolls, and have further business in sight warranting their expectation that in the very near future number employed and volume of product will more nearly approach normal.

The Canadian H. W. Gossard Co., Limited, Toronto, manufacturers of corsets, report that they have doubled their output; that their Canadian and export business is the best in their history, and that they are looking forward to continued growth.

## Nearly Doubled Output

St. Thomas Metal Signs, Limited, St. Thomas, have increased the number of employees and during the last year have nearly doubled output.

The Walter Bentley Co., Limited, Niagara Falls, manufacturers of sporting goods, state that, owing to the ever-increasing demand for their products, they are now making arrangements to double their output.

Canadian Wirebound Boxes, Limited, report that demand for their product is increasing at a rapid rate, and they are installing additional machines to increase their output 35 per cent. Their Montreal plant, started in November, 1921, on a very small scale, is now so pressed that they have plans for building new plant with floor space of 40,000 square feet.

## Three Times the Business

The establishment of a factory in Canada for the manufacture of Boyce motors for Canadian and British possessions trade has been justified, according to report received from the Moto-Meter Co. of Canada, Limited, Hamilton. Results for 1922 have been triple those of 1921, which were double those of any previous year. They have made plans to occupy their own factory in the near future.

The Reliance Shoe Co., Limited, Toronto, report a very considerable increase in business this fall, results being beyond expectations. For the past four weeks (September 30th) they were not able to produce enough to take care of orders, and they expect this condition to continue for the next six or eight weeks. At present they are suffering from cramped space, but they plan next spring to enlarge plant to double present capacity.



The Andrew Jergens Co., Limited, Perth, Ont., manufacturers of toilet preparations, state that while they do not look for great activity this fall, they are hopeful that the turn of the year will see business in their line on the upward trend.

"If business conditions are at all reflected in the activity shown by inventors," state Ridout & Maybe, patent solicitors, "we can say that the country is making very satisfactory progress towards normal prosperity. We have never been busier than during the last six months, and there is no evidence of any decline."

The Canadian Rattan Chair Co., Limited, Victoriaville, P.Q., express confidence that good business will show up in the near future for domestic as well as for export trade.

The M. F. Beach Co., Limited, manufacturers of furniture, Winchester, Ont., state that they are having a good trade in their sash and door and lumber departments, but they are finding the wholesale furniture trade rather quiet.

M. W. Graves & Co., Limited, Bridgetown, N.S., report the past year a very successful one. The United States market provided an outlet for all surplus product of cider and vinegar, nearly 150,000 gallons having been shipped to that market. Prospects for the coming season are bright. The evaporator is operating near capacity and, while good crops in foreign markets will make the demand for apple products there weak, it is hoped the situation will improve as the season advances.

"Business has been exceptionally good with us this year, continuing throughout the summer months, which is rather unusual," says T. E. Webster, general manager, Diamond State Fibre Co. of Canada, Limited, Toronto. "There was a falling-off in business about end of August and beginning of September, but from September 10th on there has been marked improvement. The fibre industry is especially fortunate in having so many fields to draw from, as Diamond Fibre and Condensite Celoron are used extensively in practically every industry, the main users being electrical field, automotive industry, textile field, trunk manufacturers, electrical insulation for railways, and general industrial field, including silent gears, washers, bushings, insulators, pulleys, handles, frictions, etc. It was necessary to instal new machinery to take care of increased demand in radio parts, and we are pleased to advise that this machinery is now being operated to full capacity. We are now manufacturing many new parts, especially for the radio field, such as Condensite Celoron panels, detector bases, socket bases, rheostat bases, condenser bases, insulators, washers, tubing, plugs, coil strips, dials and knobs, and many other parts, with the result that all machinery is now very busy and our production doubled over last year's."

## One Effect of the Coal Shortage

### Manufacturers of Gas, Oil, and Electric Heaters Obtain Much Extra Business

**W**ITH a greatly reduced coal supply in prospect for the coming winter, the Canadian public has been casting about for substitute fuels and methods of heating. This has had its effect on the business of manufacturers of such products as electric heaters, gas and oil heaters and oil burning furnaces. Reports received from a number of the latter indicate that the demand has been greatly stimulated and that they are rushed with orders.

Renfrew Electric Products, Limited, Renfrew, manufacturers of the "Majestic" heater, state that, "We have been forced to greatly increase our output and from appearances it is quite evident that the demand will at least continue for several months. It is very possible, indeed, that when people have used this system, with the dustless, pure heat which does not chemically change the air in the room, they will adopt it as the permanent system of heating their homes."

Arthur Hewitt, general manager of the Consumers Gas Company of Toronto, reports that their sales of gas ranges, gas fires and gas water heaters have been very large, and while he cannot say that this is due to the difficulty of obtaining coal, he believes that part of it arises from that cause. At any rate the coal shortage has had the effect of causing a very large increase in the demand for and output of gas. It is his opinion that the use of gas as fuel and for auxiliary heating will continue to grow.

Moffatts, Limited, Weston, who are devoting special attention to the manufacture of electric ranges and have made a great success of this industry, believe that a certain amount of the increased demand must be attributed to the coal shortage, but point out that the demand is increasing in any case. When new houses are being built, consideration is now given to the desirability of installing an electric range and much business comes from this source.

T. L. Moffatt, secretary of the company, says:—"We recommend electricity only as an auxiliary for house heating. It is not an economical medium for heating all winter, and, besides, there is not sufficient power available for the purpose. Electric cooking, on the other hand, is very economical, the heat being confined to its work inside an insulated oven or under a cooking utensil. Speaking generally, the electric bill for cooking and lighting will be about the same as for heating water for domestic purposes, while the bill for heating the average house during our Canadian winter would be approximately ten times greater. Notwithstanding this, we notice a considerable demand at the

present time for our electric fireplaces and heaters."

John P. M. Laughlin, of Welland, inventor of the Imperial oil burner, is meeting with success in the sale of this product, which is manufactured at the plants of the Volta Mfg. Co., and the Lackawanna Tubes Co., Limited, in Welland. Several important orders for installations have been secured, including one from the Ottawa School Board for equipment for nineteen schools. So numerous have been the contracts for installations that no further contracts can be undertaken before January 1. The burners, which consume crude oil, are made in five types and a burner for smaller homes is now being perfected and will shortly be placed on the market.

Another manufacturer of electrical products writes: "A particularly strong demand has manifested itself during the past six weeks in connection with various types of heating appliances for use in anticipation of the coal shortage and these articles in a great number of homes are going to serve a useful purpose in assisting in heating homes without the necessity of coal. It will be possible in many cases to heat the home with these devices well on to the close of November when the weather might turn abnormally severe, and if by the use of these articles the public are able to avoid the use of the regular coal supply until approaching December 1, it should go a long way in relieving an acute situation."

G. W. Hague, manager of Hotpoint Sales Division of Canadian General Electric Co., Limited, Toronto, reports this fall's demand for electric air heaters and water heaters as abnormal and states that they have had to increase their output this season considerably, as compared with previous years.

The Sheet Metal Products Co., of Canada, Limited, include among their products the "Hot Blast" oil heater and recently they have developed a new "Hot Blast" electric heater, which has been approved by the Ontario Hydro-Electric Power Commission. They state that business in the new line has been more than they expected, and they attribute this extra business, as well as the extra business they are obtaining for their oil heaters, to the threatened shortage of coal.

The Perfection Stove Company, Limited, Sarnia, who make oil heaters and stoves, believe that they are feeling a definite increase in demand, especially for oil heaters, as a result of the coal shortage. One special result is that many people are buying heaters in larger quantities than formerly, getting two or three at a time, when normally they would buy but one. They believe that the demand will continue.



# Industrial Relations Bulletin

Supplied by Industrial Relations Department, C. M. A.

## Wages, Employment and Hours in the United States

The study of wages, employment and hours in twenty-six principal manufacturing industries of the United States from July, 1914, up to July, 1922, shows:

1. Average hourly earnings of all wage earners on January 1, 1922, stood at \$.482, or 98 per cent. above the 1914 level of \$.243.

2. Average weekly earnings of all wage earners stood at \$22.27, or 80 per cent. above the July, 1914, level of \$12.36.

3. Reductions in wages from the peak up to January, 1922, amounted to 22.4 per cent. in hourly earnings and 25 per cent. in weekly earnings. In these wage reductions, common labor was most affected, while women were considerably less affected than men.

4. Weekly earnings declined more rapidly than hourly earnings due to part time employment and the shortening of the working week.

5. Employment declined 35.8 per cent. from June, 1920, to January, 1922, the trough period of unemployment occurring in the middle of 1921, followed by a 3 per cent. increase up to January, 1922. The industrial depression brought employment in identical establishments at the latter date 4 per cent. below the level of July, 1914.

6. Between July, 1914, and June, 1920, there was a shortening of the working week. Between June, 1920, and the trough period in April, 1921, the average actual working hours declined 4.9. By January, 1922, however, they had increased 2.6 hours to 46.2, but in the latter period they were still 2.3 hours below the peak at 1920. The recovery of the length of working hours helped maintain weekly earnings, although hourly earnings continued to decline during the last half of 1921.

7. The effects of the industrial depression are most clearly shown in the decline in plant hours. The average plant in December, 1921, was working 2.6 hours below the peak reached in 1920.

8. Between July, 1914, and June, 1920, the nominal week was reduced from 55.1 hours to 50.7 hours. By January, 1922, it had declined still further to 49.8.

9. The real hourly wage of the average wage earner was 22 per cent. higher and the real weekly wage 11 per cent. higher in December, 1921, than in July, 1914. Measured by the purchasing power of money, the economic status of the average wage earner in the principal manufacturing industries was still higher at the end of 1921 than before the war, despite considerable wage reductions, part-time employ-

ment, and curtailment of production due to the industrial depression. The last six months of 1921 witnessed practically sustained levels of both actual and real weekly earnings, so that at the close of 1921, conditions pointed to a return of more stable wage conditions and the termination of the period of deflation.

## Trade Unionism in Belgium

The General Federation of Christian Trade Unions of Belgium has decided to introduce a bill on joint committees in the Chamber. The provisions of the bill are as follows:—

Joint committees representing employers on the one hand, and manual or non-manual workers, or both, on the other hand, are to be set up in all branches of industry, commerce and agriculture, with the exception of the

public services and state industries. Their duties are to agree upon a settlement for questions relating to wages, hours of work, conditions of engagement and dismissal, etc., and to further the general interests of the industry which they represent. Each committee is to be set up by a decree which defines the area for which it is competent. The committee is to consist of at least eight members proposed by the employers' and workers' organizations concerned, and appointed by the Minister of Industry and Labor, one half of the members representing the employers, and one half the manual or non-manual workers.

## Bulletins Issued Recently by the Association

No 365.—SEPTEMBER 21.—Circular issued by the Tariff Department to accompany set of amended forms of oaths and certificates on customs entries and invoices, which are to be used on and after December 1st, 1922.

No. 366.—SEPTEMBER 26.—Letter issued by Publishing Department, reproducing "Produced-in-Canada" design and offering to supply members with electros of the same at cost price.

## Cost of Living in Canada

	July 1914	July 1919	July 1920	July 1921	June 1922	July 1922
Food . . . . .	\$7 42	\$13 77	\$16 84	\$10 96	\$10 18	\$10 27
Fuel and lighting . . . . .	1 89	2 95	3 64	3 70	3 41	3 41
Rent . . . . .	4 83	5 25	6 38	6 83	6 95	6 95
Total, including laundry . . . . .	\$14 17	\$22 02	\$26 92	\$21 53	\$20 58	\$20 67

## Employment Conditions in Canada

Reports from 6,300 concerns show the following net changes during the second quarter of 1922:—

Month Ending.	Increase in staff.	Percentage of change.
April 30 . . . . .	20,153	3.0
May 31 . . . . .	47,836	7.1
June 30 . . . . .	13,122	1.8

## Strikes in Canada

The official Department of Labor figures are as follows:—

	Disputes	Employees involved.	Time Lost in working days.
July, 1922 . . . . .	22	15,736	261,240
June, 1922 . . . . .	25	10,155	254,134
July, 1921 . . . . .	41	9,413	92,891

Most of the time lost in July, as in June, occurred in the coal mine strike in Alberta, where 7,538 miners had a time loss of 188,450 days. The other workmen on strike were painters in

Toronto, railway employees of steel and coal companies in Sydney, moulders in Guelph, and compositors in Toronto. Hamilton, Montreal, Vancouver, Winnipeg, etc.

## Immigration to Canada

The Department of Immigration figures are as follows:—

Period 1922.	Great Britain and Ireland.	U.S.A.	Other Countries	Totals.
April . . . . .	2,048	3,268	1,282	6,598
May . . . . .	5,972	2,866	2,361	11,199
June . . . . .	3,675	2,291	1,329	7,295
Second quarter, 1922 . . . . .	11,695	8,425	4,972	25,092
First quarter, 1922 . . . . .	2,480	4,751	2,945	10,176
Second quarter, 1921 . . . . .	22,458	11,831	7,183	41,472



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## October Meeting of Executive Council

### Many Important Questions up for Discussion at Well-attended Meeting

**T**HERE was a representative attendance of members present at the first meeting of the Executive Council for the fall season, which was called together by the president, John R. Shaw, in the Board Room at Head Office at 2.15 p.m., Thursday, Oct. 5th. The register of those present was as follows:

Anthes, L. L., Anthes Foundry Limited, Toronto.  
Ashworth, E. M., Toronto Hydro-Electric System, Toronto.  
Brigden, George, Brigdens Limited, Toronto.  
Campbell, W. S., Canadian General Electric Co., Ltd., Toronto.  
Coghlin, B. W., B. J. Coghlin Co. Ltd., Montreal.  
Ellis, J. F., Barber-Ellis Ltd., Toronto.  
Freyseng, E. J., Freyseng Cork Co. Ltd., Toronto.  
Hatch, A. F., Canada Steel Goods Co., Ltd., Hamilton.  
Hirsch, N. M., J. Hirsch & Sons Co., Montreal.  
Inglis, William, John Inglis Co., Ltd., Toronto.  
Jones, Ellis H., Canadian Yale & Towne Co. Ltd., St. Catharines.  
Joubert, Paul E., Lamontagne Limited, Montreal.  
Lowndes, C. B., Lowndes Co. Limited, Toronto.  
Macfarlane, J. C., Canadian General Electric Co., Ltd., Toronto.  
McLaughlin, G. W., General Motors Limited, Oshawa.  
McLurg, J. E., Halifax Shipyards Ltd., Halifax.  
Neighorn, A., Nichols Chemical Co., Ltd., Montreal.  
Parsons, S. R., British American Oil Co., Ltd., Toronto.  
Picard, Joseph, Rock City Tobacco Co., Ltd., Quebec.  
Roden, Thomas, Roden Bros. Limited, Toronto.  
Shapley, W. H., Sterling Actions and Keys, Ltd., Toronto.  
Shaw, John R., Canada Furniture Manufacturers, Ltd., Woodstock.  
Smith, C. Howard, Howard Smith Paper Mills, Ltd., Montreal.  
Snyder, H. M., Snyder Bros. Upholstering Co. Ltd., Waterloo.  
Stewart, F. W., Cluett, Peabody & Co., Ltd., Montreal.  
Stewart, J. F. M., British Empire Steel Corporation, Toronto.  
Thom, A. T., Ontario Wind Engine & Pump Co., Ltd., Toronto.  
Thompson, C. M., Brantford Roofing Co., Ltd., Brantford.  
Thorn, J. O., Metallic Roofing Co., Ltd., Winnipeg.  
Watson, T. H., Canada Machinery Corp. Ltd., Galt.  
Williams, S. J., Honorary Member, Toronto.

The report of the Executive Committee, read by the General Secretary, J. T. Stirrett, covered a wide range of topics.

*Produced-in-Canada Campaign.*—It was reported that the 1922 campaign among exhibitions and fall fairs had met with success and had received the hearty support of the various exhibition associations, and agricultural and other societies, 10,033 large and 21,822 small cards had been distributed at 477 exhibitions and fairs. In addition, 7,034 large cards had been sent to members of the Association for display in factories.

*Canadian Trade Index.*—It was stated that arrangements for publishing the



J. E. Walsh, General Manager, C.M.A., visiting the 1922 Provincial Exhibition at New Westminster in company with Nels Nelson, President of the Royal Agricultural and Industrial Society. This was the 53rd Annual Exhibition Held Under the Auspices of the Society, making the Westminster Exhibition probably the Oldest in Canada

1923 edition were nearing completion that the new edition would be ready for distribution about the first of the year.

*Annual Meeting, 1923.*—Several invitations had been received in connection with the holding of the next annual meeting. The Committee reported that it had no recommendation to offer, but would bring one forward at either the December or January meeting of Council.

*Trip to Mexico.*—A proposal to organize a party to visit Mexico had been considered. It was suggested that a party be organized along the lines of the British West Indian party, and the Committee recommended that members likely to be interested be canvassed and if sufficient interest was shown that a trip be arranged.

*Trade Acceptances.*—The assistance of the Association had been asked by the Canadian Credit Men's Trust Association in a campaign to secure the more general use of trade acceptances by manufacturers and wholesale and retail merchants. While it was believed that the use of trade acceptances was very general now among manufacturers, it was recommended that the Association assure the Canadian Credit Men's Trust Association of its concurrence in the principle involved and that a circular be drafted and sent to the membership.

*Membership.*—It was reported that up to September 30th of the present Association year, 169 applications for membership had been received, as follows,—Ontario Division, 79; Quebec Division, 16; Maritime Division, 10; Prairie Division, 48; British Columbia Division, 16.

*British Empire Exhibition.*—Referring to the visit of the mission sent out to secure support for the British Empire Exhibition, 1924, it was explained that the mission was being put in touch with prospective exhibitors through the divisional offices of the Association. The Committee recommended that, provided satisfactory arrangements could be made and the organization of the exhibition proceeded along properly, the Canadian Government should be asked to give it support.

*Pan-Pacific Commercial Conference.*—The Committee recommended that Thomas Roden, Honorary Treasurer, should be the official representative of the Association at the Pan-Pacific Commercial Conference, called by the Pan-



Pacific Union, to meet in Honolulu, Hawaii, on October 25th.

**New Members Executive Committee.**—The names of L. W. Simms, T. S. Simms & Co., Limited, St. John, N.B., and A. O. Dawson, Canadian Cottons, Limited, Montreal, were recommended, as successors on the Executive Committee of Angus McLean, Bathurst Lumber Co., Bathurst, N.B., and T. P. Howard, Howard Smith Paper Mills, Limited, Montreal, whose term had expired and who were not eligible under the by-laws for re-election.

The report of the Committee being adopted, all its recommendations became effective.

## Tariff Committee

**Sales Tax.**—As the question of the relative merits of the sales and turnover tax has again come up for discussion, the Tariff Committee, in its report, recommended that the former special committee which had been appointed to study the sales tax question, be revived, and requested to formulate a policy for the Association.

**Stamp Tax on Drafts.**—A difference of opinion having arisen with regard to the stamp tax on drafts, the Committee recommended that this subject also be referred to the special committee on taxation. Some members believe that the tax should not apply until the drafts had been accepted and, therefore, that the stamps should not be affixed until that time. Others hold that affixing the stamps saves the customer the necessity and expense of drawing a cheque and thus facilitates collections.

The report of the Tariff Committee contained the usual lengthy list of departmental rulings, board of customs decisions and sales tax decisions.

## Transportation Committee

The report of the Transportation Committee was presented by W. S. Campbell, the chairman. It dealt with matters arising out of the minutes of the previous meeting, with proposed amendments to the Railway Act, with trans-continental commodity rates, with the surcharge on international freight shipments, etc. Referring verbally to the car supply, Mr. Campbell pointed out that, while there was a surplus of cars of 16,922 on September 1st, this had been reduced to 4,574 on September 15th and the peak demand was not reached usually until October. There were 215,000 cars, approximately, in Canada a year ago and 196,000 this year, the balance being largely held in the United States.

## Commercial Intelligence

The report of the Commercial Intelligence Committee outlined the routine work of the Department and referred to the proposal that a distinctively Canadian production mark be designed for use on export shipments. Considerable attention was also given to the British Empire Exhibition, and the opinion

was expressed that a great opportunity would be lost to Canada if it failed to participate. The Committee recommended that the general officers of the Association should urge the Government to make provision for the adequate representation of Canada's fields, forests, fisheries, factories and mines.

## Legislation Department

The Legislation Committee presented a lengthy report which was largely of



### Circular 366

As a follow-up to the "Produced-in-Canada" campaign which was carried on at exhibitions and fall fairs, the Association has had prepared a number of electros reproducing the now well-known maple leaf card.

By means of the Association's circular No. 366, members have been invited to procure these electros at cost, and the suggestion has been made that they should incorporate these in their advertising. These cuts, which cost 40c. each, have been produced in French as well as in English in order that advertisers may reach the French-speaking public. A fine response has already been received and there is no doubt that this phase of the campaign will assume considerable proportions.

These electros are kept in stock at the head office, and a very rapid delivery is ensured. The electro, as shown above, is 1" x 1 1/4" in size and is suitable not only for incorporating in display advertisements, but is also adaptable for use on bill heads, letter heads, circulars, etc.

Amongst the inquiries received was one from a firm which wished to insert cards or slips bearing the design in the pay envelopes of its employees. This is a suggestion which might meet the requirements of other members.

As this is one of many ways in which the Association expects to further the "Produced-in-Canada" campaign, it is hoped that as many members as possible will send in their orders for these cuts and through their co-operation do their bit towards making Canada prosperous.

the nature of a summary of developments since the annual meeting. The subjects dealt with were the proposed interprovincial conference on company cases; the Dominion Bankruptcy Act; Ontario Assessment Act; Commercial Agreements Act; and Sale of Securities Act.

Attention was especially directed by the Committee to the powers of arbitration provided by the constitution and by-laws of the Association and it was felt that this provision might, with advantage, be made more generally known to members who might wish to avail

themselves of this method of arbitrating trade disputes.

## Industrial Relations

The Industrial Relations Committee presented the agenda of the Fourth International Labor Conference to be held this month at Geneva and stated that they had considered the various items carefully and had agreed on the position that should be taken on controversial points by the representative of the employers of Canada, W. C. Coulter. At the same time, it was felt that the representative should be left a free hand, and should not be given cut-and-dried instructions of any kind. It was announced that Mr. Coulter would be accompanied, as his adviser, by H. W. Macdonnell, manager of the Industrial Relations Department.

## Insurance Committee

The report of the Insurance Committee, after dealing with the question of taxation of unlicensed insurance, the conference of provincial superintendents of insurance at Vancouver, and insurance rates in the prairie provinces, explained the reorganization of the Insurance Department and gave a list of the services rendered members during August. It concluded with a reference to the appalling fire loss in Canada and recommended that the Association communicate with the Dominion and Provincial Governments, urging them to spend more time and money in the work of preventing fire.

## Concluding Proceedings

The president and the general manager, having been asked to report upon their recent visits to Western Canada, told about the meetings which they had attended and addressed, and also gave an indication of business conditions in the West, and discussed some of the questions now to the fore in this part of Canada.

## Chairman of Montreal Branch is Honored

Marking the completion of twenty years in the service of the Shawinigan Water and Power Company, Julian C. Smith, vice-president and general manager, was tendered a dinner at the Cascades Inn, Shawinigan Falls, on September 14th, by officers and employees of the company. It was a notable event and reflected the high esteem in which Mr. Smith is held by his friends and associates. J. E. Aldred, president of the company, presided, and the occasion was graced by the presence of Premier Taschereau of Quebec; Hon. Jacques Bureau, Minister of Customs, and other distinguished citizens. A feature of the event was the presentation of a richly illuminated address, signed by 450 employees in the service of the company and its subsidiaries for five years or more. Other mementoes of the occasion



were a Zeiss engineer's telescope, presented by the employees to Mr. Smith, and a diamond brooch and silver box to Mrs. Smith.

Prior to the dinner, visitors from Montreal, Quebec and other points visited the company's plants at Grand Mere and Shawinigan Falls.

At the dinner, speeches were delivered by Mr. Aldred, Mr. Smith, Gordon MacDougall, Hon. Jacques Bureau, Beaudry Leman, Premier Taschereau, and others. These all referred in glowing terms to the industrial development of Quebec and of the St. Maurice Valley in particular, and emphasized the part played by the Shawinigan Company in this work.

Mr. Smith is chairman of the Montreal Branch of the C.M.A. this year, and this tribute to his worth is cordially endorsed by his fellow members of the Association.

### Conference of Workmen's Compensation Boards

The annual conference of the Workmen's Compensation Boards of Canada was held in Alberta, last month.

The chairman of the conference was J. A. Sinclair, who is Chairman of the Workmen's Compensation Board, New Brunswick, Mr. Sugree, Commissioner from New Brunswick being secretary.

The object of these annual conferences is for the purpose of discussing various phases of the acts in their relationship to each other, with the general idea of uniformity. The conference took place last year in St. John, N.B.

It is proposed to establish a board in the province of Saskatchewan. Labor representatives are also demanding the establishment of a board in the province of Quebec, and when these two provinces are organized, all the provinces of the Dominion will have compensation boards.

### Refrigerating Engineers to meet in St. Louis.

The thirteenth annual convention and exhibition of the National Association of Practical Refrigerating Engineers will be held at the Planters' Hotel, St. Louis, Missouri, on November 1, 2, 3 and 4, and Canadians interested in refrigeration will be welcome to attend. A registration of at least 500 is expected, enabling those attending to come in contact with many others similarly occupied and interested. In this way much can be learned of what is going on in other plants in other cities and knowledge obtained of new things and new methods that should be useful and valuable.

R. J. Hutchings, chairman, and the members of the Calgary Branch, entertained the president, John R. Shaw, at luncheon on September 18, during the visit of Mr. Shaw to Calgary. There was a 100 per cent. turnout of the Calgary members.

## Recent Additions to the Membership

### Some Notes on Manufacturing Firms who have Just Joined the Association

A notable addition to the membership of the C.M.A. in the Maritime Provinces is the firm of M. W. Graves & Co., Limited, Bridgetown, Nova Scotia, manufacturers of cider, cider vinegar, evaporated apples and "Land of Evangeline" soft drinks. The business originated in 1885 in a very small way, at Upper Granville, about five miles from Bridgetown. In 1904 it was removed to Bridgetown. Steady growth followed. In 1910 a new cider mill was erected and the old plant was used for vinegar manufacture only. In 1917 a modern concrete block evaporator was erected, containing four kilns, and in 1921 four more kilns were added, making the plant the largest single evaporator in the Annapolis Valley.

This year the Annapolis Valley Cider Co., Limited, Bridgetown, was taken over. By this consolidation the "Land of Evangeline" brand of cider and soft drinks was secured, and will be developed as an adjunct of the main business. Recently the property of Beeler & Peters, adjoining the Annapolis Valley plant, was acquired and the construction of an up-to-date bottling plant is anticipated as an early development. In this plant the "Land of Evangeline" beverages will be put up under strictly sanitary conditions. Another development this year is the addition of an apple warehouse to facilitate the handling of fruit at the Graves plant. In addition to the two plants at Bridgetown, the company also operate a plant at Canning, N.S.

During the period of development Mr. Graves has had various partners associated with him. In 1920, however, sole ownership was assumed by him and his two sons, F. M. and O. W. Graves, and in the following year the present company was incorporated with M. W. Graves, president; F. M. Graves, vice-president, and O. W. Graves, secretary-treasurer. F. M. Graves has been connected with the business for sixteen years in both sales and production departments. O. W. Graves entered in 1920, after completing school and college training and a short period in factory organization work.

St. Thomas Metal Signs, Limited, (St. Thomas, Ont.), who joined the Association in August, describe themselves as the only company in Canada manufacturing steel advertising signs exclusively by the gum process method. The managing director, James T. Stewart, came to Canada four years ago, possessed of several years' sign manufacturing and selling experience with American firms, and has developed the facilities and field of this company from a small one engaged in making automobile markers to one which now serves most of the national advertisers who distribute steel signs from coast to coast. The company have secured

Canadian manufacturing rights to the "Da-Nite" electric sign. Their factory is 36' x 210', all on one floor, with modern equipment and private switch from the M.C.R. They maintain an average of 40 employees, besides the office staff, and a corps of travelling salesmen.

The representation of P. Burns & Co., Limited, in the Association has been increased by the addition of Sam. B. Wade, manager of the Regina plant. The latter plant produces a general line of packing house products and has a capacity of 150 cattle, 600 hogs, and 200 sheep per week. While comparatively small, they hope some day to expand to two or three times this capacity.

Portage Soda Water Works, Portage la Prairie, have been operating since 1906 under the proprietorship of J. McLeod. The plant is 30 x 60 feet in size and contains two fillers and power machines. The product is soda water and the company also specializes in ginger ale and dry ginger ale. Mr. McLeod will act as representative in the membership of the C.M.A.

With F. G. Butler as representative, the Prince Albert Mfg., Co., of Prince Albert, Sask., have come into the Association. The company were formed in May, 1920, to carry on business in the woodworking plant formerly occupied by the G. A. Meyer Co., at the corner of 17th Street and 5th Avenue West. The company are composed of three members, J. G. Brown, D. S. Tee and F. G. Butler, manager. Lines carried are doors, sash, frames, mouldings, church, store and office fixtures, etc. Plant is a two-storey brick building, 45 x 75 feet. All machinery is equipped with individual electric motors.

An important addition to the membership in Lethbridge, Alta., is the Ellison Milling & Elevator Company, Limited. This company were organized in 1907, succeeding the Raymond Milling & Elevator Co., at Raymond, Alta. They operate three mills, one at Lethbridge, with 600 bbls. capacity; one at Cardston, 150 bbls., and one at Raymond, 150 bbls. They have elevators at Lethbridge, Raymond, Cardston, Welling, Magrath, Coutts, Milk River, New Dayton, Manyberries, Foremost, Chin, Coaldale, Kipp, Monarch and Commerce, and are planning a large terminal elevator and cleaners for Lethbridge. Their brand of flour is "Our Best." E. P. Ellison is president; H. S. Allen, vice-president; Jas. E. Ellison, secretary; Geo. W. Green, treasurer and manager; Ed. I. Rich, L. D. King and W. H. McIntyre, directors.



# Ontario Division's Activities for Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman. . . . . Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
Vice-Chairman. . . . . George Bridgen, Bridgen's Limited, Toronto  
Secretary. . . . . J. M. McIntosh. Travelling Secretary. . . . . O. C. Pease

**P**ROBABLY the outstanding feature of the activities of the Ontario Division during the past month has been the effort which has been put forth to organize the needle trades into a section of this Association.

This movement actually commenced late in the spring, but was submerged during the summer months on account of the holiday season. About April last several meetings were held in Montreal, Ottawa and Toronto, with the idea of organizing the industries in Canada, which manufactured clothing of all kinds, by forming them into one large group. Such a section, therefore, would embrace all women's and men's clothing, such as coats, suits, underwear, overalls, working men's garments, ties, caps, corsets, and the like. It is maintained by some of those who are engaged in such manufacture, that this industry is by far the largest in Canada, and that its organization into one large group would provide numerous valuable functions from both industrial and national point of view. Taking the population of Canada at eight million people, and estimating the annual sum spent per capita upon clothing necessities at \$50, it is seen at once that the total output of the companies engaged in the needle trades in Canada must rank very high in importance.

The movement is now receiving very close attention in the offices of the Ontario Division. R. P. Sparks of Sparks, Harrison & Company, Limited, of Ottawa, president of the Canadian Association of Garment Manufacturers, is taking a leading part in the preliminary organization work. Already a large number of applications for membership are assured. This has been demonstrated within the last two weeks by personal canvass. The Montreal interests in this respect, who had the matter up for discussion several months ago, are also understood to look upon the project very favorably.

In all it is estimated that there are over four hundred companies in Canada which would be affected by this movement, whose total capitalization would be over two hundred million dollars.

## Produced-in-Canada Advertising

This campaign has now covered over half of the 312 fall fairs in the Province, the remainder of which will be run during October.

From reports which are coming in almost daily from our members at these points, and from the secretaries of agricultural societies whose valuable assistance has been offered from over a hundred centres, the provincial campaign is proving an unqualified success.

Another feature of service in this regard, and which completely links up the press advertising of members with the "Produced-in-Canada" idea, has been provided by the divisional office through the furnishing of small electros which are replicas of the maple-leaf card. These cuts are an inch wide by one and one-sixteenth in depth, and can be incorporated in all advertising and printed matter, circulars and the like which are put out by members.

Our membership was circularized in this regard, in response to which a large number of cuts have already been forwarded. The cost of the cuts is forty cents each, and they may be had in any quantity, or larger if desired, on application to the Toronto office.

## Provincial Exhibitions Successful This Year

Reports received from our special correspondents throughout Ontario within the last few weeks indicate that provincial fall fairs have eclipsed all former years in the attractiveness of the exhibits presented as well as in the matter of attendance.

The showings of farm produce, cattle, and poultry have been exceedingly fine, and from all accounts the number of manufacturing concerns who have exhibited shows a marked increase. Press reports from many points dwell with particular emphasis upon the wide range of manufactured goods shown at these various fairs, and express almost universal astonishment at the excellence of the articles exhibited.

It was urged through these columns about the end of last year that the Canadian fall fair offered the manufacturer and the retailer a splendid opportunity for the exhibition of their many wares. Even the smallest county fair, held only for one day, will have an attendance of from 1,200 to 1,500 people, many of whom have been drawn in from distant outlying areas. At various centres in more densely populated agricultural districts, the attendance will range from 10,000 to 40,000 people, and at the larger cities, such as London, Kingston, and Lindsay, the figures will run much higher. Many of our members are paying special attention to these exhibitions through their advertising departments, and are preparing very attractive exhibits which they move from point to point on schedules made up from the list of fairs as provided by the Association.

We suggest to our members once more that the question be kept in mind for the ensuing year. Apart from the individual benefits accruing from publicity of this kind, we are strongly of the opinion that a closer co-operation is

being established, year by year, through these means, between the agricultural and industrial classes, not only in the Province, but throughout the whole Dominion, and that this is building up a strong and valuable national sentiment.

## Western Fair

The London Exhibition, September 9th to 16th, came in again this year for considerable attention from the Division. It was visited by a member of the staff who looked after the distribution of the C.M.A. better-business propaganda.

Altogether 400 *Maple-Leaf* and 600 *Produced-in-Canada* cards were given a prominent display, and the Association received a considerable amount of favorable comment from exhibitors who had omitted to take with them the cards used at the National Exhibition.

One of the best patronized attractions was the Canadian National Railway's *Made-in-Canada*, all-steel train and at this vantage point, through the co-operation of the train officials, a special display was made. In every car the maple leaf design was given special prominence, and the porters who acted as guides were instructed to draw special attention to the campaign.

## Made-in-Owen Sound Exhibition

An attendance of over 12,000 people at the first *Made-in-Owen Sound* exhibition, held from September 18th to 23rd, is one evidence of its unqualified success. The show was promoted by the Board of Trade and the manufacturers of the city, and with the hearty support of all citizens it became the premier attraction of the week.

Not only the visitors from outside places, but also the citizens themselves, were astonished at the quality and variety of the goods displayed. One manufacturer had to answer several inquiries as to where his products could be purchased by retail.

A number of special features added to the interest of the show. Dancing every evening was one popular attraction. There were a number of guessing contests put on by different exhibitors and prizes were offered for essays by school children on the show.

One of the visiting delegates to the Board of Trade convention said that the exhibition was better than any he had seen in the Province, and he was particularly pleased with the way the public had backed it.

A representative of the Association was present at a luncheon tendered members of the Board of Trade and Rotary Club of Lethbridge, on the occasion of the opening of the new butter and ice cream plant of Crystal Dairy, Limited, of which D. P. Carlyle is president. After the luncheon, the plant was inspected. Many expressions of goodwill and wishes for the future success of the company were tendered Mr. Carlyle. The company are members of the C.M.A.



# LA SECTION FRANÇAISE

## M. Jullian C. Smith à l'honneur

Jeudi le 14 septembre, la florissante ville de Shawinigan Falls était en liesse à l'occasion de la célébration du 20<sup>ème</sup> anniversaire de service de M. Julian C. Smith de la Shawinigan Water & Power Co., dont il est le vice-président. En outre, M. Smith est président de la succursale de Montréal, de l'Association des Manufacturiers Canadiens, et la compagnie qu'il dirige si bien lui doit en grande partie sa prospérité actuelle.

Comme couronnement de cet anniversaire un banquet fut donné à M. Smith au "Cascades Inn" auquel M. J. A. Aldred, président de la Compagnie, occupait le fauteuil, ayant à ses côtés, l'hon. L. A. Taschereau, premier ministre de la province de Québec, Sir Lomer Gouin, ministre de la Justice, l'hon. Walter Mitchell, extréancier provincial, les directeurs de la Shawinigan Water & Power Co., plusieurs membres au fédéral et de la province et une bonne représentation de la division de Québec, de l'Association des Manufacturiers Canadiens et principaux hommes d'affaires de Montréal, de Québec et des principaux centres de la province de Québec.

Après des éloges bien mérités de la part de M. Aldred au héros de la fête, des discours furent prononcés par l'hon. L. A. Taschereau, l'hon. Walter Mitchell, M. J. A. Dufresne, maire de Shawinigan Falls, M. C. H. Dwinell, l'hon. Frank Carroll, l'hon. Jacques Bureau, et autres, qui démontrèrent les progrès étonnants faits par la compagnie qui aujourd'hui fournit plus de 200000 chevaux-vapeur d'énergie électrique distribués aux différentes parties de la région et de plusieurs endroits de la province. L'hon. premier ministre surtout fit des remarques des plus pratiques concernant l'esprit d'initiative de la Compagnie qui a su profiter des avantages offerts par la province pour le développement de l'énergie électrique qui a été un auxiliaire puissant pour l'avancement industriel dans la province, démontrant la coopération étroite de l'industrie avec l'agriculture, qui contribuera à maintenir la province de Québec dans sa position prééminente en Canada.

M. Julian C. Smith sut trouver des expressions choisies pour remercier les orateurs de l'appréciation des services qu'il a pu rendre au mouvement industriel dans la province de Québec, mais que l'habile direction de M. Aldred y était pour beaucoup dans le succès obtenu.

## Club d'exportation

L'assemblée mensuelle du Club d'exportation eut lieu vendredi, le 8 septembre, aux bureaux de l'Association des Manufacturiers de Montréal.

Étaient présents: M. T. R. Whittall, président; M. M. George Bennington, de la Grace Company; R. W. Gould, secrétaire de la succursale de Montréal; A. S. Findlay, assistant secrétaire de l'A. M. C.; Geo. F. Buickbee, du département de transport de l'A. M. C.; le Dr. Ross, de Shanghai, Clime; le major Gordon C. Johnson, de Glasgow, Ecosse.

Un comité, composé de MM. F. R. Whittall, Kenneth Dawes, et George Bennington, fut nommé pour préparer une liste d'officiers pour l'année courante.

Le Dr. Ross, commissaire Canadien du Commerce à Shanghai, Chine, adressa l'assemblée, et signala que le Canada avait importé l'an dernier dix fois plus que durant dix années auparavant. Les marchandises achetées étaient principalement des huiles végétales, des huiles de bois et de fèves. La plupart de l'huile de bois arrivait en Canada par San Francisco, ce qui est difficile, de déterminer la quantité ou combien de ce produit était employé en Canada. Les importations du Canada n'ont pas augmentées beaucoup depuis dix ans. Il regrette que les Canadiens importent de Chine par l'entremise de maisons américaines, au lieu de le faire directement. Pour faire le commerce avec la Chine il faudrait imiter les américains qui, après l'armistice sont allés établir des comptoirs là, mais comme ils ont trop poussé le commerce un bon nombre ont failli et plusieurs d'entre-eux sont occupés de construction de lignes de chemin de fer, qui, une fois terminées, activera le commerce avec l'intérieur, car à l'heure actuelle le transport est lent et difficile. Parmi les autres produits chinois sont le fer blanc, le charbon et le minerai de fer. Les chinois importent une grande quantité d'argent du Canada et la piastre mexicaine est la monnaie courante. Le Dr Ross a soumis au département du Commerce un plan pour établir des bureaux à Shanghai où les manufacturiers Canadiens pourraient louer des espaces pour y exposer leurs produits et avoir un commis en charge.

Le major Johnson, commissaire Canadien du Commerce à Glasgow, Ecosse, parla ensuite et annonça que les aciéries de cette ville sont aussi bien équipées que les meilleures des États-Unis. La construction des navires sur le Clyde n'est pas aussi florissante comme avant la guerre. Toutefois c'est la ville, pour sa grandeur, la plus riche du Royaume-Uni. Sa population voudrait voir disparaître l'embargo sur le bétail canadien. Les importations du Canada consistent en viandes gelées. Il y aurait un commerce avantageux à faire avec l'Irlande, car malgré ces troubles il y aurait moyen d'établir un bon commerce directement avec ce pays.

## Nos Expositions

L'Exposition de Huntingdon, tenue les 7 et 8 septembre dernier, nous a permis de continuer notre campagne de "Produit en Canada", qui, de jour en jour produit ses effets salutaires, au point de vue de l'encouragement qu'on doit donner à nos industries canadiennes.

La foire annuelle à Huntingdon, réunie la région couverte par les comtés de Beauharnois, Chateauguay, Huntingdon, Vaudreuil et Soulanges, et par conséquent ces différents centres ont fournis leur contingent de superbes exhibits d'élevage et de produits agricoles. Il nous a été donné d'admirer des bestiaux de races qui, si les autorités anglaises les avaient vus, les auraient convaincus que l'embargo n'a pas sa raison d'être. Le groupe nombreux de

chevaux de traits et de plaisance était des plus choisis et les juges ont été obligés de se concerter pendant longtemps avant de décerner la palme à qui de droit.

L'hon. James A. Robb, ministre du Commerce et député de Chateauguay-Huntingdon, a donné une superbe coupe en argent pour le meilleur groupe de chevaux de traits, geste qui stimule l'ambition de produire les espèces les plus fortes.

Les produits agricoles et maraîchers étaient des plus variés et des plus beaux. Les travaux de fantaisies domestiques présentaient un coup d'œil des plus attrayants. La collection de fleurs de nuances les plus diverses faisait un couronnement admirable aux différents exhibits.

Le comité de direction avait pourvu à un programme d'amusements des mieux choisis et des plus amusants. Bref, l'Exposition de Huntingdon a été un franc succès, tant au point de vue agricole et financier.

## Ste-Scholastique

A part de l'Exposition de Québec et celles de Sherbrooke et Trois-Rivières, nous considérons que l'Association Agricole du Comté des Deux-Montagnes, réunit ce qu'il y a de plus considérable et de plus varié, en fait de spécimens d'élevage de toutes espèces, de produits agricoles et domestiques de toute la province de Québec.

Cette Association a fait son début il y a plus d'un demi-siècle, et graduellement elle a atteint le degré de perfection qui, aujourd'hui, lui fait honneur, car elle possède un terrain spacieux, des mieux situé, près de la gare du C. P. R. et sur les superbes chemins qui encerclent, non seulement la métropole, les principaux centres de la province de Québec. De spacieuses bâtisses et autres accessoires pour abriter tous les exhibits, avec accommodations de toutes sortes pour le confort des visiteurs, le tout ayant comme centre une piste incomparable pour les courses et faire paraître les produits d'élevage, qui venaient de toute la région du district de Montréal et d'ailleurs.

Durant les cinq jours qu'a duré l'exposition, la température était idéale et les milliers de personnes qui l'ont visité, ont pu apprécier la marche progressive de notre industrie agricole, qui est la base de la prospérité de notre pays.

Parmi les quelques produits industriels en évidence, nous avons admiré le système de moteur avec accessoire de lumière électrique de M. M. Caron Frères, qui a attiré une bonne partie des visiteurs qui ont été émerveillés des superbes effets de cette invention.

Une autre invention qui a été admirée est le souffleur "Champion" de M. M. Wilfrid Ouellette et Cie., de Ste. Scholastique qui, comme accessoire aux machines à battre, sépare parfaitement la paille et la balle du grain.

Le bureau de direction sous la conduite habile de M. Joseph Fortier, leur sympathique secrétaire-trésorier, nous a facilité de promouvoir la campagne de l'Association des Manufacturiers Canadiens, à l'effet de recommander l'achat de produits canadiens, au moyen de cartes disposées dans



toutes les parties du terrain de l'exposition, contenant les mots "*Faites prospérer nos industries en achetant des produits Canadiens et "Produits en Canada"*". A part cela, il y eut un programme de superbes courses de chevaux, venus de toutes les parties de la province et de l'Ontario, agrémentées de vaudevilles et de musique exécutée par des fanfares des mieux connues.

En somme, l'Exposition de Ste. Scholastique a remportée un immense succès et on calcule, qu'au bas mot plus de 30,000 personnes l'ont visité durant les cinq jours qu'elle a duré.

### Nouvelle Succursale à St-Jean, Qué.

Il nous fait plaisir de signaler qu'une nouvelle succursale a été inaugurée, vendredi, le 15 septembre dernier par M. F. W. Stewart, président de la division de Québec de l'Association des Manufacturiers Canadiens, assisté de M. R. W. Gould, le secrétaire.

L'assemblée eut lieu dans les bureaux de la Singer Manufacturing Co. et les nouveaux Membres appelèrent M. C. F. Trotter pour présider la séance, et alors M. F. W. Stewart, donna un résumé du travail accompli par l'Association, depuis sa fondation, et expliquant aussi l'importance pour la ville de St. Jean d'établir cette succursale qui peut s'affilier les industriels des centres environnants, et après avoir donné les détails d'organisation des différents départements qui régissent les différentes divisions établies en Canada, après quoi M. Trotter remercia M. Stewart des explications et il fut suivi de M. C. A. Reynolds qui proposa l'établissement immédiate de la succursale appuyé par M. A. P. Hittl.

On procéda ensuite à l'élection des officiers avec le résultat suivant: Président, M. C. F. Trotter, de la Standard Clay Products; Vice-président, M. W. A. Davidson, de la Singer Manufacturing Co.; Secrétaire honoraire, M. Franklin Tait, de la Canadian Potteries, Ltd.; représentant additionnel sur l'exécutif de la division de Québec M. E. L. Pratt, de Cluett, Peabody & Company, avec M. C. A. Reynolds, de la Belding Corticelli Ltd. qui est déjà membre de la division.

On décida ensuite que les assemblées de la nouvelle succursale auront lieu le premier vendredi de chaque mois, et on aborda les sujets suivants: le recrutement de nouveaux membres dans la ville de St. Jean afin d'intéresser tous les manufacturiers à faire partie de la nouvelle succursale, et à cet effet M. Gould, le secrétaire de la division leur fournit les blancs d'application nécessaires.

L'importance d'un bureau commercial d'arbitrage fut ensuite soumis et M. Stewart donna un aperçu du fonctionnement d'un tel bureau en Angleterre et des démarches que la division de Québec doit faire auprès du gouvernement provincial afin de mener la chose à bonne fin, engageant les membres de la nouvelle succursale d'en considérer l'importance.

La mission de l'exposition de l'Empire britannique dont les membres seront à Montréal, le 23 octobre, les hôtes de la Succursale de Montréal à un banquet invitant les membres de la nouvelle succursale d'être présents.

Après avoir soumis la question des amendements à la taxe des ventes qui seront soumis aux autorités fédérales, et en expliquer l'importance, les membres présents concourèrent dans l'idée de faire prévaloir les objections inhérentes de la présente loi.

La question de la situation du charbon fut ensuite discutée et ce fut l'opinion des membres présents qu'il vaudrait mieux attendre les événements avant d'acheter

du charbon en trop grande quantité, ce qui termina la discussion et après qu'un vote de remerciement fut voté aux membres de la division de Québec, qui ont assistés à l'inauguration de la succursale, la séance fut ajournée.

Parmi les membres présents étaient MM. E. Normandin, de la Excelsior Hats, Ltd.; C. A. Reynolds, de la Belding Corticelli, Ltd.; C. A. Saville, de Hart Battery Co., Ltd.; F. L. Pratt, de Cluett, Peabody & Co.; Martin W. Brown, de la Belding Corticelli, Ltd.; A. P. Hittl, de Kenworthy Bros. of Canada, Ltd.; W. A. Davidson, de la Singer Manufacturing Co.; Franklin J. Tait, de la Canadian Potteries, Limited; F. W. Stewart, de Cluett Peabody & Co.; C. F. Trotter, de la Standard Clay Products Co.; R. W. Gould, Secrétaire de l'A. M. C. de Montréal; Geo. W. Ruickbie, de l'A. M. C. de Montréal et A. S. Findlay de l'A. C. M. de Montréal.

### Division de Québec

#### Assemblée de l'Exécutif

L'Exécutif de la Division de Québec, s'est réuni vendredi, le 22 Septembre, 1922, dans les bureaux de l'Association, sous la présidence de M. F. W. Stewart.

Après l'adoption du procès-verbal de l'assemblée précédente, on s'occupa d'abord de la section française du "*Industrial Canada*". Après discussion on autorisa le président et le secrétaire de faire les démarches nécessaires afin d'agrandir la "section française" et faire revivre le bulletin mensuel.

Comme la division a institué une nouvelle succursale dans la ville de St. Jean, Qué., on décida que la prochaine assemblée mensuelle de la Division ait lieu en cette ville.

La question concernant le ravitaillement du charbon ayant été remise à plus tard, on attaqua la loi de Compensation ouvrière, et après discussion on donna instruction au Secrétaire de se concerter à ce sujet avec le premier ministre Taschereau et de faire rapport à la prochaine réunion de la division.

A l'égard de la loi de l'impôt sur les corporations, à la suggestion du gérant du département en loi on va tâcher d'obtenir des autorités provinciales et fédérales afin qu'elles s'entendent pour voir à l'unification de cette loi, toutefois, M. Fortier ainsi que M. Coghlin croient qu'il serait dangereux pour la province de Québec de changer la teneur de la loi actuelle, car cela aurait pour effet de faire augmenter, peut-être, l'impôt au lieu de la diminuer. Le Secrétaire ayant fait rapport d'une entrevue à ce sujet avec M. Bégin, le contrôleur provincial, qui est favorable à ce qu'une clause soit insérée dans la loi de Québec afin que les manufacturiers soient exempts sur leurs propriétés dans une autre province, ainsi que dans les cas des compagnies de Québec qui ont des capitaux investis ailleurs. Après discussion on décida de référer la question au comité de législation qui devra en faire rapport à la prochaine réunion de l'exécutif.

Sur la question de la conversion de l'impôt sur les ventes, les opinions de plusieurs furent partagées sur ce sujet, car tout en étant au bénéfice de certaines industries, d'autres en souffrirait, vu que cette conversion causerait un double impôt dans plusieurs cas.

Après avoir longuement discuté cette question il fut décidé de référer la question aux exécutifs de divisions qui en discuteront le mérite avant de prendre une décision finale.

Au sujet de l'Association de colonisation de l'Ouest canadien, les opinions étant par-

tagées sur cette question, la chose a été référée au conseil exécutif qui en prendra considération.

Après avoir recommandé qu'une augmentation de salaire soit accordée à l'assistant secrétaire, et référé la question de la prévention des incendies au comité des affaires municipales, le rapport du fond d'urgence fut lu, et on constata qu'avant peu, avec la bonne volonté des membres, le fond en question accusera un surplus de \$600.

Au sujet de la visite de la mission d'exposition de l'Empire britannique, qui sera à Montréal le 23 Octobre; outre le diner que la division doit lui offrir, des démarches soient faites auprès des Commissaires du havre afin de faire visiter le port à la mission à bord du Sir Hugh Allan.

Les nouveaux membres suivants furent admis: F. L. Pratt, de Cluett Peabody Co., de St. Jean, Que; M. A. Brown, de Nelding Corticelli, Ltd., de St. Jean, Qué.; H. M. McLaughlin, de Atlas Press, Ltd., de Montréal; W. E. Elliott, de Canadian Ingersoll Rand Co., de Montréal; Geo. C. Fletcher, de Sherwin Williams Co., de Montréal; F. J. McCann, de Northern Electric Co., de Montréal; John McGrail, de Can. Gas & Foundry Co., Ltd., de Montréal; et Arthur Mignault, de la Cie Gentin, Ltée., de Montréal.

### La Succursale de Trois-Rivières

L'assemblée de l'exécutif de la succursale des Trois-Rivières a eue lieu jeudi, le 28 septembre et comme il s'agissait d'élire de nouveaux officiers pour l'année courante, pour la présidence le choix unanime fut W. G. E. Aird comme président qui s'acquitta de sa tâche avec beaucoup de dignité.

Les autres dignitaires choisis furent M. R. Bourque comme vice-président et M. Masson comme secrétaire honoraire.

Après la lecture et l'adoption du procès-verbal de la dernière séance, la question d'une campagne de recrutement fut entamée, et au même temps on décida que la prochaine assemblée de la succursale aura lieu le 26 Octobre à la même heure et comme d'habitude au Château DeBlois.

Le secrétaire a été autorisé de visiter, après consultation avec les membres de l'exécutif, Trois-Rivières dans l'intervalle avec eux afin de faire une campagne de recrutement et, au besoin, de s'adjoindre d'autres membres de la succursale, afin de mener cette campagne à bonne fin, et devant faire partie de l'exécutif de la succursale.

L'honorable W. Gariépy, qui assistait à l'assemblée, adressa la parole et comme président de la Chambre de Commerce de Trois-Rivières, recommanda aux manufacturiers de sa localité de s'unir étroitement afin de faire valoir les droits des industriels auprès des gouvernements fédéraux, provinciaux et municipaux, signalant le travail efficace accompli par l'A. M. C. dans l'ouest, assurant ses auditeurs que la Chambre de Commerce aidera la succursale dans sa mission économique.

M. Harpell concourra pleinement dans les remarques de M. Gariépy, et tout en traitant la question d'éducation prédisa que la nouvelle succursale sera une force dans tous les domaines publics.

Après avoir pris en considération les questions de la loi des compensations ouvrières, la visite de la mission d'exposition de l'Empire britannique et la conversion de la taxe sur les ventes, l'assemblée fut ajournée.



# This Month's Doings in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman..... F. W. Stewart, Peabody & Co., of Canada, Ltd., Montreal  
Vice-Chairman..... Paul E. Cluett, Joubert, Lamontagne Limited, Montreal  
Secretary..... R. W. Gould. Assistant Secretary..... A. S. Findlay

**T**HE opening meeting of the autumn season of the Montreal Branch was held on September 22nd. There was a good attendance and the interest evidenced augured well for the activity of the branch during the coming season.

Julian C. Smith, the new chairman, occupied the chair, and an interesting agenda was up for discussion. Among other matters taken up was the question of amendments to the Corporation Tax Act of the Province, and the secretary reported upon an interview he had had with the Provincial Comptroller in the matter. The question of a suggested unification of all Canadian laws on this point was discussed by H. Macdonald, legal secretary, C.M.A., and the opinion was expressed at the meeting that Quebec was at present happily situated so far as her law was concerned and that perhaps by a conference on unification there could be little if any improvement in her present position. The secretary and the legal department were asked to draw up the suggested amendments to the act. It was announced that Roger Babson, of Babson's Statistical Organizations of New York, would be in Montreal and address a luncheon meeting of the Association on November 3rd. This luncheon, it was decided, would be held under the joint auspices of the Montreal Branch of the Association, the Montreal Board of Trade, the Chambre de Commerce, and the Montreal Publicity Association.

The following standing committees for the ensuing year were presented and unanimously approved:

## Reception and Membership

A. O. Dawson, Canadian Cottons, Ltd.  
Chairman  
Jos. Daoust, Daoust, Lalonde & Co.  
Vice-Chairman  
John Irwin, McArthur, Irwin & Co., Ltd.  
H. T. Diplock, Steel Co. of Canada.  
N. C. Polson, Jr., N. C. Polson & Co., Ltd.  
W. A. Eden, Canadian Consolidated Rubber Co.  
N. M. Yuille, Dominion Glass Co., Ltd.

## Municipal Affairs

Michael Hirsch, J. Hirsch & Sons Co.  
Chairman  
W. R. Granger, Glassford Brothers.  
Vice Chairman  
R. Montague Davy, Dominion Bridge Co., Ltd.  
Art. Harries, Canada Paper Box Co.  
Jos. Beaubien, Frontenac Breweries, Ltd.  
S. F. Rutherford, Dom. Box & Package Co.  
A. K. Cameron, Metal Shingle & Siding Co.  
Wm. Birks, Henry Birks & Sons.  
Chas. E. Frosst, Chas. E. Frosst & Co.  
F. H. Hopkins, Dom. Wire Rope Co., Ltd.

## Industrial Relations

John Lowe, Canadian Cottons, Ltd.  
Chairman  
A. Neighorn, Nichols Chemical Co.  
Vice-Chairman  
T. P. Howard, Howard Smith Paper Mills, Ltd.  
A. D. Huff, Riordon Pulp & Paper Co.  
Lawford Grant, Eug. Phillips Electrical Co.  
R. H. McMaster, Steel Co. of Canada, Limited.  
Adelard Fortier, Montreal Dairy Co., Ltd.

Albert Tetreault, Tetreault Shoe Mfg. Co.  
John Quinlan, Quinlan Cut Stone Co., Ltd.  
Howard Bird, Can. Pneumatic Tool Co.

## Legislation

W. S. Fallis, Sherwin Williams Co., Chairman Limited.  
Paul Joubert, Lamontagne Limited.  
Vice-Chairman  
W. H. Miner, Miner Rubber Co.  
W. S. Atwood, Canadian Car & Foundry Co.  
Kenneth Dawes, National Breweries, Ltd.  
A. McA. Murphy, Chas. Gurd & Co., Ltd.  
J. A. Richard, Fashion Craft, Limited.  
D. E. Hamilton, Simonds Canada Saw Co.  
Geo. Henderson, Brandram Henderson, Limited.  
F. R. Whittall, A. R. Whittall Can. Co., Ltd.

## Commercial Intelligence

W. A. Eden, Canadian Consolidated Rubber, Chairman  
H. T. Diplock, Steel Co. of Canada, Ltd.  
Vice-Chairman  
Archibald Baillie, Dom. Oilcloth & Lino. Co.  
R. H. Gillelan, Watson Foster Co., Ltd.  
Alphonse Racine, A. Racine, Limited.  
Lyon Cohen, Freedman Company.  
N. M. Yuille, Dom. Glass Co., Ltd.  
Paul F. Sise, Northern Electric Co.,

## Finance

F. W. Stewart, Cluett, Peabody & Co., Chairman Ltd.  
A. O. Dawson, Canadian Cottons, Ltd.  
Vice-Chairman  
Paul E. Joubert, Lamontagne, Limited.  
Julian C. Smith, Shawinigan W. & P. Co.

## Transportation

A. Neighorn, Nichols Chem. Co., Ltd.  
Chairman  
A. D. Huff, Riordon Pulp & Paper Co.  
B. W. Coghlin, B. J. Coghlin Co.  
J. H. Fortier, P. T. Legare, Limited.  
A. H. Brittain, Maritime Fish Corp.  
Geo. D. MacKin, MacKinnon Steel Co., Ltd.  
F. J. McCann, Northern Electric Co.  
John McGrail, Canadian Car & Foundry Co.  
Geo. C. Fletcher, Sherwin Williams Co.

## Quebec Division Executive

A meeting of the Quebec Division Executive was held in the Board Room of the Association, September 23rd, at which the following agenda was discussed: French Section, INDUSTRIAL CANADA, next divisional meeting, coal situation, Workmen's Compensation Act, sales tax vs. turn-over tax, visit British Empire Exhibition Mission.

The question of the enlargement of the French Section of INDUSTRIAL CANADA as at present constituted was discussed, and the members felt that the French Section should be enlarged as far as possible. It was decided to leave this matter in the hands of the chairman and secretary for action.

The chairman pointed out that a new branch had been formed in St. Johns, and suggested that the next meeting of the divisional executive be held in the city of St. Johns. The suggestion was unanimously concurred in and the secretary was instructed to make the necessary arrangements.

After brief discussion it was decided that no further action was necessary by the division in connection with the coal situation.

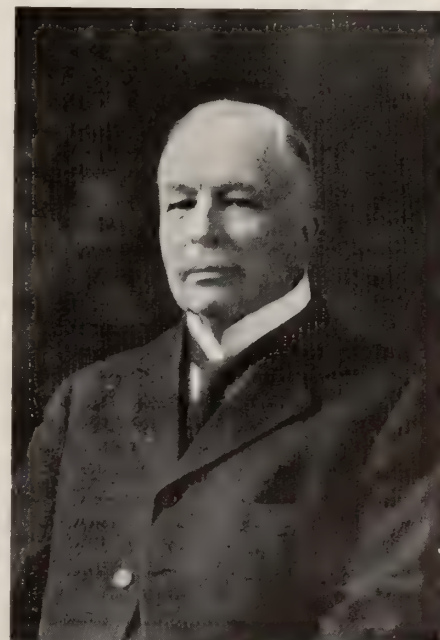
With respect to the coming session of the Legislature and the probable steps which would be taken by Parliament in connection with amendments to the Workmen's Compensation Act, the meeting instructed the secretary to confer with Premier Taschereau in this matter and report back to the next meeting.

The question of the virtues of the sales tax as against the turn-over tax was discussed and it was decided that the matter be referred to the Tariff Committee for consideration and recommendation, and that such recommendations be referred back to the Division Executive for discussion and treatment before final decision be made.

The Secretary reported that the members of the British Empire Exhibition Mission would spend the day of October 23rd in the City of Montreal and it was felt that a luncheon should be tendered them by the Executive and that efforts be made to have the Board of Harbor Commissioners place the *Sir Hugh Allan* at their disposal for a trip around the harbor.

## Three Rivers Branch

The first annual meeting of the Three Rivers Branch of the Quebec Division was held on Thursday, September 28th, in the Chateau de Blois. At the election of officers W. G. E. Aird, manager of the Wabasso Cotton Company, was elected chairman by a unanimous vote, taking the place of Vivian Burrill, of the Burrill Lumber Company, retiring. R. Bourque, manager of Le Nouvelliste, was elected vice-chairman, taking the place of the retiring vice-chairman, Anselme Dube, and Mr. Masson, of Gelinas & Freres, Ltee., was elected honorary secretary.



WALLACE C. TROTTER

Standard Clay Products Limited, Chairman of the new St. Johns Branch, C.M.A.



Hon. A. Gariepy, of the firm of Bureau & Gariepy, solicitors, and president of the Three Rivers Board of Trade, addressed the meeting, urging the manufacturers to take a keen interest in the work of their Association and pointing out the great benefits and advantages to be derived from intelligent organization. Mr. Gariepy stated that it would be important for the Board of Trade of that city to have a strong and virile branch of the Manufacturers Association in Three Rivers to assist in the work of developing the city industrially and commercially.

J. J. Harpell, of the *Garden City Press*, St. Anne de Bellevue, was present as a guest and spoke briefly upon the educational work which he was trying to do among the employees of the pulp and paper mills of the province of Quebec.

It was decided that the next meeting of the Three Rivers Branch would be held on Thursday, October 26th, when additional members of the executive would be elected. A strong team will be formed during the next week or ten days to handle the organization of a membership campaign, as there are quite a number of good prospects in Three Rivers and district who have not yet joined the Association.

### New Branch at St. Johns

A new branch of the Association has been formed at St. Johns, Que. A short time ago a meeting of the members of the Association in the city of St. Johns was called, in the offices of the Singer Manufacturing Company. While it was at first thought wise to form a sort of sub-section, on the advice of F. W. Stewart, chairman of the Quebec Division, and C. A. Reynolds, one of the members of the executive committee, it was decided that the Executive Council of the Association be asked to grant these members permission to form a branch. W. C. Trotter, of the Standard Clay Potteries, was elected chairman of the branch, with W. A. Davidson, of the Singer Manufacturing Co., vice-chairman, and F. J. Tait, of the Canadian Potteries, Ltd., honorary secretary.

It was the desire of the members to hold monthly meetings, and the first Friday of each month was chosen. In order to encourage the work of the Association in St. Johns, at the last meeting of the Quebec Division Executive it was decided to hold the next meeting of the Executive in that city and to give the new branch all possible assistance. A membership campaign is being launched in St. Johns and district, with the hope that several new members will be secured and the strength of the new branch increased.

### Produced-in-Canada Campaign

For the past month the Quebec Division has been engaged in a "Produced-in-Canada" campaign, to try and induce our people to buy Canadian-made goods instead of sending abroad for foreign products.

There were seventy-six fall fairs held and a distribution of cards, printed both in English and French, was made at each fair, a large card bearing the words "Make Canada Prosperous By Buying Canadian Products," and a smaller one, "Produced-in-Canada," being used. The large cards were placed throughout the whole fair grounds, and the small cards were placed on all Canadian-made articles and on everything grown in Canada. In all about 4,200 cards were used.

The exhibitors expressed appreciation of the work we were doing, and in all cases were pleased to place the cards on their goods; also we received the co-operation of the secretaries of the exhibitions.

### Exhibition For Montreal

Some years ago there was granted to the city of Montreal by the Provincial Government the sum of \$10,000 for the



W. C. E. AIRD

Manager, Wabasso Cotton Co., Limited, Chairman, 1922-23, Three Rivers Branch.

purpose of holding an industrial exhibition. The city of Montreal granted a like sum and an association to administer this fund was formed, composed of representatives of the various commercial bodies of the city. The war came on and it was impossible to hold such an exhibition, with the result that the funds gathered interest and to-day amount to some \$30,000. The idea of an industrial exhibition is being rejuvenated and recently the Montreal Board of Trade, the Corn Exchange and the Chambre de Commerce appointed representatives to a new administrative board. A few days ago the Municipal Affairs Committee of the Montreal Branch, C.M.A., met and the following gentlemen were named to represent this Association on the board: Michael Hirsch, Joseph Beaubien, F. H. Hopkins, Paul E. Joubert and J. H. Sherrard. A meeting of the newly constituted

board will be held on October 10th, to consider whether or not it is advisable to proceed with plans for an industrial exhibition in the city of Montreal, or to return the funds and consider the matter closed.

It is possible that Montreal may have an industrial exhibition next year, but there are those who are strongly of the opinion that the sum of money is not nearly large enough for the purpose. Those at City Hall are reported to be favorably disposed towards opening up the Maisonneuve Park for this purpose and it is likely that such a proposal will be made to the committee appointed to administer the fund.

### British Empire Exhibition Mission

When the British Empire Exhibition Mission arrives in Montreal on October 23rd, they will be entertained by the Montreal Branch and Quebec Division, C.M.A. The Montreal Harbor Commission has been requested to place the Commission's steamer, the *Sir Hugh Allan*, at the disposal of the visitors for a tour of the harbor and a luncheon will be held at noon for the distinguished visitors. Many of the manufacturers in Montreal and in other industrial centres throughout the province are interested in this great Imperial Exhibition, which will be held in 1924, and it is likely that the province of Quebec will have exhibitors there representing the industrial activities of the Province.

The newly organized branch of the C.M.A. at St. John's, Que., held its first regular meeting on October 6th. Details as to a membership campaign were discussed and a programme for the coming winter arranged. The next meeting of the executive committee of the Quebec Division will be held in St. John's, and everything possible will be carried out to encourage the growth of the new branch.

The first autumn meeting of the Sherbrooke branch was held on Wednesday, October 4th. There is the promise of greatly increased activity in the Sherbrooke branch this year, and George D. MacKinnon, the new chairman, has several matters of civic and provincial interest which he will place before the branch this season.

The next meeting of the reorganized Three Rivers branch will be held on Thursday, October 26th.

In the list of new members appearing in the September issue, the address of the Novelty Manufacturing and Art Company, Limited, was given as 392 St. James St., Montreal. This should have been 25 Cote St., as the company have removed from the former location.



# Activities of Month in Prairie Division

Headquarters of Division, 408 Avenue Block, Portage Avenue, Winnipeg

Chairman.....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co. Ltd., Winnipeg  
 Vice-Chairman...W. A. Lawson, Bemis Bros. Bag Co., Limited, Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works Limited, Winnipeg  
 Secretary.....G. E. Carpenter

**D**URING the last few weeks, fortune seems to have smiled on the Prairie Division. Not only has it been favored with visits from the President, John R. Shaw, and the General Manager, J. E. Walsh, but no fewer than forty-two new members and eighteen renewals of membership have been secured, making a total of sixty applications since the last issue of INDUSTRIAL CANADA. The total of memberships and renewals since the commencement of the fiscal year on May 1st is now seventy-four.

It is with pleasure that a hearty welcome is extended to the following new members:

Robb-Shelton, Ltd. .... Winnipeg, Man.  
 Townsley Mfg. Co. .... Brandon, Man.  
 The Western Prairie Foundry Company... Portage la Prairie, Man.  
 Portage Soda Water Works..... Portage la Prairie  
 Link Manufacturing Company..... Portage la Prairie  
 North West Pump Company..... Brandon, Man.  
 Pachals Bottling Works..... Yorkton, Sask.  
 Yorkton Monumental Works..... Yorkton, Sask.  
 Bainbridge & Zimmer..... Yorkton, Sask.  
 The Crown Bottling Works..... Dauphin, Man.  
 Ross Cider Company, Ltd..... Saskatoon, Sask.  
 Prince Albert Mineral Water Co., Ltd.... Prince Albert, Sask.  
 Taylor Consolidated Bread Company.... Prince Albert, Sask.  
 Prince Albert Box Factory..... Prince Albert, Sask.  
 Prince Albert Manufacturing Co..... Prince Albert, Sask.  
 Prince Albert Foundry Co..... Prince Albert, Sask.  
 North Battleford Mfg. Co., Ltd..... North Battleford, Sask.  
 Union Supply Co., Ltd..... North Battleford, Sask.  
 J. Titerle..... North Battleford, Sask.  
 The Standard Mineral Water Works..... North Battleford, Sask.

P. Burns & Company, Regina.  
 P. Burns & Company, Prince Albert.  
 P. Burns & Company, Edmonton,  
 Additional representatives.

Kay's, Ltd..... Edmonton, Alberta.  
 Edmonton Knitting Mills, Ltd..... Edmonton, Alberta.  
 Northern Box Company, Ltd..... Edmonton, Alberta.  
 The MacEachern Milling Company..... Wetaskiwin, Alberta.  
 R. L. Fowler & Company..... Calgary, Alberta.  
 Riley & McCormick..... Calgary, Alberta.  
 Red Deer Tent and Mattress Company... Red Deer, Alberta.  
 Red Deer Creamery Company..... Red Deer, Alberta.  
 Crystal Dairy, Limited..... Lethbridge, Alberta.  
 Ellison Milling and Elevator Co., Ltd.... Lethbridge, Alberta.  
 Lethbridge Brewers, Ltd..... Lethbridge, Alberta.  
 J. B. Richardson (Bakery)..... Medicine Hat, Alberta.  
 Standard Bottling Co., Ltd..... Medicine Hat, Alberta.  
 Romans Repair & Machine Co..... Moose Jaw, Sask.  
 Western Press, Ltd..... Moose Jaw, Sask.  
 Canada Furniture Mfgs., Ltd., (Additional Representative)..... Winnipeg, Man.

Canada Well Supply Company..... Regina, Sask.  
 O.K. Stamp Works, Ltd..... Regina, Sask.  
 Portage Ice and Ice Cream Co., Ltd..... Portage la Prairie.

The following are former members who have rejoined the Association:

The Mayer Company Ltd..... Winnipeg, Man.  
 Reliance Ink Co., Ltd..... Winnipeg, Man.  
 Union Abattoir Co., Ltd..... Winnipeg, Man.  
 Winnipeg Brick Co., Ltd..... Winnipeg, Man.  
 Brandon Creamery & Supply Co..... Brandon, Man.  
 W. Bourke & Co..... Brandon, Man.  
 Cockshutt Plow Company, Ltd. (Additional Representative)..... Brandon, Man.  
 P. T. Colbert & Co..... Saskatoon, Sask.  
 Metal Shingle and Siding Co., Ltd. (Additional Representative)..... Saskatoon, Sask.  
 Jackson Machines, Ltd..... Saskatoon, Sask.  
 Blue Label Bottling Co., Ltd..... Calgary, Alta.  
 Dyson Vinegar Co., Ltd. (Additional Representative)..... Calgary, Alta.  
 Alberta Box Co., Ltd..... Calgary, Alta.  
 The Times Co., Ltd..... Moose Jaw, Sask.  
 Moose Jaw Printing Co., Ltd..... Moose Jaw, Sask.  
 Amherst Central Shoe Co., Ltd..... Regina, Sask.  
 National Manufacturing Co., Ltd..... Regina, Sask.  
 Brandon Machine Works..... Brandon, Man.

## Membership Work

T. Ashenhurst, assistant secretary of the Prairie Division, returned on September 15th from a month's tour of the Division, during which time he was engaged on membership work. The result of his trip was the addition of thirty-six new members and the restoration of ten old members in arrears. On a previous two-day trip to Brandon and Portage la Prairie, nine applications were received. These, together with nineteen applications previously received, make a grand total of seventy-four applications for membership in the Division for the fiscal year to date. This compares with a total of 110 applications for the whole of the last fiscal year.

## President Shaw in Winnipeg

On September 11th John R. Shaw, president, and J. E. Walsh, general manager, were guests of the Winnipeg members at a luncheon in the Royal Alexandra Hotel, and both delivered excellent addresses. Mr. Shaw, in his remarks, spoke of Canada's wonderful progress as an exporting nation and explained that it now stood fourth among the exporting nations of the world in the value of its exports. This position was being

maintained, and Canada was now exporting to forty-four different countries.

Speaking of business conditions, Mr. Shaw said they were improving steadily and there was every indication that improvement would continue. In this connection, the C.M.A. had been urging the benefits of buying the products of Canadian farms, forests, fisheries and factories as a stimulus to business, and referred to the work being done in popularizing the Produced-in-Canada idea at fairs and exhibitions.

Touching on the development of Canadian industry, Mr. Shaw pointed to the fact that the new Canadian Trade Index, now being compiled, would show more than 1,000 new subdivisions. He also referred with satisfaction to the industrial growth of Western Canada, where the Association now had 650 members, and said that statistics showed that even greater strides were being made in the development of manufactures in the West than in the East.

## Mr. Shaw at Edmonton

John R. Shaw, president of the C.M.A., addressed the Edmonton Branch in the Board of Trade rooms on September 15th. In the course of his remarks he urged a more general recognition of the place of industry in the life of the Dominion, pointing out that freight traffic in raw materials going to Canadian factories and in finished products coming from Canadian factories, exceeded in volume the traffic in field crops of Canada. Development of Canadian industry would help solve the railway and other national problems.

Dealing with taxation, Mr. Shaw said the present system placed Canadian manufacturers at a disadvantage in competition for Canadian business with United States manufacturers. The system prevailing taxed goods at their source and the tax was concealed in the price paid by the consumer for the finished product, thus making that price seem high in some cases in comparison with the price of similar goods in other countries, where this principle did not apply.

## Manufacturer Honored

On the occasion of his 70th birthday, employees of Cushing Bros., Limited, at Calgary, Regina, Saskatoon and Edmonton, united in presenting Hon. W. H. Cushing, president of the company, with a handsome gold watch, suitably engraved. The ceremony took place at the annual picnic of the employees of the Calgary plant, which was attended by about 260 persons. The presentation was made by E. E. Fielder, who referred to Mr. Cushing's fine career in business and as a public man, and mentioned that what is now a big, thriving industry operating in four cities was started thirty-seven years ago. Mr. Cushing, in thanking the employees, reviewed some of the vicissitudes he had experienced in building up the business.



# News from British Columbia Division

Headquarters of Division, 701 Board of Trade Building, Vancouver

Chairman.....F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman.....Edwin Tomlin, B. C. Cement Co., Limited, Victoria  
Secretary.....H. Dalton

**T**HE British Columbia Division was honored by a visit from J. E. Walsh, General Manager of the Association, during September. Mr. Walsh arrived in Vancouver on the morning of September 14th and was entertained at luncheon on that date by the Executive Committee of the British Columbia Division, when various matters of policy affecting the work of the Association in British Columbia were discussed. On the evening of the 14th, Mr. Walsh was the guest of honor at a dinner meeting of the general membership, Mr. Walsh taking occasion at the general meeting to emphasize the satisfaction felt by the Executive Council with the progress of the British Columbia Division, and the desire of the officers of the Association to co-operate in advancing British Columbia's interests to the fullest extent.

On September 15th Mr. Walsh, accompanied by the Division Secretary, visited the Victoria and Vancouver Island Branch, and was the guest of honor jointly with the Hon. Dr. J. H. King, Federal Minister of Public Works, at a civic luncheon at the Empress Hotel. Mr. Walsh, in addressing the Victoria gathering of business and professional men, outlined the history and organization of the Association and bespoke the assistance of the British Columbia Government in bringing about a conference of Federal and Provincial authorities for a discussion of taxation problems, pointing out that there are to-day in Canada some 5,500 taxing bodies, and that the burden of taxation on the manufacturing industry was rapidly assuming proportions which seriously threatened the expansion of that industry in the Dominion.

Following the luncheon in Victoria, Mr. Walsh conferred with Attorney-General Manson in regard to bringing about such a meeting as he had referred to in his remarks, and received Mr. Manson's assurance that British Columbia authorities were prepared at any time to meet and confer with federal authorities and representatives from other Provinces with a view to simplifying methods of tax collecting and, if possible, modifying present taxes.

Mr. Walsh attended a representative meeting of the members of the Victoria and Vancouver Island Branch in the afternoon of the 15th, receiving the assurance of the Victoria members of their very active appreciation of the worth of the Association to its members.

Mr. Walsh returned to the British Columbia mainland on the 16th, and following conferences with a number of members in Vancouver, visited the Provincial Exhibition at New Westminster. Mr. Nelson, and other officers of the exhibition, met Mr. Walsh and accompanied him on a tour of inspection of

the exhibition. In addition to the varied and interesting nature of the exhibits, a point which impressed the general manager was the fact that the 1922 provincial exhibition was the fifty-third annual exhibition held at New Westminster, making this exhibition probably the oldest in Canada. On his return to Vancouver on the evening of the 16th, Mr. Walsh met the members of the Montreal Board of Trade party on their arrival—the Montreal party including a number of members of the Association in eastern Canada.

Mr. Walsh terminated his visit to the coast on September 18th, leaving for the East that evening to attend meetings of the various branches of the Prairie Division.



MR JOHN REID DUNCAN

## The Late J. R. Duncan

The British Columbia Division of the Association lost one of its most prominent members, and the Association as a whole lost one of its most loyal supporters, through the death in Vancouver on September 12th of John Reid Duncan, managing-director of the Vulcan Iron Works, Vancouver. Mr. Duncan lost his life through the failure of an aeroplane in which he was a passenger en route from Vancouver to Sumas, where he had an appointment with Hon. Dr. J. H. King, Federal Minister of Public Works, in connection with the Sumas Lake reclamation scheme.

Mr. Duncan was born at Larbert, Stirlingshire, Scotland, on June 17, 1880. He was educated in the public schools at Larbert and Edinburgh. From school he went, in 1894, into the employ of the Carron Iron Works, Carron, Scotland. After two years with this concern he went to Dobbie, Forbes & Company of Larbert, with whom he stayed five years. He then returned to the Carron Iron Works as assistant purchasing agent.

In 1906 he came to Canada and joined the staff of the John McDougal Iron Works at Montreal. After two years in Montreal he came west and joined the Vulcan Iron Works in New Westminster. In the following year he became secretary and manager of that concern.

## Business Conditions in B. C.

During the past few months, in fact since the beginning of the year, various indications have been given throughout British Columbia and the West in general, of a return to more normal and stable conditions, and there seems to be no longer any doubt but that these indications will be borne out in substantially increased figures of production at the end of the year, in practically every resource and manufacture. This reawakening to activity has been evidenced in all lines of industry and more particularly in the expansion and new-establishment of manufacturing. Industry is striding apace with agriculture, and manufacturing is assuming a more important place each year in the West.

In addition to this pronounced industrial activity, which, by the way, seems to be as general throughout the entire Dominion as it is in the West, the promise of the western grain crop is being fulfilled and with it increased trading is now assuming the most encouraging proportions. This is resulting in a feeling of satisfaction that is manifesting itself everywhere, giving business and industry the feeling of buoyancy essential to expansion.

In British Columbia mining, lumbering, fishing and manufacturing have taken a new lease of life and the outlook is of the brightest. In the lumber and logging industry operations are going ahead at full blast and the future seems to hold even better business. Throughout the fruit-growing areas reports state that the crops are good and prospects are for fair returns to the growers.

From the angle of the exporter there seems to be every reason to anticipate increased demands from Australia, New Zealand, the Orient and other parts of the world, where British Columbia products are now finding ready acceptance. In connection with export trade it is stated several new plants are contemplated for this province, chief among which, of course, will be the big iron and steel plant, which it is now practically certain will have the backing of the Provincial, Federal and Imperial Governments, and the big \$13,000,000 newsprint plant to be erected at Elko, B.C., at an early date.

Another very encouraging feature of the present industrial situation is the increasing interest being evinced by United States manufacturers in the possibilities offered by establishing branch plants this side of the line, this interest being stimulated by tariff changes of late in the States. It has been stated that one of the most important moves planned in that connection is the removal of some of the largest shingle mills to British Columbia, following the



coming into effect of tariff changes likely to prove a serious handicap to United States mills.

This industrial revival, as a matter of fact, covers practically all phases of industrial activity and, following the visit to this Province and Dominion of such an influential delegation as the British Empire Exhibition representatives, recently in British Columbia, it is confidently stated that other plants will be established throughout Canada. One of the chief missions of this delegation was to inquire into the possibility of securing raw materials for British manufacturers and also the feasibility of establishing branch plants of some of the largest Old Country industries in this country.

### A High Record

British Columbia's industrial production for the past year averaged over \$400 per head of population, a showing well in keeping with that of the older-established industrial sections of the East, and it is safe to say that from an export point of view the average of \$150 per head of population for the whole of Canada has been contributed to by this Province in no small measure.

In view of these facts, lack of confidence in the immediate future is hardly justified, but with the efforts now under way to bring about development of the country's resources on a permanent and progressive basis, with a complete absence of the speculative methods that have characterized too many enterprises in the past, the future holds every promise of development on a large scale, assuring not only stable conditions, but expansion and prosperity hitherto unequalled, at least since pre-war days.

### New Westminster Exhibition

All exhibits of Canadian manufactured goods at the British Columbia Provincial Exhibition, held at New Westminster from September 11-16, carried the "Produced-in-Canada" cards supplied by the C.M.A. The firms who displayed the cards were the following:

Brackman-Ker, Milling Co.  
Barrett Co., Limited.  
Canada Western Cordage Co., Limited.  
Hampton, Bros.  
Imperial Oil Co.  
J. Leckie & Co., Ltd.  
McClary Mfg. Co.  
Swift & Co.  
Tuckett's Tobacco Co.  
Vancouver Trunk and Bag Co.  
P. Burns & Co.  
W. L. MacDonald & Co. ("Dainty White")  
De Laval Co.  
Triangle Chemical Co.  
Martin-Senour Co.  
Caloric Stove Co.  
Wear-Ever Aluminum Co.  
Ramsay Bros. & Co.  
Fawcett Stove Co.  
W. H. Malkin, Co., Ltd.  
Blue Bird Corporation, Ltd.  
B.C. Electric Railway Co. (Hoover Vacuum Sweeper).  
J. S. Fry & Co.  
Beach Foundry Co.  
Beatty Bros., Ltd.  
Pacific Starch Products, Ltd.  
Restmore Mfg., Co.  
Guarantee Battery Co.  
Canada Nut Co.

## News of Month from Maritime Division

### Headquarters of Division—Amherst, Nova Scotia

Chairman.....J. E. McLurg, Halifax Shipyards, Limited, Halifax, N. S.  
Vice-Chairmen....J. A. Reid, Hartt Boot & Shoe Co., Ltd., Fredericton, N. B.  
C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
J. L. Macdonald, Atlantic Underwear, Limited, Moncton, N. B.  
Secretary.....H. R. Thompson, Box 470, Amherst, N. S.

THE Secretary has recently returned from a motor trip through certain sections of New Brunswick, calling on members and non-members with a view to creating more interest in the work of the Association. He was successful in securing a few applications and the promise of others as soon as business conditions will warrant.

While in the northern part of the Province, where lumbering is the predominating industry, he made enquiries as to the prospects for the coming season's cut, but was unable to get any decided views. Some of the smaller operators are preparing for quite extensive operations, but the larger companies are somewhat undecided yet as to what they will do.

Lumber is moving quite freely, but the prices obtainable are far from profitable. With ten or fifteen million feet of what is termed the Old Admiralty stock, bought during the war, still unshipped, the English buyers will not offer prices which will permit profitable operations at present costs. The general tone in the industry, however, is much more favorable and the outlook is considerably brighter.

### New Newsprint Mill

The Bathurst Co., Limited, are starting the erection of a mill for the manufacture of newsprint and, at time of writing, it is expected that the first sods will be turned before the end of September. Angus McLean, general manager of the Company, in a newspaper account of the proposed industry, stated that the new mill will be erected on ground adjoining the pulp mill. It will be of concrete and steel and its erection will give employment to a large number of men for several months. When erected and with its machinery installed, it will have an initial capacity of fifty tons per day, which will later be increased to one hundred tons per day. When the plant is ready for operation it will require upwards of 150 men in addition to the staff now employed, so that the new enterprise will prove a substantial addition to Bathurst's industrial life.

The establishment of the newsprint mill as part of the Bathurst activities of the Bathurst Co., Ltd., was one of the original plans considered by Mr. McLean when the present pulp mill was built. For that reason the main western wall of the building was left unfinished. The new building will start at the unfinished wall and will extend westward. Should it be necessary to extend it so far that it encroaches on the roadway, the company will find it necessary to take advantage of the agreement made with the town several years ago, whereby they were given permission to take the street, providing they made

and turned over to the town an equally good highway a little farther to the west. This the company will do only in the event that it is absolutely necessary to provide the room necessary to accommodate their new structure.

### Conditions in Nova Scotia Coal Fields

The scene has changed. With the strike concluded, the miners have apparently settled down to work and a feeling of optimism is general throughout the coal mining districts. Both miners and operators appear to be confident that the recent settlement effected a conciliatory agreement that will remain in evidence for many months. The coal output is gradually getting back to normal, and it is expected that, with developments now being planned, the output will be increased by fifty per cent. in the near future.

### Fisheries Conference

A conference of all the officials connected with the Eastern Division of the Department of Fisheries was held in Shediac, N.B., during the week of September 18th to 23rd. The purpose of the convention was to discuss all legislation and regulations governing the fishing industry in this section of the Dominion.

The conference was presided over by Ward Fisher, Eastern Superintendent. The Department at Ottawa was represented by the Deputy Minister and the General Superintendent of Fisheries. A number of those engaged in the fishing business were invited to attend the sessions. The discussions, no doubt, will assist materially towards a more satisfactory enforcement of the regulations and a better development of the industry in general.

### Cost of Living

An interesting article recently appeared in a Halifax paper, giving a comparison of prices on certain articles of food as quoted by a leading grocery concern in that city, and covering the years 1920, 1921 and 1922. The figures illustrate a marked reduction and are quoted below:

	1920	1921	1922
1 bbl. Five Roses flour .....	\$16 50	\$12 50	\$ 8 50
1 bag XXX gran. sugar .....	22 10	8 95	7 25
1 bag corn meal ....	5 25	2 35	2 10
1 bag middlings ....	3 35	1 90	1 55
10 lbs. rice .....	1 60	75	65
1 bag split peas ....	8 50	7 75	5 75
1 pail lard, 20 lbs. ....	6 60	4 20	3 80
1 bag rolled oats ....	6 50	4 25	3 75
1 bbl. clear pork ....	63 00	48 00	34 00
1 bag onions .....	8 00	4 00	2 75
1 box Surprise soap ..	10 20	7 50	7 10
1 case canned corn ..	4 00	3 60	3 40
1 case canned peas ..	4 00	3 60	3 30
1 bag pot barley ....	6 50	4 50	3 75
1/2 chest XXX tea, 60 lbs. ....	39 00	30 00	27 00
	\$205 10	\$143 85	\$114 65



## News Relating to Export Trade

Published by arrangement with Canadian National Export Club

### Tenders Invited for New Zealand Works

Copies of plans and specifications have been received by the Department of Trade and Commerce from W. A. Beddoe, for the following tenders:

Public Works Tenders Board, Wellington, materials for bridges; transformers and other electrical equipment.

Southern Electrical Power Board for turbines, generators and storage batteries.

Auckland Harbor Board, one-ton fixed pedestal crane.

These plans and specifications are open for inspection at the Commercial Intelligence Branch of the Department of Trade and Commerce, Ottawa, (Quote File No. 28494). Tenders should be addressed to the Secretary, Public Works Tenders Board, Wellington; The Chairman, Southern Electric Power Board, Invercargill; and the Chairman, Auckland Harbor Board, Auckland, in accordance with these specifications.

### Toronto Export Club Hears Addresses

The first meeting for the season of the Canadian Export Club of Toronto took place at the King Edward Hotel, Toronto, on September 26th, and addresses were delivered by G. B. Johnson, Canadian Government Trade Commissioner in Glasgow; Dr. J. W. Ross, Canadian Government Trade Commissioner in China; W. Burns, manager Royal Bank of Canada in Caracas, Venezuela, and E. C. Austin, who has been styled a Trade Commissioner to South America, and who represents a group of large Canadian corporations in Latin America. There were also a number of members present who had recently returned from Central America, the West Indies and Europe.

Before the addresses, the meeting took the form of a round-table conference and the members talked over conditions, prospects and difficulties in the following markets—British Isles, Far East, Australasia, West Indies, South America and Europe.

E. C. Austin spoke on the post-war industrial development in Colombia. He declared that what was most needed for the development of Canadian trade throughout Latin American countries was publicity as to Canada's industries and resources. For the stimulation of this trade a direct steamship service between Canada and Venezuela and Colombia was urgently needed.

W. Burns, manager of the Royal Bank of Canada in Venezuela, outlined some of the possibilities of trade between that

country and Canada. In this connection he laid particular stress on the facilities which the Canadian banks there could give to Canadian exporters, whom they were in a position to assist in every possible way.

Major G. B. Johnson, Canadian Government Trade Commissioner in Glasgow, spoke of trade conditions in Scotland and Ireland from the importers' point of view.

An outline was given by Dr. J. W. Ross, of the Canadian Government's scheme for the establishment in Shanghai, China, of a large sample and showroom, where Canadian manufacturers could rent space at a nominal yearly rental and secure the services of salesmen to sell their goods.

At the close of the meeting a few remarks were made by some Canadian exporters, who had recently been abroad, regarding conditions as they found them on the Continent of Europe.

*The Commercial Intelligence Department has information on the firm of McDavid & Co., Georgetown, British Guiana, which would be valuable to manufacturers considering business with this concern.*

### Exhibition and Introduction of Canadian Products in Colombia, South America

Manufacturers interested in the introduction and sale of their products in Colombia, South America (adjacent to Panama), are invited to correspond with Edward C. Austin, care of The Royal Bank of Canada, Toronto, who has been acting as representative in Colombia of a group of Canadian manufacturers, and who proposes to establish a sample and sales room at Barranquilla, Colombia, where his office is situated.

Colombia, with a population of six millions, a territory of 500,000 square miles, with a *stable government*, and with Atlantic ports only thirty-six hours distant from Kingston, Jamaica, is now entering on a new era of progress and development, and an excellent opportunity is presented for the introduction and sale of "Made-in-Canada" goods, facilitated by the preference given by Colombian importers to dealings with British merchants and manufacturers.

Mr. Austin anticipates returning to Colombia at the end of November, and it is therefore necessary that manufacturers and others desirous of exhibiting and introducing their products in his territory should communicate with him at the earliest possible opportunity.

Full information about Colombia will be sent gratis on application to Mr. Austin, at the above address.

### Use of Canadian Lumber in Great Britain

The Imperial Institute Advisory Committee on timbers is conducting an enquiry into the possibility of extending the use in Great Britain of the timbers produced in the various countries of the overseas Empire. The current report deals with timbers from British Columbia and the eastern provinces of Canada, and the attention of the Office of Works has been called to the value of British Columbian Douglas fir, spruce, and hemlock for constructional purposes. As a result of special trials these woods are now included in their official specifications for Government buildings as alternatives to European woods. The eastern Canadian timbers dealt with comprise soft woods, such as spruce, red, yellow and white pine, and hardwoods, including white birch, rock maple, beech and white elm. The committee considers that the technical qualities of eastern Canadian timbers are such as to warrant a far larger use of these woods in this country than obtains at present.

### Canadian Newsprint for Chilean Newspapers

Canadian newsprint paper has been sold in Chile, but only in comparatively small quantities, notwithstanding the fact that the newspapers of Santiago which have used it are unanimous in their statements regarding its quality, which has been found satisfactory in every case. The manager of a Santiago newspaper, who circularized all the local representatives of newsprint exporters, asking for quotations c.i.f. Valparaiso, for 1,000 tons, states that all the representatives concerned submitted prices c.i.f. Valparaiso, with the exception of the representatives of Canadian mills, who submitted a price f.o.b. New York. This, of course, could not be considered, but it appeared to be about on a level with the successful European bid. Contracts for this year's supplies of newsprint have been placed by Chilean newspapers at £27, £24, and £21 per metric ton c.i.f. Valparaiso. Most of the business seems to be going at present to Norway and Sweden. The managers of three large newspapers, in speaking to Mr. Webb, the Canadian Trade Commissioner, laid special emphasis upon the question of packing. The loss on cardboard-wrapped packages is considerably higher than in the case of barrel packing. In one case a loss of ten per cent. resulted from frayed edges on a shipment of cardboard-wrapped rolls, whilst a five per cent. loss is reported as the average for cardboard wrapping. As newsprint enters Chile duty free, the question of paying custom duty on the additional weight of the wooden packing does not arise. Most of



the Chilean papers prefer to contract for supplies through a local agent of the exporting firm, although one paper, the *Mercurio* of Santiago, has entrusted the business of its newsprint to an English merchant firm with branches in Chile. There are a number of responsible and capable manufacturers' representatives in Santiago who desire to represent a newsprint exporter, and Canadian mills should find no difficulty in securing the services of a suitable firm to represent them in Chile.

A meeting of the Export Club, of Montreal and District, took place in the Board Room of the C.M.A., on September 8th, with F. R. Whittall in the chair. A nomination committee, composed of Kenneth Davies, George Bennington and F. R. Whittall, was named to meet at an early date and nominate a slate of officers and executive for the ensuing year. Dr. J. W. Ross, Canadian Trade Commissioner, Shanghai, and Major Gordon Johnson, Canadian Trade Commissioner, Glasgow, then addressed the meeting on the outlook for Canadian trade in their respective territories.

### Export Personals

The Export Manager of the Canada Cement Co., Limited, J. P. Lapres, is in Cuba.

The Commercial Intelligence Department, C.M.A., has received some encouraging reports from a representative of the Williams Shoe Co. in Peru.

L. L. McMurray, export manager of the Gutta Percha & Rubber, Limited, is now on a business trip to the British Isles.

The Commercial Intelligence Department received a call from W. Burns, manager of the Royal Bank of Canada in Caracas, Venezuela. Mr. Burns is a former Toronto man and before going to Venezuela spent a number of years in Mexico.

Both the president and the export manager of the Canadian Postum Cereal Co., Limited, are in the United Kingdom in connection with the development of their export business.

E. C. Austin has just returned to Canada after another year's trip to Colombia. Mr. Austin reports considerable industrial and oil development in that country, and a likely extension to the present inadequate railroad system. He

also informs us that a Colombian consul will most probably be appointed to Canada.

J. S. McMurray has promised to give an outline of his recent trip to the West Indies and Central America at a coming meeting of the Export Club of Toronto.

The Canadian Manufacturers Association will be represented at the Pan-Pacific Commercial Conference by Thomas Roden of Roden Bros., Limited, Toronto. This Conference opens in Hawaii, Honolulu, October 25th.

During the last month, the following have called at our offices:

Dr. J. W. Ross, Canadian Government Trade Commissioner, Shanghai, China; Major G. B. Johnson, Canadian Government Trade Commissioner, Glasgow, Scotland; D. B. Sparks, Shanghai, China; W. C. Dingman, Hong Kong, China; T. Geddes Grant, Canadian Government Commercial Agent, Port-of-Spain, Trinidad; W. J. Dickson, Late of Park-Union Bank, Shanghai, and Yokohama; General Chance, C.M.G., D.S.O., Sales Director, British Cyanides Co., Ltd., London, England; Stephen J. Meade, Managing Director, China Iron & Steel Products Co., Limited, Shanghai, China.

## Merchandise!

A MEMBER of the Association, who was very much impressed by the sentiments contained in the following poem, suggests that it be published in *INDUSTRIAL CANADA*. Its authorship is not stated, but apparently it appeared first in *The Japanese Advertiser*. It has been sung in London music halls, where, according to report, it has made a great hit.

Merchandise! Merchandise! Tortoise-shell, spices,  
Carpets and indigo—sent o'er the high seas;  
Mother-o'-pearl from the Solomon Isles—  
Brought by a brigantine ten thousand miles.  
Rubber from Zanzibar, tea from Nang-Po,  
Copra from Hayti and wine from Bordeaux;  
Ships, with top-gallants and royals unfurled,  
Are bringing in freights from the ends of the world.

Crazy old wind-jammers, manned by Malays,  
With rat-ridden bulkheads and creaking old stays,  
Reeking of bilge and of paint and of pitch—  
That's how your fat city merchant grew rich;  
But with tramps, heavy laden, and liners untold  
You may lease a new life to a world that's grown old.  
Merchandise! Merchandise! Nations are made  
By their men and their ships and their overseas trade.

So widen your harbors, your docks and your quays,  
And hazard your wares on the wide ocean ways,  
Run out your railways and hew out your coal,  
For only by trade can a country keep whole.  
Feed up your furnaces, fashion your steel,  
Stick to your bargains and pay on the deal;  
Rich is your birthright, and well you'll be paid  
If you keep in good faith with your overseas trade.

Learn up geography—work out your sums,  
Build up your commerce, and pull down your slums;  
Sail on a Plimsoll that marks a full hold;  
Your overseas trade means a harvest of gold.  
Bring in the palm oil and pepper you've bought,  
But send out ten times the amount you import;  
Trade your inventions, your labor and sweat;  
Your overseas traffic will keep ye from debt.

Hark to the song of the shuttle and loom:  
"Keep up your commerce or crawl to your tomb!"  
Study new methods and open new lines,  
Quicken your factories, foundries and mines;  
Think of Columbus, De Gama and Howe,  
And waste not their labors by slacking it now;  
Work is life's currency—earn what you're worth,  
And send out your ships to the ends of the earth.

For deep-bosomed mothers with wide-fashioned hips  
Will bear ye good sons for the building of ships;  
Good sons for your ships and good ships for your trade—  
That's how the peace of the world will be made!

So send out your strong to the forests untrod,  
Work for yourselves and your neighbor and God;  
Keep these great nations the homes of the free,  
With merchandise, men and good ships on the sea.  
Merchandise! Merchandise! Good, honest Merchandise!  
Merchandise, men and good ships on the sea.



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C. M. A.

### Railway Board Hearing at Montreal

The list of cases for hearing by the Board of Railway Commissioners at the Court House, Montreal, on Oct. 2, included five cases covering operating matters and two covering traffic matters. The traffic cases were:

1. An application of Armstrong & Whitworth, of Canada, Limited, asking for an order declaring what were the legal rates from and to applicants' siding at Longueuil, from January 1st, 1917, to the present time.

2. Application of the city of Westmount for an order directing the express companies to make delivery in territory north of the Boulevard Westmount.

### Service Order No. 24

Amendment No. 1 of Service Order No. 24, issued by the Interstate Commerce Commission, effective September 19th, increasing the scope of Paragraph No. 1 by including mine supplies, medicines, fertilizer, seeds, newsprint paper, and petroleum and its products in tank cars.

### Service Order No. 25

The Interstate Commerce Commission, effective on 19th of September, issued Service Order No. 25, as follows:—

*"It appearing, in the opinion of the commission, that an emergency which requires immediate action exists upon the lines of each and all the common carriers by railroad, subject to the Interstate Commerce Act, east of the Mississippi River, including the west bank crossings thereof, and because of the inability of said common carriers properly and completely to serve the public in the transportation of essential commodities, it is ordered and directed, effective September 21, 1923, and until the further order of the commission:*

*"1. That each such common carrier by railroad, to the extent that it is currently unable promptly to transport all freight traffic offered to it for movement, or to be moved over its line or lines of railway, shall give preference and priority to the movement of each of the following commodities: food for human consumption, feed for live stock, live stock, perishable products, mine supplies, medicines, fertilizers, seeds, newsprint paper, coal, coke, and other fuel, and petroleum and its products in tank cars.*

*"2. That to the extent any such common carrier by railroad is unable under the existing interchange and car service rules, to return cars to its connections promptly, it shall give preference and priority in the movement, exchange, in-*

*terchange and return of empty cars intended to be used for the transportation of the commodities specially designated in paragraph numbered 1 hereof.*

*"3. That any and all such common carriers by railroad which serve coal mines, whether located upon the line or lines of any such railroad or customarily dependent upon it for car supply, herein termed coal-loading carriers, be, and they are hereby, authorized and directed whenever unable to supply all uses in full, to furnish such coal mines with open top cars suitable for the loading and transportation of coal, in preference to any other use, supply, or distribution of such cars; provided, that the phrase "open top cars suitable for the loading and transportation of coal," as used in this order, shall not include or embrace flat (fixed) bottom gondola cars with sides 42 inches or less in height, inside measurement, or cars equipped with racks, or cars which, on July 1, 1922, had been definitely retired from service for the transportation of coal and stencilled or tagged for other service.*

*"4. That all such common carriers by railroad other than coal-loading, herein termed non-coal-loading carriers, be, and they are hereby, authorized and directed to deliver daily to a connecting coal-loading carrier or carriers, or to an intermediate non-coal-loading carrier for delivery through the usual channels to a coal-loading carrier, or carriers, empty coal cars up to the maximum ability of each such non-coal-loading carrier to make such deliveries and of each such connecting coal-loading carrier to receive and use the coal cars so delivered for the preferential purposes herein set forth.*

*"5. That all such common carriers by railroad be, and they are hereby, authorized and directed to discontinue the use of open top cars suitable for the loading and transportation of coal, for the transportation of commodities other than coal, so long as any coal mine re-*

*mains to be served by it with such cars; and as to each non-coal-loading carrier, so long as deliveries of any such cars to connecting carriers may be due or remain to be performed under the terms of this order; provided, that such open-top cars suitable for the loading and transportation of coal, after the discharge of the coal lading thereof, may be used for the transportation of road and building construction materials, ore, mine supplies for current operations, and fluxing stone for furnaces, when the destination of such materials is in the direction of, but not beyond, the mine or mines to which such open-top cars are destined for coal loading, and when such use will not materially delay or minimize the production and transportation of coal; provided, further, that an embargo be placed against the further placement of open-top cars for loading with such commodities for any shipper who shall fail or refuse to load the open-top cars within twenty-four hours after placement for such loading thereof.*

*"6. That all such common carriers by railroad be, and they are hereby, authorized and directed to place an embargo against the receipt of coal or other freight transported in open-top cars suitable for coal loading, by any consignee, and against the placement of such open-top cars for consignment to any consignee, who shall fail or refuse to unload such coal or other freight so transported in coal cars and placed for unloading, within twenty-four hours after such placement, until all coal or other freight so transported in coal cars and so placed has been unloaded by such consignee and shall notify the commission of such action. This authorization and direction as to embargoes shall not interfere with the movement of coal to tidewater or the Great Lakes for transshipment by water, nor shall it apply where the failure of the consignee to unload is due directly to errors or disabilities of the railroad in delivering cars.*

*"7. That in the supply of cars to mines upon the lines of any coal-loading carrier, such carrier is hereby authorized and directed to place, furnish and assign such coal mines with open-top cars suitable for the loading and transportation of coal for such special purposes as may from time to time be specially designated by the commission or its agent therefor, by special priority direction in writing, in preference and priority to*

### The Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Aug. 1	Aug. 15	Sept. 1	Sept. 15
Total cars on Canadian Lines .....	201,028	200,619	197,988	196,297
Allowance for bad order cars (A.R.A. Basis) ..	14,072	14,043	13,859	13,740
Actual bad order cars .....	19,655	17,124	14,910	14,446
Excess bad order cars over A.R.A. allowance ..	5,583	3,081	1,051	706
Surplus cars in good order .....	30,603	29,745	15,871	3,868
Total idle cars .....	36,186	32,826	16,922	4,574



any other use; provided, that the open-top cars so placed, furnished, and assigned, shall after loading be transported for the special purposes designated, and shall not be subject to reconsignment or diversion except by and with the approval of the commission.

"For the more prompt and effectual administration during the present emergency of the authorizations, directions and requirements of this paragraph No. 7, the following persons are designated and appointed as agents of the commission, with authority to give directions as to car service and to the matters referred to in paragraphs (15) and (16) of section 1 of the interstate commerce act, and referred to in paragraph No. 7, viz., John C. Roth, director; E. H. DeGroot, Jr., assistant director; Frank C. Smith, chief inspector, and B. S. Robertson, service agent, of the Bureau of Service of the commission, and the directions so given by them shall be regarded as directions of the commission.

"8. That all rules, regulations and practices of said common carriers by railroad with respect to car service as that term is defined in said act are hereby suspended so far as they conflict with the directions hereby made.

"9. That Service Order No. 23, as amended, be, and the same is hereby, suspended and superseded, effective at midnight, September 20, 1922.

"10. That copies of this order be served upon the carriers hereinbefore described, and that notice of this order be given to the general public by depositing a copy hereof in the office of the secretary of the commission at Washington, D.C."

### Stop-off Arrangements on Lumber

The railway companies have recently amended their tariffs applicable to stop-off and re-shipping arrangements on lumber for sorting, re-sawing, dressing or kiln drying and re-shipment, providing that the period of time at stop-off point shall be six months after arrival at that point instead of one month as formerly. This will be of considerable interest to those using this service.

### St. John Box Company Doing Good Business

Wilson Box Company, Limited, St. John, N.B., find that business in boxes and box shooks has shown decided improvement in volume over 1921; but prices have been much lower so that in value sales have, so far, not come up to the figures for 1921. They are optimistic with regard to the general trade situation and have tuned up their plants and added new machinery to take care of anticipated increase in business. They expect to do an increasing business with the British West Indies and Mexico.

## Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department, C. M. A.

### Marking of Country of Origin on Printed and Lithographed Matter and on Lead Pencils

On the 21st of September an Order-in-Council was passed providing that imported printed or lithographed matter of all kinds, including books and pictures and wooden or fibre lead pencils, be marked so as to indicate the country of origin when entered at the customs house, on and after November 1st, 1922.

Under date of the 29th ultimo the Tariff Department issued a circular letter, No. 367, containing the Order-in-Council, and also the Regulations which have been established by the Minister of Customs and Excise relative to this matter.

### New Canadian Customs Invoice Forms

With reference to the announcement in the September issue of INDUSTRIAL CANADA respecting recent changes in the Canadian Customs Invoice forms, the Tariff Department issued a circular, No. 365, on the 21st of September and enclosed therewith a complete set of the amended forms which are required for customs purposes on and after December 1st, 1922.

### Sales Tax Rulings

The Department of Customs and Excise has ruled that the sales tax does not apply on charges made for art work and commercial drawings, where the same were made to the order of the individual customer for his own use.

This ruling is in line with the rulings on printing and lithographing, and envelope manufacturing published in the September issue of INDUSTRIAL CANADA, page 72, and is in accord with the decision of the Department of Customs and Excise that charges for labor only are exempt from sales tax.

### New Zealand Cancels Reciprocity Pact

Reciprocity between New Zealand and South Africa in tariff matters has come to an end, reports Th. de Schryrer, Auckland, N.Z. The Tariff Commission, reporting on its investigations last year, unhesitatingly recommended the abolition of the special schedule. The report states that in 1920 New Zealand remitted in duties on South African goods, £18,491, of which £17,948 was on wines. In same time, £64 was remitted on New Zealand goods admitted into South

Africa. With obviously no special market offered to compare with the market given, New Zealand apparently had little to gain from a continuance of the reciprocal arrangement.

### { Dumping Duty in New Zealand

The provision in the New Zealand tariff to apply special duties in case it is proved that goods are sold for export at a lower price than such goods were obtainable in the country of origin, has led to unexpected results, writes Th. de Schryrer, Auckland, N.Z. It happened that Sweden could offer a certain commodity at the same price as Canada, but with this advantage, that while the Canadian home consumption value was considerably above the export price, the Swedish home price was the same as the export price. The dumping clause was promptly applied against Canada, with the result that the Swedish manufacturers had a great advantage, notwithstanding the higher duty.

As the slogan in this country is "trade within the Empire," our Wellington manager, A. B. Thomson, laid the position before the authorities with the result that the measure against Canada was withdrawn, and the duty paid in excess was refunded to importers.

Nevertheless, the Minister of Customs has the power at any time to apply the extra dumping duty if he considers it necessary, particularly if a similar industry exists in this country. In order, however, to prevent hardships towards importers, it has been decided to give three months' notice of any intention of the Government to apply the extra duty.

### Asbestos Production in B. C.

Development work is now under way on asbestos claims in British Columbia located on Mount Sproat, 24 miles south of Revelstoke. These claims are located at an elevation of 4,200 feet above sea level and about 2,800 feet above the nearest railway. The location of the claims, necessitating the expenditure of a considerable amount of capital to bring them to a profitable producing stage, is the only obstacle to their rapid development.

Spirella Company of Canada, Limited, Niagara Falls, say that, according to all indications, 1922 will be as good a year for them as 1921, which was the most profitable in their history. Volume will not be as large, owing to decrease in prices, but number of articles sold compares well with last year.



# Canada's Industrial Expansion

## RECORD OF PROGRESS

### New Ford Plant

**Ford Motor Company of Canada, Limited, Purchase Site on Danforth Avenue, Toronto**

A most important part of the rapid development progressing in Toronto's Danforth district has been started by the purchase, by the Ford Motor Company of Canada of a 15½-acre site on Danforth Avenue. The ground formerly belonged to the Grand Trunk Railway and adjoins the right of way, thus giving the company excellent shipping facilities.

Work will commence almost immediately on a one-storey solid brick and steel building to cover the westerly third of the property. It will have about 150,000 square feet of floor space and will be 650 x 350 feet. The roof will be of the monitor type, constructed in five rows, alternate rows being several feet higher than the other rows. In the centre of the property and facing on Danforth Avenue, there will be erected a two-storey office building. The one-storey type of factory is replacing the high buildings in the Ford system.

The plant will be used for assembling cars. No more parts will be manufactured than are made at the Dupont Street plant, but the new plant will do all its own paint work. At present only the finishing coat is put on in Toronto.

### Purchase Toronto Factory

**National Cash Register Company of Canada, Limited, Acquire Modern Four-Storey Plant**

The National Cash Register Company of Canada, Limited, have bought a four-storey building at the corner of Bloor and Dufferin Streets, Toronto, which they will use as a factory. The building was erected in 1916 and is modern in every respect. The height between floor and ceiling on each floor is 14 feet, while large windows on all four sides of the plant ensure good ventilation and abundance of light. The company have also bought enough land to permit them to increase the plant to three times its present floor space.

### Niagara Falls Plant

**Dominion Insulator and Manufacturing Company, Limited, are Branch of Ohio Brass Company**

The Dominion Insulator and Manufacturing Company, Limited, are a Canadian branch of the Ohio Brass Company, Mansfield, Ohio. They are now erecting at Niagara Falls, Ont., a modern factory for the manufacture of high-tension porcelain insulators, trolley materials, rail bonds for electric railways and mines, electric car equipment and steam road electrification materials. The plant will be in production sometime before January 1st, 1923.

### Coca-Cola Company

**Have Put Several New Plants in Operation in Different Canadian Cities**

The Coca-Cola Company, Limited, have been enjoying a remarkable business expansion in recent months, and are now operating 27 branches and 4 syrup factories in different parts of Canada. London, Ontario, is one of their latest locations. They have purchased the equipment of the Tune Company, Limited, there, and are operating in their building. They may build a larger plant in that city.

At Windsor, Ontario, they have another plant which will be their largest in Canada. They are making alterations

to the building at a cost of \$5,000, and installing equipment to the extent of about \$60,000. In Belleville they have bought the Belleville Bottling Works from J. T. Ives, and are in operation. In Peterborough they took over the Peterborough Hardware Company's plant, installed bottling machinery, and are now working. They have recently opened a plant in Quebec City and another in Kingston, where they bought the Catarqui school building and altered it to suit their requirements. These developments give the company central points from which they can distribute their products efficiently to practically every place in Canada.

### Pulp Mill Projected

**Seaman Paper Company Negotiating with British Columbia Government about New Industry**

According to a Canadian Press dispatch, negotiations have been commenced with the Government of British Columbia on behalf of the Seaman Paper Company, of Chicago and J. Read of Vancouver, head of the Bridge River Power Company, with a view to establishing a pulp and paper mill.

It is proposed to erect the pulp and paper mill at Seton Lake, which is 100 miles up the Pacific Great Eastern Railway from Squamish. Besides water power facilities, the Chicago men are looking into the pulpwood resources of the surrounding district which they will draw on for raw materials.

The Seaman interests are now looking to British Columbia for their raw materials, following the decision of the syndicate formed by the *Chicago Daily News* and the *Chicago Tribune*, to establish their \$13,500,000 paper plant at Elko, B.C.

### Now Under Production

**Johns & Wood Novelty Stone Works Operating a Plant in Hamilton**

The Johns & Wood Novelty Stone Works are now under production in their plant at 59-65 Hillyard Street, Hamilton, and are making shipments every day. Their products are: dash for stucco finish on buildings, in about ten different colors; marble chips for terrazzo flooring in a variety of colors; chicken grit and baby chick grit; a new roofing gravel for tar and gravel roofs; talc and ground slate for roofing material.

All material used in the company's products comes from their own deposits in Ontario. Later on they propose to take stone from their mines for building and monumental purposes. The plant has a daily capacity of five carloads.


### Have Improved Process

**Coniagas Alkali & Reduction Company Employing Fifty Hands at St. Catharines**

The Coniagas Reduction Company, Limited, St. Catharines, Ont., ceased manufacturing about one year ago on account of surplus accumulation of stock. Since then the Coniagas Alkali and Reduction Company, of Thorold, Ont., have taken over the plant and goodwill of the former company and are now employing about fifty hands and manufacturing by an improved process. The new company's products will be cobalt metal, cobalt oxides, nickel metal, nickel oxides and arsenic products.

*(For additional News of Industrial Expansion see pages 94 to 110)*





STARTED AM 8 45	FINISHED AM 10 30	Elapsed Time	
SHOP ORDER CARD		Hrs 1	Min. 45
Date <i>September 1st</i>		Reserved Space for punching field.	
Order No. <i>16</i>			
Employee <i>M. Wright</i>			
Description of work			

This column shows the "elapsed time"

*Facsimile of card showing  
record produced on*

# The International "Elapsed Time" Record

*A Big and Important Advance in  
Time Recording Efficiency*

Not only a record of the "starting" and "stopping" time, but of the "elapsed time"—calculated automatically and printed in large legible type, specifying the exact hours and minutes spent on the work.

This machine obviates all clerical expense involved in manually computing and checking "elapsed time". If desired, equipment can be added which will eliminate the non-working time, the record then showing the "net working time" put in by each employee.

Not only can every type of manufacturing concern profit by this improved equipment, but garages, small machine shops, architects offices, plumbing establishments and countless others.

It can be used by both day and piece workers, furnishing in either case a record of the actual "job time hours" or "machine hours" which can be quickly compared with the working schedule and all idle time immediately located.

Let us send you full information about this improved device.

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## The Pulse of Business in Canada

**T**HE continued favorable balance between Canadian exports and imports is an encouraging sign, and is partly responsible for the fact that the Canadian dollar is now above par in New York. An increase of over \$4,000,000 in construction contracts for September will also react beneficially on business in general. Wholesale prices show little change, the Michell index number for September indicating a decline of 1.1 per cent. Commercial failures are still numerous and show a considerable increase over last year.

With the banks, clearings for August declined, as is usual for that season. Deposits during the month were lower than in July, and also current loans. Call loans increased by about \$3,000,000. Railway gross earnings touched the highest point for the year in August. The production of iron and steel declined slightly. The details of the various factors which affect business conditions are given below.

### Trade Returns

The balance of Canadian trade continues to be favorable, exports during August exceeding imports by \$7,131,669. Exports increased from \$71,820,628 in July to \$74,486,419 in August, and imports from \$60,757,019 to \$67,354,750. For the first five months of the fiscal year exports amounted to \$322,524,863 and imports to \$303,597,326, showing a favorable balance of \$18,927,537, as compared with an unfavorable balance of \$35,704,488 for the same period of 1921. Following are the trade returns for the first eight months of the year with comparisons of the month of August for the previous three years:

1922	Exports	Imports	Balance
January	46,198,080	\$ 51,476,253	—\$ 5,278,173
February	46,046,449	54,294,255	— 8,247,806
March	59,539,313	79,337,378	— 19,798,065
April	31,917,500	47,861,454	— 5,943,954
May	69,146,171	66,121,374	+ 3,024,797
June	71,760,563	61,668,729	+ 10,091,834
July	71,820,628	60,757,019	+ 11,063,609
August	74,486,419	67,354,750	+ 7,131,669
August, 1921	62,362,998	65,147,301	— 2,784,303
August, 1920	113,767,395	124,318,014	— 10,550,619
August, 1919	120,878,593	81,357,385	+ 39,521,208

### Bank Loans and Deposits

Call loans for the month of August showed a slight increase over the previous month and current loans a slight reduction. Both are lower than in August, 1921. Deposits are also lower, both as compared with July and as compared with August, 1921. Total assets of Canadian banks for August were \$2,575,567,206, as compared with \$2,607,849,755 in July and \$2,766,743,521 in August, 1921. Total liabilities of \$2,299,566,261 compare with \$2,333,050,059 for July and \$2,477,247,460 for August, 1921. Below are given the figures of loans and deposits for the first eight months of this year:

1922	Call Loans	Current Loans	Deposits
January	\$162,630,461	\$1,138,151,455	\$1,720,361,570
February	100,379,637	1,143,538,489	1,719,428,075
March	103,638,801	1,149,187,869	1,714,861,914
April	102,005,932	1,162,975,332	1,720,566,061
May	101,239,898	1,140,425,500	1,691,975,243
June	99,804,892	1,117,844,707	1,687,162,049
July	96,770,236	1,104,122,176	1,668,194,202
August	99,939,844	1,102,446,692	1,639,485,234
August, 1921	106,115,117	1,226,467,704	1,807,193,444
August, 1920	113,598,923	1,385,470,153	1,902,009,439
August, 1919	95,899,836	1,011,785,424	1,780,933,786

### Commercial Failures

Commercial failures in Canada and Newfoundland, as reported by R. G. Dun & Company, continue to reach a high level, the total for the week ended September 22nd, being

70, as compared with 40, for the corresponding week of 1921, and the total for two months ended September 22nd, standing at 573, as compared with 399 for the same period of last year. Below are given the figures for the two months ended September 22nd, with comparisons:

1922	Ont.	Que.	West	East	Total	1921
September 22	17	27	16	10	70	40
September 15	15	21	21	1	58	41
September 8	11	29	16	3	59	42
September 1	14	26	23	4	67	50
August 25	14	30	10	7	61	45
August 18	13	30	18	3	64	53
August 11	8	28	20	3	59	36
August 4	20	28	19	5	72	39
July 28	19	14	23	7	63	53

### Railroad Earnings

The gross earnings of Canadian railroads reached the highest figure of the year in August, amounting to \$34,937,328, as compared with \$35,759,764 in the same month of last year. The earnings should show a further increase in the coming months, as the grain is moved. The table below gives gross earnings of the railroads for 1920, 1921 and 1922 to the end of August:

	1920.	1921.	1922.
January	\$25,990,052	\$32,992,871	\$26,053,085
February	24,394,259	30,794,644	26,052,758
March	29,006,698	32,191,984	31,965,714
April	29,001,567	28,425,422	26,808,549
May	31,636,540	29,751,609	30,798,588
June	31,565,828	30,442,873	30,536,255
July	36,250,660	33,058,872	32,623,597
August	38,548,747	35,759,764	34,937,328
September	40,680,687	39,679,815	
October	48,624,965	43,328,213	
November	46,351,214	39,104,220	
December	47,103,014	37,076,980	

### Price Index Numbers

The index number of wholesale prices, constructed by Professor H. Michell, of McMaster University, stood at 162.9 at the close of September, a decline of 1.1 per cent. from 164.7, the figure for the end of August. The decline was in foodstuffs, the index for the twenty included standing at 171.5 as compared with 175.7. The index for twenty manufacturers' goods advanced to 154.6, from 153.8 at the end of August.

The latest Department of Labor index number is for August, and stands at 222.8, as compared with 225.3 for July and 236.4 for August, 1921. Below are given comparisons of the two index number over a period of years:

#### Michell Index Number.

(Based on 20 foods and 20 manufacturers' goods.  
Average 1900-1909=100)

	1919	1920	1921	1922
January	223.2	265.1	214.2	165.2
February	221.3	264.1	197.1	163.7
March	220.0	264.0	192.6	161.0
April	222.9	268.4	190.0	161.2
May	228.8	270.2	180.5	160.9
June	236.2	269.9	176.6	164.5
July	245.7	269.4	174.3	165.3
August	249.3	254.4	176.7	164.7
September	240.7	247.4	172.9	162.9
October	238.7	238.4	168.2	
November	241.4	225.4	164.9	
December	244.7	217.4	168.2	

#### Department of Labor Index Number

(Based on about 271 commodities. Average 1890-1899=100)

	1914	1918	1919	1920	1921	1922
January	136.5	258.7	286.5	336.4	281.3	227.7
February	136.6	263.5	279.8	343.5	270.1	229.5
March	137.0	269.2	277.6	349.0	263.1	225.6
April	136.7	269.4	279.6	353.1	253.7	225.0
May	136.3	275.8	284.1	356.6	247.3	126.1
June	135.3	280.6	284.1	349.3	242.6	224.3
July	134.6	284.0	294.0	346.8	233.6	225.3
August	136.3	284.3	301.1	330.2	236.4	222.8
September	141.3	285.3	301.5	326.6	232.7	
October	138.7	289.6	299.6	317.6	229.2	
November	137.5	290.9	307.7	304.2	227.3	
December	137.6	288.0	322.7	290.5	230.7	



### Bank Clearings

Bank clearings for the month of August showed the usual seasonal decline, amounting to \$1,172,146,000, as compared with \$1,278,018,000 for July and \$1,288,870,000 for August, 1921. The following table shows the clearings for the past two years and the first eight months of the present year:

	1920. (27 cities).	1921. (28 cities).	1922. (29 cities).
January .....	\$1,639,275	\$1,485,076	\$1,349,310
February .....	1,412,225	1,305,629	1,148,589
March .....	1,584,554	1,336,919	1,345,912
April .....	1,580,905	1,466,734	1,192,568
May .....	1,681,439	1,515,202	1,496,764
June .....	1,664,698	1,472,568	1,323,292
July .....	1,684,453	1,365,276	1,278,018
August .....	1,535,109	1,288,870	1,172,146
September .....	1,607,058	1,338,715	
October .....	1,935,870	1,542,908	
November .....	2,034,257	1,663,424	
December .....	1,923,712	1,593,710	

### Iron and Steel Production

The production of both iron and steel fell off slightly during August, the output of the former commodity being 27,123 tons, as compared with 31,705 in July and 50,156 in August, 1921; and the output of the latter, 59,201 tons, as compared with 62,767 in July and 72,023 in August, 1921. The monthly average for iron remains unchanged at 32,000 tons, while for steel it has risen to 37,000 tons. Below is a table showing production of iron and steel for the year:

1922	Pig Iron.	Steel Ingots and Castings.
January .....	32,184 tons	33,011 tons
February .....	33,572 "	42,388 "
March .....	41,733 "	29,941 "
April .....	32,572 "	21,935 "
May .....	23,363 "	17,000 "
June .....	28,763 "	32,805 "

July .....	31,705 tons	62,767 tons
August .....	27,123 "	59,201 "
August, 1921 .....	50,156 "	72,023 "
Monthly Average, 1922 .....	32,000 "	37,000 "
Monthly Average, 1921 .....	50,000 "	56,000 "
Monthly Average, 1920 .....	81,000 "	92,000 "
Monthly Average, 1919 .....	68,000 "	77,000 "
Monthly Average, 1918 .....	89,000 "	140,000 "
Monthly Average, 1917 .....	87,000 "	130,000 "
Monthly Average, 1914 .....	58,000 "	62,000 "
Monthly Average, 1910 .....	60,000 "	61,000 "

### Building Conditions

Construction contracts awarded in September, according to MacLean Building Reports, Limited, amounted to \$29,313,500, as compared with \$25,187,500 in August. Residential contracts showed an increase of about \$1,000,000 over the previous month, while industrial contracts amounted to \$5,170,200, as compared with \$2,649,000. It is interesting to note that total building contracts for the nine months of the year have overtaken the figure for the same period of 1920. Below are the statistics of building for the year to date, with comparisons of the month of September with previous years:

1922	Total	Residential	Industrial
January .....	\$ 8,392,600	\$ 2,363,700	\$ 288,500
February .....	10,718,300	4,049,200	610,000
March .....	13,465,000	5,930,800	260,000
April .....	29,428,400	12,472,200	3,176,400
May .....	34,827,300	15,633,500	801,500
June .....	35,620,400	12,985,900	4,914,300
July .....	26,694,200	9,434,400	1,397,800
August .....	25,187,500	8,612,000	2,649,000
September .....	29,313,500	9,534,100	5,170,200
September, 1921 .....	19,565,700	8,116,800	886,400
September, 1920 .....	20,820,100	4,032,900	2,342,500
September, 1919 .....	16,843,900	4,917,000	3,422,200

Moffats, Limited, Weston, Ontario, are making a two-storey brick addition to their stove factory and expect to have it completed by the end of the year. They have found it impossible to keep up with their orders using their present facilities, but the new building will enable them to do so, as well as to handle increased business.




CURLED HAIR

SANDPAPER

GLUE

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## Legal Decisions Affecting the Interests of Manufacturers

Reviewed by Hugh Macdonald, Legal Secretary, C.M.A.

### Right to Return Goods is Involved

In the experience of many manufacturers, a great deal of irritation and loss is occasioned by the far-too-ready disposition of some traders to "return the goods," as if they had no responsibility, as a party to a legal contract. Regard for the sanctity of contracts touches the very root of our commercial relations.

The findings of a Manitoba Court in a suit recently brought by an Ontario manufacturer, against a merchant who tried to return goods, will be of general interest.

The defendant gave a written order for several cases of boots to be made up with a special style of sole and to be shipped February 1, 1920. Shipment was not made until some two months later, but the goods were received by the defendant in ample time for the spring trade. The defendant took delivery, but on April 12th, wrote to the plaintiff stating that he wished to cancel the order and

asking that the goods be taken back, alleging that they were not up to sample and were damaged when received. The manufacturer declined to take back the shipment, but the customer returned them, on the grounds that they arrived too late, were not up to sample, and were damaged. When the goods arrived back at the original point of shipment, the manufacturer refused to take them, on account of their condition, and brought action against the customer to secure payment. It was found that two of the boots were literally eaten to pieces as by sulphuric acid. One case was without cartons and contained much floor waste. Although the customer stated under oath that he had opened only one case, the entire shipment was returned in paste board cartons of a Winnipeg concern. The shipping weight on the return trip was some 54 pounds less than the original weight, and seven pairs of boots were missing.

The Judge found:

1. The goods were sold by sample and description.

2. The goods were manufactured in accordance with the order and well up to sample description.

3. The goods were delivered to a common carrier in good condition and properly boxed.

4. The substance that destroyed the two pairs of boots got on them either in transit or in the hands of the defendant.

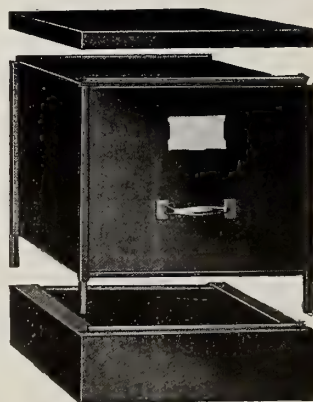
5. The goods reached the defendant in time for spring trade.

Judgment was given for the plaintiff with costs, so that the customer was obliged to pay a very considerable amount for storage charges, to take the goods in their present condition, to pay the full amount of the invoice and interest (although prices now are much lower than at the time the goods were invoiced), to pay at least two-thirds of the cost of the litigation, and to pay his own legal expenses. This merchant probably now realizes that an order cannot legally be disregarded, and that it may be very costly to attempt to evade responsibility, because of price changes, business conditions, or other reasons, for orders accepted and executed in good faith by manufacturers.

To the query whether they were making any plant enlargement just now, the Dodge Manufacturing Co., Toronto, made the brief reply: "No enlargements, but getting busy!"

## A Better Steel Transfer Case

*Made in Canada*



Top, case and base are separate units

**DUSTLESS!** The sides of the Steel Equipment Three-unit Vertical Steel Transfer Cases are fully enclosed completely eliminating "dust nuisance."

**NEAT!** A top and base give the stack a finished appearance.

**COMPLETE!** Drawers are equipped with rod and follower to keep papers orderly and accessible.

**STRONG!** Steel Equipment Three-unit Vertical Steel Transfer Cases are made of heavy sheet steel and are electric spot-welded throughout. They will serve you a business lifetime. That's why they cost you less.

Write for descriptive literature and prices

**THE STEEL EQUIPMENT CO., LIMITED**  
OTTAWA, ONTARIO

Agents for  
TORONTO

**GRAND & TOY LIMITED**

8-14 Wellington St., West



One base and top serves for entire stack





## The Better Goodyear Tire Led the Way to Better Belting

Rubber belting was made before the automobile tire—but not the better belting of today.

While attaining the world's leading position as a tire manufacturer, Goodyear had to create stronger, longer-lasting combinations of rubber and fabric.

So it was logical that Goodyear should produce better rubber belting. No other materials have been able to compete in the making of an automobile tire and no other materials can match the performance of Goodyear belting.

A Goodyear man will give you his candid opinion if you have one of the few odd conditions where Goodyear belting will not lower cost. It will pay you to take the Goodyear man into your confidence and into your plant.

The Goodyear Tire and Rubber Co. of Canada, Limited,  
Branches: Halifax, St. John, Quebec, Montreal, Ottawa,  
Toronto, Hamilton, London, Winnipeg, Saskatoon,  
Regina, Calgary, Edmonton, Vancouver. Service stocks  
in smaller cities.

**GOODYEAR BELTS**  
MADE IN CANADA  
**KLINGTITE GLIDE BLUE-STREAK**



### Bernard McNally

The death occurred suddenly, at Vancouver, B.C., on September 23rd, of Bernard McNally, for forty-five years associated with the St. Lawrence Sugar Refineries, Limited, Montreal. Mr. McNally was accompanying the Board of Trade's centenary excursion party across Canada, and was taken ill on the boat returning from Victoria to Vancouver, his death being due to heart failure, induced by an acute attack of indigestion. Born in Montreal in 1859, Mr. McNally entered the service of the St. Lawrence Sugar Refineries, Limited, on leaving school and remained with them during his whole business career. He speedily worked himself up to various responsible positions, until he was appointed secretary-treasurer, a post he held for twenty years. He retired on account of ill health, about five years ago, but continued in close touch with the company. He was a man of retiring disposition, devoting himself during his active career to business affairs, in which his sound judgment made him singularly successful.

### Richard B. Angus

On September 17th, Richard B. Angus, one of Canada's veteran financiers, died at his home near Montreal. He was born at Bathgate, Scotland, in 1831, and came to Montreal in 1857, entering the service of the Bank of Montreal. His rise in that institution was rapid, for in twelve years he had become general manager. In 1879 he entered railroading, and his part in the development of the C.P.R. was particularly valuable. He foresaw the great future of the Canadian North-west, and shared in the task of accomplishing its prosperity.

His work in financial and transportation circles naturally brought him into touch with the industrial development of Canada, and he was a director of many companies,

among which may be mentioned the Dominion Bridge Company, the Dominion Coal Company and the Laurentide Company.

### Herbert R. Kirkpatrick

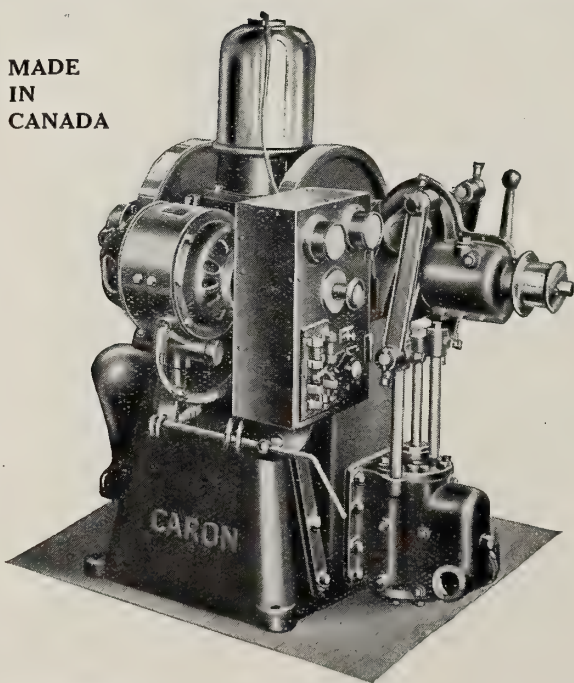
Herbert R. Kirkpatrick, vice-president and managing director of the Consolidated Steel Company, Limited, Toronto, died in the Royal Victoria Hospital, Montreal, in September. He was born in Kingston, Ontario, forty-eight years ago, and was educated there. He was in business in the United States for a time and then was branch manager of the James Cooper Manufacturing Company, Montreal. He later became interested in the iron and steel business and was connected with several firms.

### Handsome Advertising Book

The Photo Engravers and Electrotypers, Limited, have issued a handsome book of views of their new plant, at 249-251 Spadina Avenue, Toronto. The scenes shown are arranged in the same order as a visitor to the plant would see them, so that by the time the reader has run through the series he has a good idea of the equipment of the firm and their chief executives, whose pictures are also shown.

The H. Mueller Manufacturing Company, Limited, Sarnia, Ont., expect to add new machinery shortly which will give them a considerably increased output. They will also add a number of new products to their line of plumbing goods in the next six or eight months, and this will enable them to take on more employees and to build up their organization in general.

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But successful Exporters must know how. In lieu of experience they must have expert training. The course outlined below will enable you to master the secrets of this most profitable branch of business in a few months under the instruction of expert Exporters. The following is a brief outline of the course.

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### Frank Kent

**Succeeds the late Robert Hamer as President of Seaman, Kent Company, Limited**

At a recent meeting of the directors of the Seaman, Kent Company, Limited, Toronto, Frank Kent, who has been managing director for several years, was elected president, to succeed the late Robert Hamer. Mr. Kent, who will continue to act as managing director, was one of the original incorporators of the company twenty-one years ago. The company have had a great development during that period and are now the largest manufacturers of hardwood flooring in the British Empire.

### Sir John Carson

**Resigns from Managership of Consolidated Asbestos Company; Succeeded by C. J. Stover**

Major-General Sir John Carson, K.C.B., is retiring from the managership of the Consolidated Asbestos Company, Limited, on account of illness, and announcement is made of the appointment of C. J. Stover as his successor. Sir John, who has been ill for some time, is a director of many industrial corporations. He is also prominent in military circles, and received his present rank while on active service during the War.

### Electrical Development

*La Revue Industrielle*, 57 Rue Pierre-Charbon, Paris, France, has published a book describing and illustrating the new Gennevilliers generating station erected by the Union Francaise l'Electricité on the bank of the Seine. It is a handsome piece of work and will be found of interest by all who follow electrical engineering projects.

## Will the Canadian Marking Act Affect your Business?

### *There's a remedy*



YOU are doubtless aware that on and after Nov. 1st printed matter of all kinds imported into Canada must bear clearly words indicating the country of origin.

Will it be wise to distribute Catalogues, Booklets, Circulars, or other matter bearing the slogan "Printed in the United States?"

***There's a direct remedy.*** We can give you better service, particularly on quantity production, than United States' printing houses and in most cases, everything considered, can match their prices.

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TORONTO



## Recent Industrial Fires

A fire, starting from unknown causes, destroyed the plant of the Colville Feed and Milling Company, Limited, Dundas, Ont., on September 17th. The company's office and the building containing the finished product escaped, but the loss on plant and stock is estimated at \$125,000. About sixty per cent. is covered by insurance.

The large plant and elevator of the Tavistock Milling Company, Tavistock, Ont., were completely destroyed by fire on October 2nd. About 10,000 bushels of wheat and four carloads of flour ready for shipment were also lost. The damage is estimated at about \$75,000, partly covered by insurance.

One hundred men were thrown out of employment and damage caused to the extent of \$150,000 when the Buckley lumber mill, at Douglastown, New Brunswick, was burned on September 29th. The loss included 4,000,000 feet of lumber.

Property to the extent of \$200,000 was destroyed on September 18th, by a fire which broke out in the lumber mill of Joseph Gosselin, Limited, Levis, Que. The mill was completely demolished, as well as three stores and several houses, while other buildings were damaged. With the mill was burned \$35,000 worth of lumber which was ready for shipment. The rest of the lumber stored is valued at approximately \$75,000, and the building and furnishing at \$50,000. The loss is partly covered by insurance.

The plant of the Crone Milling Company, Lucan, Ont., was almost completely destroyed by fire on September 20th. The loss was between \$25,000 and \$30,000. There was practically no insurance on the building, but the contents were fairly well covered.

### Electric Bake Ovens

**Brantford Oven and Rack Company, Limited,  
Add New Product to their Line**

The Brantford Oven & Rack Company, Limited, Brantford, Ontario, have increased their facilities by adding new machinery and are now making electric bake-ovens. These are made on a new principle in connection with the Canadian Westinghouse Company. One, two or three units may be used as desired. The electrical elements are Westinghouse Space Heaters. The company have issued a bulletin descriptive of the new product, which will be sent to persons interested on request. The company can now build any size of oven desired for industrial work.

George A. Macdonald, of the Quaker Oats Company, Peterborough, Ont., was elected president of the Canadian National Millers' Association, at the annual meeting in Montreal, on September 27th.

### CLASSIFIED LISTS

Classified lists of manufacturers, dealers, and wholesalers in U.S.A. and Canada supplied in detail, with full names and addresses. Old accounts collected. References given upon request.—MILTON K. THOMAS, P.O. Box 542, Rodney, Ont., care of Canada Wood Products Co.

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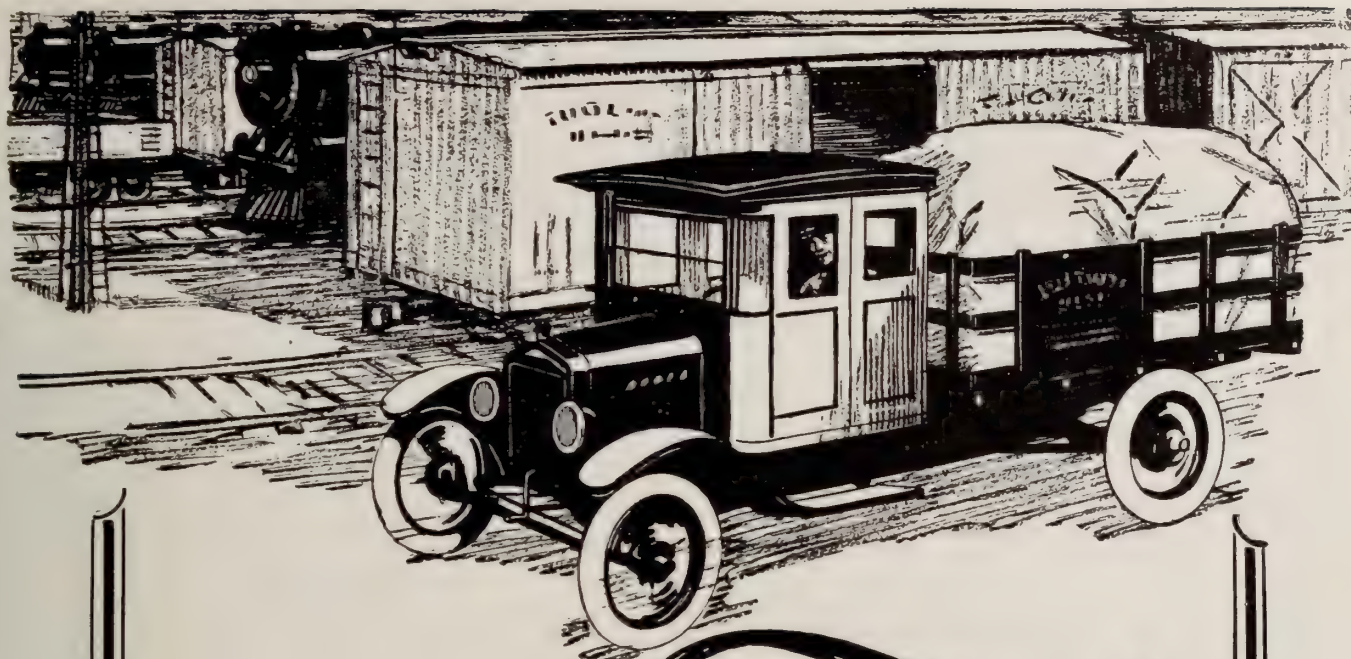
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Greater efficiency—lower overhead—more speed—will show old-time profits **NOW**.

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**FORD MOTOR COMPANY OF CANADA, LIMITED**

FORD, ONTARIO.

135T



# Correspondence

Vancouver, B.C., Sept. 8th, 1922.

The Canadian Manufacturers Association,  
Toronto.

We notice in the August issue of *INDUSTRIAL CANADA* an article so far from the truth that we beg to call it to your attention, with a view to having this statement corrected. The article referred to is on page 94, under the heading "Will Make Firebrick," and follows with:

"The company states that the manufacture of firebrick is an unknown industry in the Dominion of Canada, owing to the absence of deposits of fire clay capable of being commercially exploited. They will be able to supply the demand for firebrick that has hitherto been supplied by importation from the United States and Scotland."

Whoever made the above statement had very little knowledge of what is *made in Canada*, the very best grade of firebrick having been manufactured at Clayburn, B.C., for the last twenty years.

The Clayburn Company, in which we are interested, have two very large plants, one situated at Clayburn, B.C., and the other at Kilgard, B.C. These two plants have a combined capacity of 200,000 firebricks per day.

So far as the quality is concerned, this is equal, and in most cases better, than any American, Scotch or other imported brick. Large quantities of Clayburn brick are shipped to the Western United States, California, Mexico, Hawaiian Islands, etc. The Clayburn Company have also shipped to Winnipeg, Montreal and Halifax, but owing to very unfavorable freight rates, the tonnage to the Eastern Provinces is not large.

We trust, in fairness to the Clayburn Company, that you will give due publicity to the facts as set forth above, and

If there is any further information you desire, we can refer you to some of the Clayburn Company's directors, who are resident in Toronto.

EVANS, COLEMAN & EVANS, LIMITED.

## Making Duplex Seals

S. H. Ewing & Sons, Limited, Montreal, Prepared to Supply New Canadian Product

S. H. Ewing & Sons, Limited, Montreal, state that the Canadian Bond Crown Company, Limited, of which they are the sole selling agents, can now deliver from their factory in Montreal several sizes or symbols of Duplex seals. They are the sole representatives and manufacturers of this patented seal in Canada, and work in conjunction with the National Seal Company, Incorporated, Brooklyn, U.S.A. They would welcome direct inquiries from users. Both glass companies operating in Canada are able to supply bottles with necks suitable for the Duplex seals and the plant producing them is fully equipped and will be able to supply them in all sizes by January 1st.

## New Office Building

Laberge Lumber Company, Limited, have Handsome New Quarters at Sudbury

The Laberge Lumber Company, Limited, Sudbury, Ont., have completed the erection of a handsome two-storey building. It is built on a super-cement concrete foundation with walls of shiplap, veneered with tapestry brick. The beams are all of steel and the roof of ruberoid. Canadian oak is used throughout for interior trim. The building is heated by hot water and electrically lighted.

# LINK - BELT

Chains--Wheels--Buckets

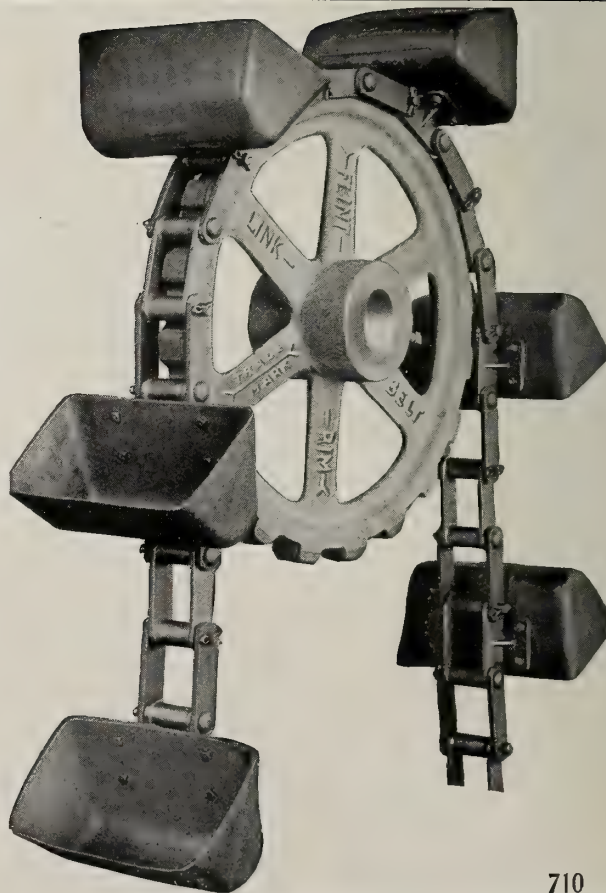
**T**HE high standard of quality of all Link-Belt products and the service we maintain by carrying large stocks at our plant and distributing points are good reasons why you should always specify "Link-Belt Equipment."

We solicit your business on the basis of quality and service. This trade mark identifies genuine Link-Belt products.

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## *Protection from FIRE is What You Need!*

### *Protect What You Cannot Insure*

**FIRE** wiped out \$45,000,000 worth of assets of Canadian Business Men last year—the highest per capita loss of any country in the world! YOU may have been outside the paths of these fires, but—note well—nearly every business has to fight fire *sometime* during its lifetime. Your turn may come to-night, next month, this year!

NOW is the time for you to consider PERMANENT CERTIFIED PROTECTION for your business records. Permanent Certified Record Protection can be yours with an "Office Specialty" Dry Insulated Record Safe carrying the Underwriters "B" Label of 2-hour certified protection against Explosion, Impact and an inferno of Fire.

DRY INSULATION, an exclusive feature found only in "Office Specialty" Safes, is a PERMANENT bulwark standing between the destructive hazards of Fire and the security of your vital business records.

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# OFFICE AND FINANCE

## Operation and Effect of the Bankruptcy Act

By Lewis Duncan

### PART 1

EVERY great commercial country has either a uniform bankruptcy act or a uniform insolvency act. England has not been without a bankruptcy act since 1542. France has an insolvency act, as have Germany, the Netherlands and Belgium. The tradition has not been so uniform in the United States, because bankruptcy has occasionally featured in politics, but, speaking generally, every great commercial state has, and has had for some hundreds of years, a uniform bankruptcy or insolvency law. Now what of Canada—and first, of the Provinces of Ontario and Quebec? The first bankruptcy legislation was in 1839, when there was introduced into Quebec a general bankruptcy law. After the union of the two Provinces into the Province of Canada in 1841, the Parliament of the combined Province of Canada passed a general bankruptcy law, and, with some changes, that law continued in Ontario and in Quebec down to Confederation. After Confederation various so-called insolvent acts were passed, but there was no uniform Dominion law until 1880. So that for the period from 1843 to 1880 we had a bankruptcy law in this Province. From 1880 until 1919, there was no bankruptcy or insolvency legislation in force in Ontario. In the Eastern Provinces, prior to Confederation, there were various insolvency laws, but there was no bankruptcy law until 1868, when Prince Edward Island, which had not then come into the Confederation, passed a bankruptcy act. In the colony of Vancouver Island and in the mainland colony of British Columbia the English bankruptcy acts were introduced by the early settlers. It is a question which has not been raised in any court whether the introduction of the English law into Prince Rupert's Land and the Northwestern Territories in 1870 introduced the English bankruptcy laws. That has never come up in any case, so far as I know. It is an interesting point, because it will be remembered that it was recently decided that the English divorce laws were introduced into what are now the Western Provinces when the English law of 1870 was introduced.

Then, what was the situation in Canada from 1880 to 1919? I have said that the provinces were incompetent to pass any bankruptcy or insolvency legislation. The provinces had not the power to discharge the duties which the British North America Act placed upon the Dominion Parliament. But they had to do something. They did their best, but all they could do was to introduce a very imperfect system. They had not the power to do more. They would no doubt have done so had they had the power, but they did the best they could. The Province of Quebec was the most fortunate of all the provinces, for it had a law based on a *cession de biens*, which was practically the same as the French insolvency code. That law was introduced

in Quebec prior to Confederation, when the Province of Quebec had full legislative competence, and that has remained in the Province of Quebec. There was no discharge in that Province.

In Ontario we introduced the Provincial Assignments Act, which did no more than this, that it provided for the assignment by any debtor, who wished to do so, of all his goods to a trustee for the benefit of his creditors. The debtor was never discharged under the provincial assignments system. He was only discharged to the extent that he paid his creditors. The provincial assignments system was designed principally to give equality of distribution among all creditors, because one of the great evils in bankruptcy or insolvency is that as soon as a man sees he is becoming involved, if he has particular friends he prefers them and pays them in full, or nearly in full, and the others go without. One of the main objects of any insolvency or bankruptcy system is to provide that all unsecured creditors shall be paid on a *pro rata* basis. No bankruptcy or insolvency system interferes with secured creditors; that is, those people who have taken their security in the ordinary course of business before the debtor becomes insolvent.

Now what is the system to-day, as differing from that in 1918? In 1918 there were nine different and imperfect insolvency systems in force in Canada, one in each Province. To-

day there is one uniform law in the Dominion. It contains discharge provisions. It is therefore a bankruptcy, and not an insolvency act. Whether we should have a uniform bankruptcy act or a uniform insolvency act may perhaps be open to debate. But there is not the slightest doubt that to have one act throughout the Dominion is a great advantage for creditors and debtors, as compared with the previous chaotic system under which nine different systems were in force.

There is an additional advantage possessed by the Dominion law. Under a provincial act the trustee or curator must perfect his title to property of the debtor which may be in another province. A man fails in Montreal and he may have some property in Quebec, but he may also own property in Winnipeg. Under the provincial system the curator in Montreal does not at once get title to the property in Winnipeg. Under the Dominion act the property of the debtor wherever situated vests immediately in the trustee, and the debtor is for a certain period incompetent to transfer that property to anyone after he has made an assignment.

\* \* \* \* \*

Let us consider the position of a man who has made an assignment or has been made a bankrupt and has not yet got his discharge. What does it mean to be an undischarged bankrupt? Well, it is perhaps not as bad as

*Mr. Duncan is the authority in Canada on bankruptcy law. The accompanying article, reproduced from the Journal of the Canadian Bankers' Association, contains extracts from an address which he delivered before the Toronto Bankers' Educational Association on the Canadian Act. His explanation of the Act and its operation will be found useful by all who have anything to do with bankruptcy proceedings.*

THE EDITOR



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Undivided Profits	-	-	\$579,675
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Dickens, who gained a sort of meretricious fame by throwing stones at lawyers, made out, but it is bad enough. First of all a man who has not got his discharge must at the say-so of the trustee, surrender all his after-acquired earnings, and all property that may come to him by gift or devise, or in any other way. He must give to the trustee all he has and all he may acquire. Secondly, under section 90 of the Bankruptcy Act, he is liable to one year's imprisonment if he obtains credit to the extent of \$500 and does not inform the person from whom he obtains the credit that he is an undischarged debtor. Thirdly, he is liable to the same imprisonment if he trades under a name other than that under which he was adjudicated bankrupt. Finally, he forfeits his position in the Senate. In France there are further disabilities on a person who has not got his discharge. He is deprived of all political rights, he may not hold any public office and he may not be admitted to the Bourse. Now, that is the position of the debtor who has not got his discharge. He is in a much worse position than he is under the provincial assignment system.

## Application for Discharge

Then how does the act provide that the Court shall deal with an application for a discharge? In the first place Section 58, Subsection 4, of the Act, gives the Court an absolute discretion to refuse a discharge; but the law goes further than that, and it provides that the Court may not grant a man a discharge if he has been guilty of any bankruptcy offence. Those offences are set out at considerable length in Section 89, and we shall come to them in a minute or two. A man therefore, who has been guilty of any bankruptcy offence may not receive his discharge; the Court has no power to give it to him. Then, if any of the facts set out in Section 59 are proved, the Court must either refuse the discharge absolutely, or suspend it, or grant it only on condition that the debtor consents to judgment being entered up against him for debts which he incurred prior to his bankruptcy. These are the facts recited in Section 59: first, if the assets of the debtor are not equal to fifty cents on the dollar; secondly, if the debtor has omitted to keep proper books of account; thirdly, if the debtor has continued to trade after he became insolvent, for the policy of the act is that a man must not go on gambling on his creditors' money in the hope that he will pull through, and if he does, it is a fact which counts against him; fourthly, if the debtor fails to account satisfactorily for any loss of assets. (By the way, the ancient punishment for failing to account satisfactorily for a loss of assets, as introduced by 21 James I, was that the bankrupt should be put on a pillory for two hours, and that one of his ears should be nailed to the pillory and at the expiration of two hours his ear should be cut off and he should be let go free.) Fifthly, if the debtor has contributed to his bankruptcy by speculation, gambling or culpable neglect of his business affairs; sixthly, if the debtor has given an undue preference to any creditor; seventhly, if the debtor has had a previous bankruptcy; eighthly, if the debtor has been guilty of any fraud or fraudulent breach of trust. If any one of these eight facts is proved the Court must either refuse the discharge or suspend it, or require the debtor as a condition of his discharge to consent to judgment being entered against him. It will, therefore, be seen that if creditors know their rights it will be very difficult for a fraudulent debtor to get a discharge. Every creditor has a right to be heard in opposition to the debtor's discharge.

## Effect of Discharge

Then what is the effect of the discharge? Now, the discharge does not release the debtor from all his debts. There are three important classes of debts which all creditors should know are not released by a discharge. A discharge does not release any debt incurred by fraud or fraudulent breach of trust; secondly, the discharge does not release any debt for alimony, and certain other classes of debt which can be classed with that; thirdly, it does not release any debt



incurred for any necessary of life. A necessary of life would include food or clothing or fuel.

So much for the discharge provisions of the Act. They are very flexible, and if creditors understand their rights under them few fraudulent debtors will get their discharge. But the Bankruptcy Act goes further. (See November issue for explanation of criminal features of the Act.)

### Dividend is Deferred

#### Canadian Woollens, Limited, Strengthening Cash Position by Conserving Liquid Resources

At a meeting of the directors of Canadian Woollens, Limited, held at the head office in Peterborough, Ont., on September 19th, it was decided to postpone the dividends on preferred shares. The following letter to shareholders was accordingly sent out:

"Your directors have carefully considered the question of the declaration of a dividend on the preferred stock for the current quarter. While the dividend requirements have been fully earned it has been deemed advisable, in the interests of the shareholders, that the company should strengthen its cash position by conserving and increasing its liquid resources. This is particularly desirable at the present time, on account of the world's unrest. Accordingly, at a meeting of directors held to-day, it was decided to withhold the preferred dividends for the present.

"Your directors would point out, however, that dividends on the preferred stock are cumulative and that in withholding dividends at the present time they are simply deferring payment until the future situation is less obscure. The expectations expressed in the annual report with regard to the improvement in business have been realized in the two months of the current fiscal year, and your directors expect that this will continue. It is hoped that the shareholders will recognize that the conservative policy heretofore maintained and continued by the action now taken is in the best interests of the company. (Signed) A. O. Dawson, President."

At the shareholders' meeting, held the same day, the board of directors was re-elected.

### Reorganization Plans

#### Bondholders' Committee of Ames-Holden Tire Company to Submit Scheme to Shareholders

At a meeting of the shareholders of the Ames-Holden Tire Company, Limited, to be held in Montreal on October 23rd, the committee representing the bondholders will submit a plan for reorganization. Circulars now going out carry the details of this plan as follows:

(1) That all connection, save such selling connection, as has been mentioned above, with the Ames-Holden-McCready Company or its successor, be severed.

(2) To the end that the Tire Company secure the return of the 15,000 shares (\$1,500,000 par value) of the Tire Company common stock, representing control owned by the Ames-Holden-McCready Co., in consideration of the release of the McCready Co. from the guarantee of your bonds. As this guarantee has now no intrinsic value, its release in exchange for control on your behalf is advisable. For the release of this guarantee the Tire Company would also secure certain tire trade marks now held by the McCready Company.

(3) That the present Tire Company be reorganized and carried on under a new directorate to be chosen and approved by the bondholders, and that under such reorganization the present bondholders be given the entire equity in the new company with prior mortgage rights, subject to such exceptions as may be necessary to secure the new working capital, or make other arrangements in the interests of the bondholders.

The capitalization of the company at the present time is as follows: First mortgage 7 per cent. bonds, \$980,000; 8 per cent. cumulative preferred stock, \$205,200; common



## A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

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HEAD OFFICE - TORONTO



## Foreign Banking Service in Canada's "Queen City"

The Union Bank of Canada placed a branch of its Foreign Department in Toronto, because of the importance of the "Queen City" in national and international commerce.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg, and connections with Vancouver, enable us to keep closely in touch with conditions in Canada and abroad.

Through continual operations in the exchange markets of Canada, the United States, Great Britain and world centres, we are able at all times to handle international exchange at closest possible rates.

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PRODUCTION  
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MOTORS  
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### Henry J. G. McLean

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CANADA

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315 Mappin Building

stock, \$2,200,000. The committee recommends that the Tire Company sell its property and assets to a new company

	To be Issued.	Authorized.
First mortgage 7 p.c. bonds .....	\$ 250,000	\$ 500,000
7 p.c. cumulative income bonds..	1,015,000	1,015,000
7 p.c. cumulative preferred stock approximate .....	225,000	225,000
Common stock, 15,000 shares, no par value .....	20,000	.....

Additional first mortgage bonds over the \$250,000 only to be issued under proper restrictions for future extensions.

The committee recommends that the present holders of \$980,000 first mortgage 7's, who also hold \$35,000 unpaid coupons, take in exchange for their bonds and matured unpaid coupons \$1,015,000 7 per cent. cumulative bonds, plus 2,500 shares of common stock. The latter represents the 25 per cent. bonus in common stock which went to the bondholders on the original issue. Offer the unsecured creditors 100 per cent. of their claims, or about \$225,000 in 7 per cent. cumulative preferred stock. The committee representing the creditors of the Tire Company have agreed to recommend to the creditors the acceptance of this offer.

Give present holders of preferred stock of old company 125 per cent. of their present holdings in common stock in the new company, amounting to 2,565 shares of new common stock.

### Increased Activity

**Earnings of Sherwin Williams Company of Canada, Limited  
Amount to \$12,000,000**

A twenty per cent. increase in gallonage and tonnage for the year ended August 31st, as compared with the year 1920-21, was made by the Sherwin-Williams Company of Canada, Limited. Such an excess over the previous year, however, did not mean an increase of like proportion in profits, for, from the peak prices of paint, there had been a reduction amounting to thirty-five per cent., and to that can be attributed partially the reason for increased activity in the paint industry. It is practically assured, however, that the company, after taking care of their various dividend obligations, bond interest, depreciation, etc., will have a substantial sum to add to the surplus account, which stood at \$3,420,150, at the end of the previous fiscal year.

During the year under review, the sales of the company amounted to over \$12,000,000, which, compared with \$2,000,000 in 1911, the first year that the company operated in its present form, and between the two dates above mentioned, the story of the company has been one of steady progress. Eight factories stretched across the continent, equipped with the latest devices and machinery for the manufacture of paint and varnish, make this company one of the big industrials of Canada.



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STAMPINGS, DEEP DRAWINGS, PUNCHING,  
PRESSING, BLANKING and FORMING in all  
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Retinning, Hot Galvanizing, Electrowelding,  
Acetylene Welding, Spray and Dip Japanning,  
Wiring and Machine Shop Work.

*40 years, experience at your service.*

*Send sample, sketch or details for quotation.*

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HAMILTON - - - CANADA

### WENTWORTH MFG. CO.

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Send us your specifications for  
BLANKING, DEEP DRAWING, FORMING,  
PRESSING AND SPINNING in ALUMINUM,  
BRASS, ZINC and all fine sheet metals.

CASTINGS—Special foundry equipment for smooth and accurate  
castings in Aluminum, Brass, Copper, Bronze and other high  
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NICKEL-PLATING, BRASS-PLATING, COPPER-PLATING  
Modern equipment and special processes to insure perfect results.  
Quotations given on samples, blue prints or specific information.

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Truly a Prince among papers of its class with its

*Beautiful Whiteness*

*Well-Knit Fibre*

*Smooth and Even Finish*

Just what you require for record work that must stand frequent handling and yet remain crisp and fresh.

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Limited

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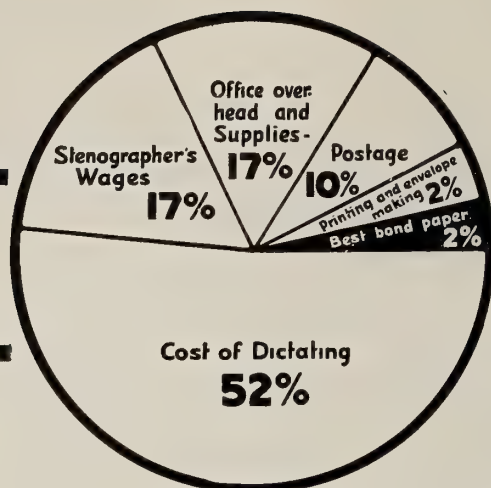
Brantford

Winnipeg

Calgary

Vancouver





## How much does it cost to write a business letter?

**H**AVE you ever stopped to consider what a business letter costs? Figuring the average executive's time, stenographer, office overhead, postage, printing and envelope making, using the best bond paper it cost 29 cents—of which the paper represents half a cent—or 2% of the entire cost.

Suppose you use the cheapest bond paper on the market you save, at most a quarter of a cent a sheet—or 1%. This, in the last analysis, will prove very expensive economy because the good appearance and dignity of your business stationery will be in doubt, and a poor looking letter head is your worst advertisement.

For true economy, good appearance and unquestionable quality—specify.



## SUPERFINE LINEN RECORD

A high grade, all-rag bond paper for all commercial purposes—for forty years the standard by which all good papers are judged.

Made—in—Canada  
by

**THE Rolland Paper Company, Limited**  
**Montreal - - - Canada**

High Grade Paper Makers Since 1882.

## Canada's Industrial Expansion

### A Colossal Plant

**Storage Tanks of Calgary Imperial Oil Refinery will hold 560,000 Barrels**

The new \$2,500,000 oil refinery which the Imperial Oil Company, Limited, are building in East Calgary will be on a truly colossal scale. The storage tanks, of which there will be seven, will each be of 80,000 barrels capacity, measuring 120' in diameter by 42' in height. Between 5,000 and 6,000 tons of steel plates will be needed for these tanks alone, which are only a subsidiary part of the plant.

Preliminary work on construction is now under way. C. R. Ewing, a director of the company, recently announced that they would employ Calgary labor only in building the plant.

### Have Bought Plant

**Cling Cutlery Corporation of Canada, Limited, Buy Fulton Motors Plant at Welland**

The Cling Cutlery Corporation of Canada, Limited, have bought the plant of the Fulton Motors Company in Welland, Ont. There is as yet no information available as to when the company will start to convert the plant to their own uses, but it is expected that this will take place in the near future.

### Are Enlarging Plant

**Grey Furniture Company, Limited, Neustadt, Ontario, Adding Storey to Factory**

The Grey Furniture Company, Limited, Neustadt, Ontario, are adding another storey to their present plant, which is a building 100 x 60 feet. They have recently taken up the manufacture of a medium grade of bedroom furniture and a line of library tables. Their former products were parlor frames and diners.

### New Company Incorporated

**Canadian Advance Car Mover Company, Limited, with Headquarters at Welland**

Announcement is made in the *Ontario Gazette* of the incorporation of the Canadian Advance Car Mover Company, Limited, capitalized at \$40,000, and with head office in Welland. The provisional directors are: Richard Miller and Walter Miller, both of Appleton, Wisconsin, manufacturers; Richard Delbert Spencer, broker, and William Nelson Spencer, contractor, of Welland, and Henry John Adian, of Niagara Falls, New York, papermaker.

The charter provides for the following: "To manufacture railway car movers, safety car wrenches, car door rollers and other specialties, tools and appliances.

### Plans Are Completed

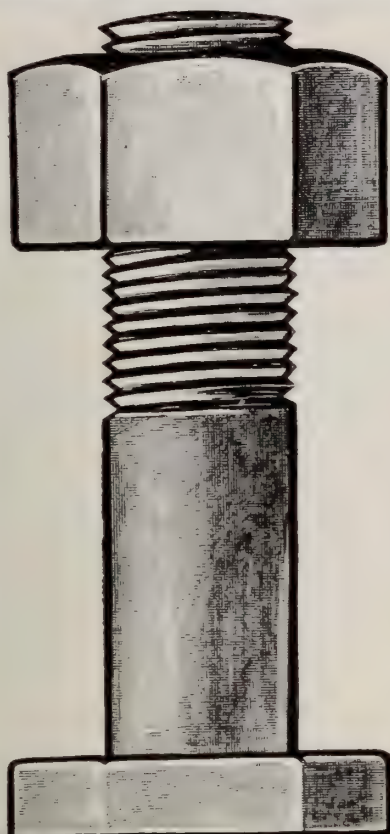
**New Plant to be Erected by the Welland Packing Company, Limited**

J. P. McLaughlin, architect, has completed the plans for the new plant which the Welland Packing Company, Limited, Welland, Ont., are going to erect. The building will have a basement and three storeys and will measure 96½ x 70 feet. Concrete and steel, with an exterior finish of stucco, will be used in its construction.

Everything in the plant has been designed for the efficient conduct of a packing business. The company will have an abattoir and cold storage plant and will cure, chill, pack and preserve meats of all kinds. The estimated cost of the building is \$50,000, and the cost of machinery will bring the total plant investment to about \$75,000.

The directors include: Frank Ahman, president, Welland; George A. Reist, vice-president, Kitchener; and Nicholas Verves, secretary, Welland.





# BOLTS

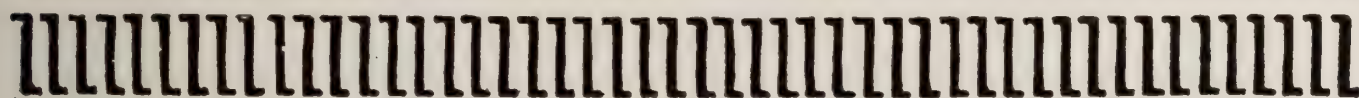
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Canada Cement Building  
MONTREAL

*From ore to finished product·All within the Empire*



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Rice	Produce
Sugar	Canned Goods
Paper	Machinery
Paints	Druggists' Supplies
Varnishes	Electrical Goods
Roofing	Musical Instruments

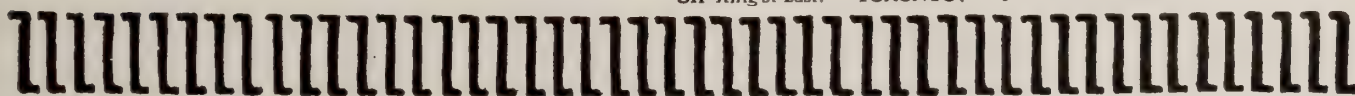
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TORONTO



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**THE MATHEWS GRAVITY CARRIER COMPANY LTD.**

PORT HOPE, ONT.

## Make New Type Barrel

**Canada Barrels and Kegs, Limited, make Wooden Drums to Hold Dry Products**

Canada Barrels and Kegs, Limited, Waterloo, Ont., announce that they are shortly announcing the manufacture, in addition to their liquid-holding barrels, of wooden drums in various sizes, which will be specially adapted for the shipment of dry products, such as powders, chemicals, etc. The new package will also make an excellent shipping container for export orders.

## Add New Product

**McCaskey Systems, Limited, Galt, are now Manufacturing a New Adding Machine and Cash Drawer**

McCaskey Systems, Limited, Galt, have recently added to the McCaskey product, an adding machine and an adding machine and cash drawer combined, constituting a cash register. The adding machine cash system is designed for the retail trade and the machines are constructed with symbol keys alphabetically and numerically arranged, permitting the merchant to keep each transaction segregated into departments or clerk sale, or both. The new product means remarkable progress for the company, and has added considerably both to the sale and factory staff.

## Are Developing Machines

**Dodds Canadian Iron Works, Limited, Will Soon Place Products on the Market**

The Dodds Canadian Iron Works, Limited, Welland, Ont., are now developing their lines of flour-milling and mining machinery, and expect to place them on the market in the near future. These include a small self-contained flour mill and machines and appliances for the prevention of dust explosions in mines, mills, factories and elevators. R. T. F. Dodds is president of the company.

## Capital Increased

**Hamilton Gas Mantle Company, Limited, Change Name and get New Charter**

The Hamilton Gas Mantle Company, Limited, of Hamilton, are applying for an extension of their charter, changing the name of the company to "Dixons, Limited," and increasing the capitalization to \$100,000. Their plans call for the manufacture of many new brass and metal products.

## Buy Munition Plant

**Saxonia Fruit Preserving Company, Limited, will use United States Government Plant at Lachine**

The Saxonia Fruit Preserving Company, Limited, Montreal, purchased at auction recently the munition plant of the United States Government in Lachine. The company state that they will not move into this plant until February or March, as the present is the busiest time of their year and they have to make a few alterations to the building, principally on floors, besides cleaning the inside walls to make it a sanitary food-preserving factory.

The Lachine plant has an area of 42,000 square feet, of which 39,605 is covered by the building. It was sold to Silvio W. Narizzano, managing director of the Saxonia Fruit Preserving Company, for \$32,700.

The Midland Engine Works, Midland, Ontario, have completed a set of patterns for a 4 cycle motor, medium duty, electrically started, 25 to 40 h.p. This product is exactly similar to the Scripps D4 motor. The company have the majority of the parts, cranks, valves, springs, generators, pumps, etc., now on hand for twenty-five motors and will be ready for spring delivery.



T W T W T W T W T W T W



## STEEL PLATE

Heavy and Light  
Steel Plate Construction  
Erected Anywhere



**Large and Small Tanks**  
any shape and thickness, for any purpose  
made to specifications. Guaranteed absolutely.

*Here are a few of our Lines:—*

#### STORAGE TANKS for

Oil Refineries  
Oil Distributing Stations  
Sugar Refineries  
Distilleries  
Packing Houses  
Soap Works  
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Filter Tanks  
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Steam Jacketed Tanks  
**BINS & HOPPERS** for  
Coal and Ash Handling Sys-  
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Grain Elevators  
Mines and Quarries  
**SMOKE STACKS**  
**BOILER BREECH-**  
**INGS**

**RIVETED STEEL**  
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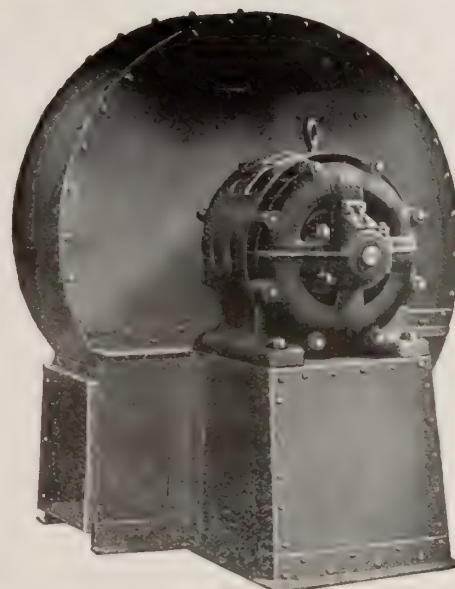
**TANK WAGONS**

Acetylene and Electric Welding

THE  
**TORONTO IRON WORKS**

HEAD OFFICE: LIMITED WORKS:  
ROYAL BANK BLDG. TORONTO CHERRY STREET,

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**20% Power Saving—  
One-third Lower  
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**Canadian Slow Speed  
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And these savings over other standard mill  
exhausters of same capacity are guaranteed.

Our engineers consider hood suction, amount  
of material to be handled, proper pipe sizes,  
correct fan size and speed, and proper size of  
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*Write for book of useful information  
No. 410-A-14 at once as edition is limited.*

**Canadian Blower & Forge Co.**  
Kitchener - - - Ontario





### Installing New Machines

#### Spruce Falls Company, Limited, Completing Sulphite Mill at Kapuskasing

In their plant at Kapuskasing, Ontario, the Spruce Falls Company, Limited, are installing a 150" pulp drying machine which will have a capacity of 100 tons a day. They are also completing the remainder of their sulphite mill, which includes four digesters, blow pits, necessary screens and acid plant.

The company hope to have the mill complete and ready for operation about December 1st. Work is progressing satisfactorily on the construction end, and work in the bush on next winter's cut has already started. About forty new dwellings for employees are going up on the new townsite as part of the company's housing scheme.

### Acquire Knitting Company

#### Clinton Knitting Company, in New Hands, will make Extensive Line of Hosiery

H. G. Harper, Col. H. B. Combe and A. E. Vincent have acquired the Clinton Knitting Company, Limited, Clinton, Ontario, and are, respectively, president, vice-president and managing director. Mr. Harper and Mr. Vincent were formerly with R. C. Struthers & Company, of London, who are now out of business.

The new owners of the Clinton Knitting Company will close the Wingham and Owen Sound branches and concentrate their operations in the main plant at Clinton. They will make hosiery in a wide variety of lines; cotton, lisle, mercerized, fibre silk and silk, heather, cashmere and novelty lines for men, women and children. They have installed new machines in their tying department at a cost of \$2,500

and are turning out, in blacks, goods of absolutely fast color, with which they do not fear competition. They are confident of success and plan to make the Clinton plant one of the most up-to-date mills in the country.

### Now Making Furnaces

#### Gilson Manufacturing Company, Limited, Manufacturing New Product at Guelph

A new product of the Gilson Manufacturing Company, Limited, is a warm air furnace which they are already marketing successfully. The city of Guelph, besides a long list of diversified products, has for a long time turned out heating devices. The Taylor-Forbes Company's boilers and radiators and the Guelph Stove Company's stoves are well known. Hitherto no warm air furnaces have been made there, and the Gilson Company's new departure completes the circle.

The Gilson Manufacturing Company are principally noted for their gasoline engines and farm machinery. With their new product they will cater, not only to the farmer, but to the city dweller.

### Printers Increase Equipment

#### College Press, Limited, Toronto, add New Machinery and Establish New Department

College Press, Limited, Toronto, have been adding new machinery and equipment to their plant, including a new typesetting machine of the latest pattern. They have recently organized a "Direct-by-Mail" department under the management of J. E. Spears, formerly advertising manager with the Gurney Foundry Company and Wm. Rennie Company, Limited, and look forward to doing an increased business.



# Canadian Carbide

*Made in Canada*

**SOLD THE WORLD OVER**

*Second to None in*

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AND PACKAGE**

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**Works:**  
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**Canada Carbide Company, Limited**  
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## We are Ready to Furnish

### PUMPING ENGINES

Filter Presses      Hydraulic Turbines  
Centrifugal Pumps      Crushing Machinery  
Condensers      Deep Well Pumps

Locomotive Feed Water Heaters and Feed Water Pumps.

Oil Brakes for Speed Governors

Vertical Vacuum Pumps.

Unicyl Vacuum Pumps.

Floating Cylinder Filter Presses.

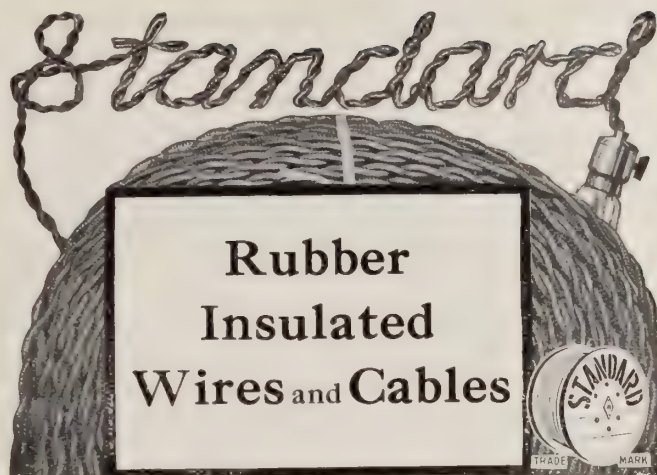
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**Worthington Pump and Machinery Corporation**

124,804	177,104	188,765	203,795
126,703	179,009	198,360	205,353
161,580	179,983	198,593	207,256
165,243	180,541	198,594	208,274
166,552	182,120	198,595	209,563
			212,232

**Storey Pump and Equipment  
Company**

Excelsior Life Building

Toronto, Canada



## Rubber Insulated Wires and Cables

include a wide variety of types and sizes to meet every condition of service. These types include, in addition to wire for ordinary interior wiring, a complete line of special make-ups such as Brewery Cord, Theatre Cable, Elevator Cable, Tree Wire, etc.

*For complete information  
write our nearest office*

**Standard Underground Cable Co.  
of Canada, Limited**

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*Manufacturers of Bare and Insulated Electric Wires  
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Albert Kerr Co., Ltd. .... Toronto  
Can. Pacific Railway Co. .... Toronto  
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Imperial Bank. .... Toronto  
Blatchford Calf Meal Co. .... Toronto



Windsor Separate School Board. .... Windsor  
Corporation of City of Windsor. .... Windsor  
E. N. Bartlett. .... Windsor  
R. H. & J. Dowler. .... Windsor  
Champion Spark Plug Co. .... Windsor  
Healy, Page & Cappus. .... Windsor  
Walkerville Land & Bldg. Co. .... Walkerville  
Sandwich Sep. School Board. .... Sandwich  
Canada Cycle & Motor Co., Ltd. .... Weston  
Horn Bros. Woollen Co. .... Lindsay  
Clark Co., Limited. .... Harrow

## We Solicit "Special" and "High-Class" Work

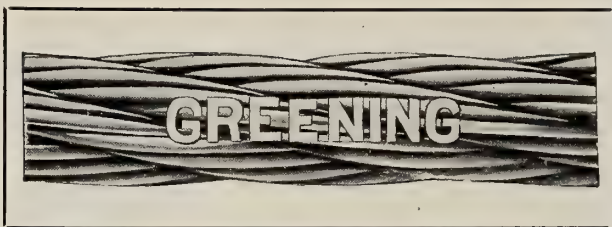
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**Wire Rope  
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Wire Screens**

**Perforated Metals**

The name Greening on any product is an assurance of the highest quality. During the sixty years of the Greening Company's existence it has always been their endeavor to manufacture nothing but the best grade.

The Greening name is likewise an assurance of satisfaction. Close study of conditions under which their products are used, combined with long experience in their field makes it certain that buyers obtain an article that meets their requirements.

The name Greening also stands for economy. When quality is linked with utility, economy follows as a matter of course.

*Catalogs of all products  
sent upon request*

THE **B. GREENING WIRE CO., LIMITED**

**Hamilton, Ontario**

**Montreal, Que.**

**Winnipeg, Man.**

*Complete stocks carried at these points*

## Roofing Companies Amalgamate

**Alex. McArthur Company, Limited, and Barrett Company, Limited, Join Forces**

The Alex. McArthur Company, Limited, has now been amalgamated with the Barrett Company, Limited. The company, founded by Alex. McArthur about forty years ago, continued until his death in 1903, when the present company was incorporated by the late Lieut.-Col. Colin McArthur, D. J. Munn and others. It has always been a successful and well known manufacturer of roofing and paper products, with a paper mill at Joliette, Que., a roofing mill at Montreal and several warehouses throughout the country. Its head offices are at 82 McGill Street, Montreal.

The Barrett Company, Limited, is the successor of the old Paterson Manufacturing Company, and is a well-known manufacturer of roofing and paving products, with several plants and warehouses in the Dominion. D. J. Munn, former president of the Alex. McArthur Company, Limited, has retired, and D. P. Hatch, general sales manager of the Barrett Company, Limited, has now become the controlling officer of the McArthur Company. The two companies will be conducted separately, as heretofore, each retaining its own identity and separate organizations, except such changes along the manufacturing end as will make for lower costs and greater efficiency.

The McArthur Company will continue to market, as heretofore, its various special roofing products, upon which its business has been built. The major portion of the staff of both companies will be retained, and no changes whatever in the selling policies of the two companies are anticipated.

## Stone Crushing Plant

**Red Wing Quarry Company, Limited, North Bay, Ont., Issue Prospectus**

The Red Wing Quarry Company, Limited, have issued their prospectus, outlining their plans for operating in North Bay, Ont. They propose to construct a large stone crushing plant for the preparation of building material, such as stone aggregates and dust in various sizes and colors, for use in stucco, magnesite, terrazzo and tile floors, and also art sands, grits, powders, etc. They have acquired several deposits of different varieties of rock, which supply the plant at North Bay, where they have a building site of eight acres.

The company have an authorized capital of \$500,000. Directors and officers are: Arthur T. Stone, president; J. H. Bremer, secretary-treasurer and general manager; Homer Stockdale, all of North Bay.

## Sully Brass Foundry

**Toronto Firm will be Operating in Larger Premises by Middle of October**

As their present manufacturing facilities have been long outgrown, the Sully Brass Foundry, Limited, Toronto, are equipping a new and up-to-date brass foundry in much larger premises, at 2388 Dundas Street West. They will install in the new plant modern devices and equipment for the production of high-class brass, bronze and aluminum castings. They have complete facilities for handling all classes of work, from odd jobs up to large production orders, which require great quantities of uniform and dependable castings.

The company expect to be in their new plant and operating by the middle of this month. Their office address will still be 618 Brock Avenue.

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**PATENT SUITS**

Agencies in the leading countries of the World.

**EDWARD MAYBEE, Mech. Eng.**

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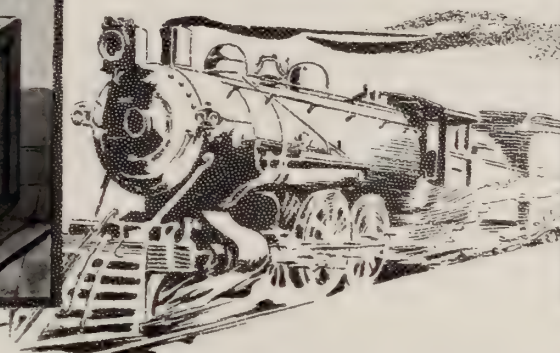
**KENT BLDG., YONGE STREET, TORONTO**



## H. & D. Corrugated and Solid Fibre Board



The Old Way

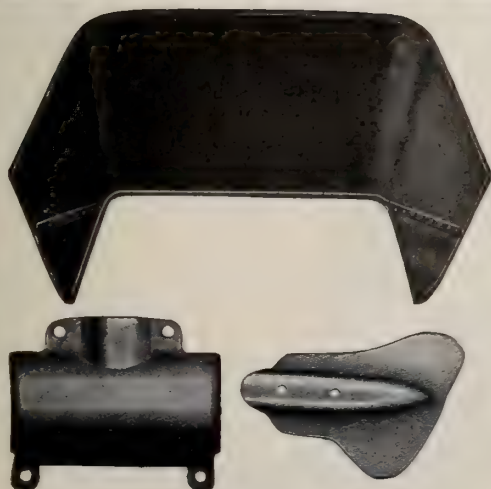


The New Way

CONTAINERS will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

**The Hinde & Dauch Paper Co., of Canada, Limited**  
TORONTO, CANADA

## PEDLAR'S STEEL STAMPINGS



**AUTO BODY STAMPINGS  
OF EVERY SHAPE AND SIZE**

AUTO body stampings are admittedly one of the most difficult problems, and the fact that we produce the body stampings for several of the best known makes of cars is proof of our ability to handle any conceivable stamping problem.

Let us quote on your steel stamping work. We have the equipment and personnel to assure satisfactory service.

### THE PEDLAR PEOPLE, LIMITED

*Established 1861*

*Executive Offices:* OSHAWA, ONT.

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*Branches—*

Montreal

Quebec  
Winnipeg

Ottawa  
Calgary

Toronto  
Vancouver

Hamilton



### To Make Newsprint

#### Fort William Paper Company, Limited, Installing Two Wide Paper Machines

The Fort William Paper Company, Limited, expect to be manufacturing newsprint within three months. They are installing two machines of an extra wide manufacture, 194 inches, in their plant at Fort William, Ont., and these will have a daily capacity of eighty tons each, or 160 tons in all.

The company have had a ground wood pulp mill in operation since May, 1921, with a daily capacity of 125 tons. During the summer a bond issue of \$2,100,000 was sold to Peabody, Houghteling & Company of Chicago, in order to redeem an outstanding issue of \$1,000,000 first mortgage bonds and to provide funds for the new enterprise.

The company's officers are: Lieut.-Col. T. Gibson, president; G. H. Mead, chairman of board; P. B. Wilson, Col. C. H. L. Jones, Geo. R. Gray, vice-presidents; J. G. Gibson, secretary; and D. G. Calvert, treasurer.

### Will Commence Building

#### Directors of Peninsular Sugar Company, Limited, Decide to Start Construction of Plant

At a directors' meeting of the Peninsular Sugar Company, Limited, on September 20th, it was decided unanimously to make an immediate start on the construction of the sugar beet factory at Petrolia, Ont. At that date the contractor building the spur line from the G.T.R. track to the refinery site had thirty men on the job, and expected to complete it during the first week of October.

The building programme for this autumn includes three tracks to the various buildings, a water storage basin, a dam across Bear Creek, and foundations for boiler house, lime house, machine shop and smoke stack. Work on a sugar warehouse, 230 x 75 feet and 24 feet high will continue until early winter. The company have called for tenders on

seventy-five tons of structural steel for this building. The cost of this work, which will give employment to between forty and fifty men, is estimated at \$70,000.

### Are Enlarging Plant

#### Burlington Steel Company, Limited, Hamilton, Complete New Building

A new building, 70 x 133 feet, has been completed as an addition to the plant of the Burlington Steel Company, Limited Hamilton, Ontario. The following new machinery is being installed: 1,000 h.p. motor, new 16" mill, 7½-ton crane, heating furnace. The equipment has all been ordered.

The company state that they are not adding to their list of products, but are increasing their operations about 50%.

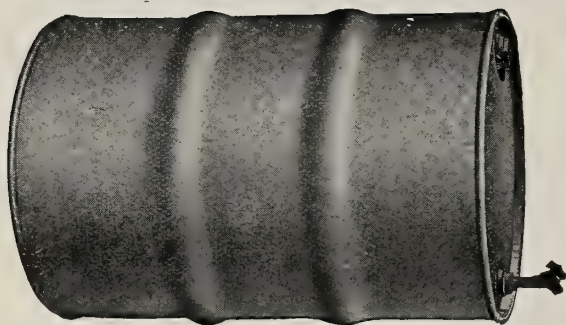
### Planning New Factory

#### Dominion Shoe Company, Limited, Montreal, will Double Capacity

The Dominion Shoe Company, Limited, Montreal, will erect a new factory on Dandurand Street, opposite the C.P.R. tracks. The building will be four storeys, solid brick, 50 x 90 feet, and will probably be erected by next spring. The company will continue to manufacture the same lines of boots and shoes on a larger scale, as the new plant will double their working capacity and give employment to about fifty additional hands.

### Correction

In the September issue it was stated that the plant of the Fedders Manufacturing Company, Limited, Bridgeburg, Ontario, was 60 x 60 feet. This should have read 60 x 160 feet.



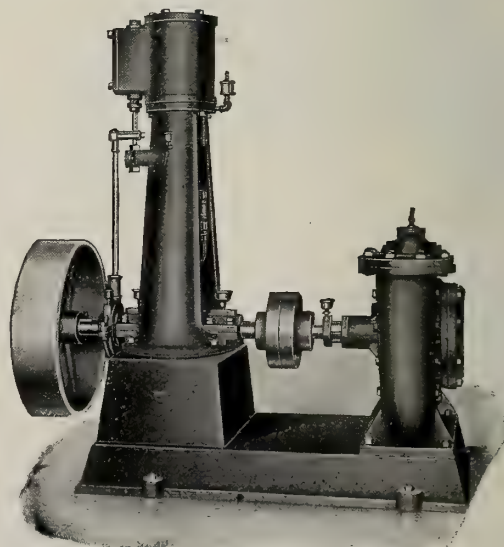
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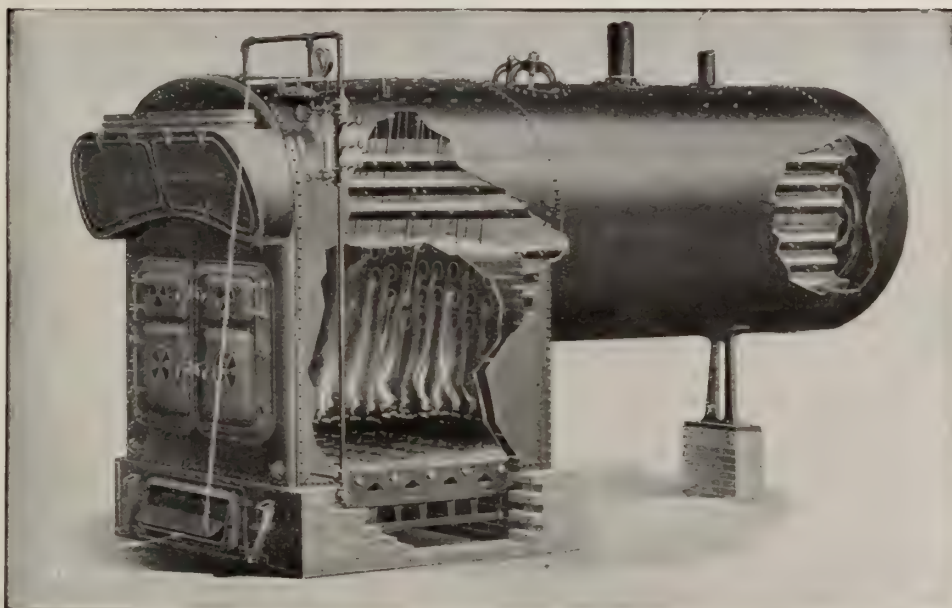
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### Extend Their Facilities

#### National Steel Car Corporation Instal Equipment for Repair of Freight Cars

National Steel Car Corporation, Limited, Hamilton, are now devoting special attention to the repair and reconstruction of old freight car equipment, and for the purpose have constructed, during the past year, several miles of new railway sidings, with repair equipment facilities, air and water lines, etc. This equipment will enable them to handle repair work independently of their main shop facilities for constructing new freight and passenger equipment.

As practically no new equipment has been ordered by Canadian railways for the past year and a half, they have taken on a very considerable amount of export business with the United States, in the shape of repairing freight cars for United States railways, in competition with American manufacturers. However, the new United States tariff places so high a duty on work of this character that they state it will be practically impossible to compete in future, unless government assistance of some kind or other is made available.

The company believe that industrial conditions are greatly improving and that the development of the country's resources, together with the necessities of the railways, will require domestic orders for new equipment in the near future.

### Making Laundry Machinery

#### Beaver Laundry Machinery Company, Limited, are Starting Operations in Toronto

The Beaver Laundry Machinery Company, Limited, organized by W. G. Fraser, president of the Beaver Soap Company, Limited, Winnipeg and Toronto, are starting operations in Toronto. They intend to manufacture washers, presses, etc., for steam laundries, and will eventually turn out a full line of equipment for this business. At present

they are occupying temporary quarters at 80 Perth Avenue, Toronto, but will later erect their own plant.

Both Eastern and Western capital is financing the new business. W. G. Fraser is president and H. L. Howard is resident manager in Toronto. The company's capital is \$50,000.

### Will Double Capacity

#### Dominion Truck Equipment Company, Limited, Planning Erection of New Building

The Dominion Truck Equipment Company, Limited, state that they have plans under consideration for enlarging their plant to double its present capacity. They expect to break ground shortly and have the building practically completed before winter.

During the present year they have considerably increased their machinery equipment and have other machinery on order, which, they feel, will bring their plant into the first rank of factories engaged in their kind of work.

The company have added several new lines to their products during the year, in the nature of automatic dump bodies and hand hoists.

### New Furniture Company

#### Goderich Art-Craft Furniture Company, Limited, will Make Reed Furniture

The organization of the Goderich Art-Craft Furniture Company, Limited, was recently announced. They have, at Goderich, Ont., a plant with about 35,000 square feet floor space where operations will commence as soon as alterations and repairs now under way are completed. The company will manufacture an extensive line of reed furniture, reed baby carriages and children's vehicles. H. N. Ubelacke is managing director.

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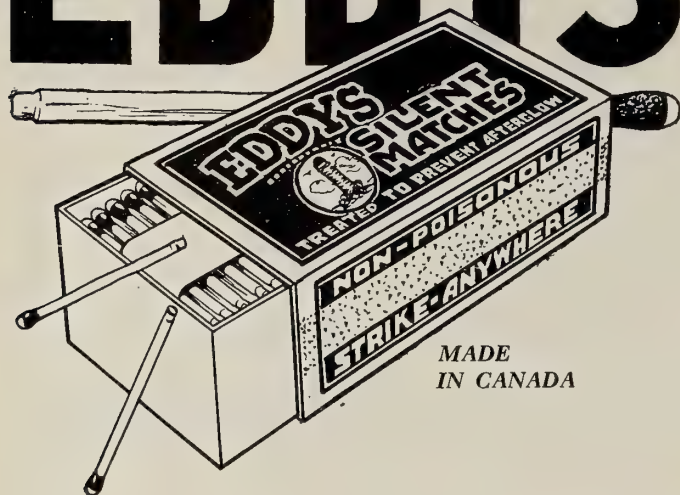
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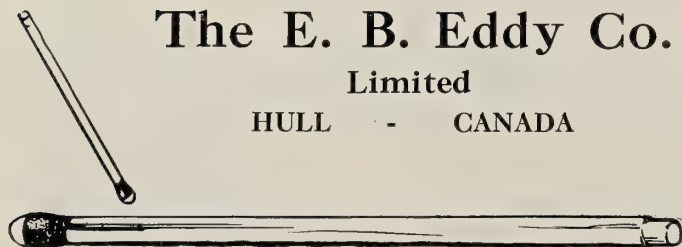
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# MATCHES

## Now Three Companies

### Gold Medal Factories Re-organized and Manufacturing Combination Radio—Phonograph Sets

The Gold Medal Factories are now organized as three different companies, the parent company and head office being the Gold Medal Furniture Manufacturing Company, Limited, Toronto. The two other companies are the Gold Medal Bedding Manufacturing Company, Limited, Montreal, and the Gold Medal Radio-Phonograph Corporation, Limited.

The latter company, organized in the summer of 1922, are adding to their lines electric phonographs and combination radio-receiving and phonograph sets. They also have control of a new silent enclosed and self-lubricating motor, which, they consider, is partly responsible for largely increased sales of their Gold Medal phonograph. They have also added to their equipment vegetable glue power mixers, spreaders, etc., and are building a large and modern varnish drying kiln.

The Gold Medal Furniture and Bedding companies resumed eighteen months ago a large and aggressive advertising campaign.

## New Incorporation

### Canadian Sidway Company, Limited, Take Over Sidway Mercantile Company's Toronto Plant

The Canadian Sidway Company, Limited, have been incorporated under Dominion charter with a capital of \$225,000, and will take over the business in Toronto which the Sidway Mercantile Company, of Elkhart, Indiana, have carried on for several years. The parent company in the United States is among the largest manufacturers of baby carriages in the world, and the new Canadian company will continue to work in affiliation with them and will also manufacture other lines of children's vehicles suitable for the Canadian market. The directors of the company are as follows: President, P. C. Kendall, Elkhart, Indiana; vice-president and treasurer, F. R. Hodgins, Toronto; directors, F. D. Fields, Elkhart; Hon. Wm. Proudfoot, K.C., and W. Proudfoot, Junior, Toronto.

## Building New Woodroom

### Thunder Bay Paper Company, Limited, Making Changes at Port Arthur

The Thunder Bay Paper Company, Limited, are building a new woodroom to their plant at Port Arthur, Ont., and are installing two drum barkers and putting in larger motors and additional wet machine capacity. By these changes they will increase their daily production from 30 to about 50 tons.

The company state that an item which recently appeared in Port Arthur papers, and was copied by some trade papers, to the effect that they were increasing their ground-wood output to 100 tons a day and constructing a paper mill unit, was printed from hearsay only and without confirmation by them. They are at present contemplating no such increase.

## Purchase Washer Company

### Beatty Brothers, Limited, have Canadian Rights in Nine- teen Hundred Washer

Beatty Brothers, Limited, Fergus, Ontario, have purchased the Canadian business of the Nineteen Hundred Washer Company. Owing to the death of Mr. Cray, who was sole owner of the business, it became necessary to dispose of it. Executives of the company, with some bankers, bought out the United States end. Beatty Brothers purchased outright the Canadian business. The deal, effective September 1st, includes the Canadian factory, machinery, stock on hand, accounts receivable and all patents and rights for Canada and the rest of the British Empire.

Beatty Brothers state that they will manufacture the Nineteen Hundred line of washers in their plant at Fergus, but will maintain the Toronto retail branch at the old location, 357 Yonge Street.





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### Have Acquired Plants

#### Imperial Radiator Company Succeed Steel and Radiation at Toronto and St. Catharines

The Imperial Radiator Company, Limited, are a new concern who have acquired the plants of the old Steel & Radiator, Limited, at Toronto and St. Catharines. The new company will continue to manufacture the Imperial Radiator line and King, and Royal steam and hot water boilers for heating purposes, and will handle the usual steamfitting supplies. The plant at St. Catharines is now operating, producing all the above lines.

The Sydenham Brick and Tile Company, Limited, Wallaceburg, Ont., are considering removing their plant to a new location, suitably provided with railway sidings, and installing driers and conveying equipment.

W. D. Beath & Son are adding a new two-storey boiler room, 152 x 60 feet, to their plant on Symington Avenue, Toronto. With the addition to their factory put up earlier in the summer this will enable them to double their capacity.

The Dowsley Spring Axle Company, Limited, Chatham, Ontario, are installing continuous forming fires and draw fires in their plant, at a cost of about \$60,000.

The Canadian Nu-Art Marble Company are commencing operations this month at Peterborough, Ont., where they have a plant 82 x 40 feet. Their product is Keen's cement, which they manufacture into decorative novelties, such as fern bowls, bulb bowls, electric lamps, etc. They will employ about five hands.

The Goldstein Manufacturing Co., Limited, Toronto, are now producing three new products—"Sta-Lokt" cuff buttons; "Sta-Rite" pencils and "Plato" silver deposit paste. These will be nationally advertised.

The extension to the Empire Cotton Mills, Limited, plant at Welland will be completed and operating by October 15. It will add 150 looms to the equipment.

Peppler Brothers Company, Limited, Hanover, Ontario, have enlarged their plant by a four-storey addition, 60 x 130 feet. The building is now ready for occupation.

W. P. Hendershot, Hamilton, Ont., manufacturers of corrugated paper, has moved into a large, new factory at 192-194 Robert Street, with a railway siding. He is now installing new machinery which will further increase the plant's output.

A flour mill is being established at Stettler, Alberta by William Drews. The plant will be known as the "XX Century Mill," and will have a capacity of 50 barrels. It is run by electric power.

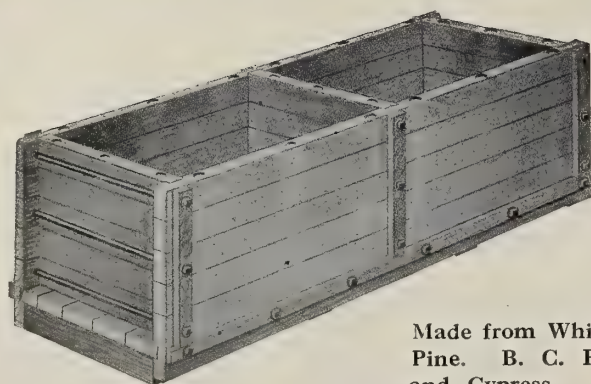
The L. Pfeffer Milling Company, Listowel, whose 300 barrel flour mill was destroyed by fire on June 9th, state that they have not yet decided whether to rebuild or not.

The Hanger Standard Limb Company, Toronto, are moving to new quarters, where they expect to increase their output.

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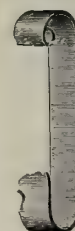


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*Capacity of units shown, 7,000 boiler horsepower. One operator only on each shift.*

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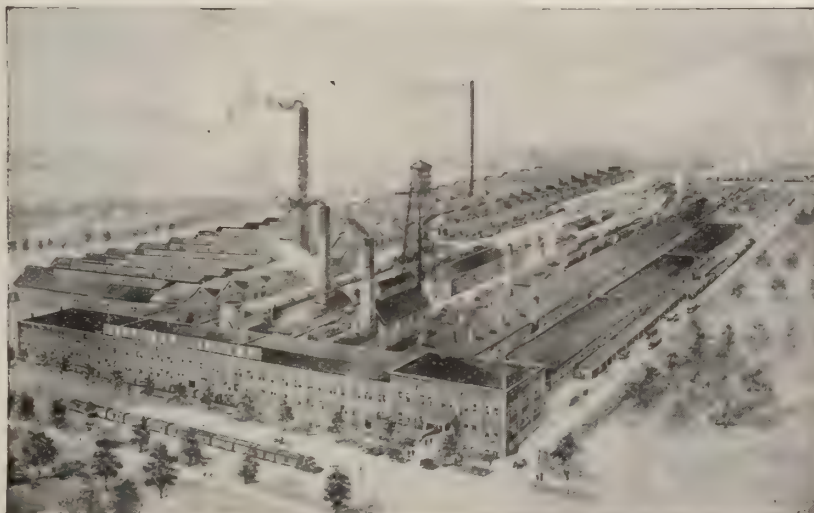
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The Norton Company of Canada, Limited, Hamilton, Ont., have added to their manufactured products which have consisted of alundum and crastolon grinding wheels, a non-slip stair tread and floor tile. This product is an abrasive vitrified tile which will give years of service without appreciable wear and will always remain slip-proof. It makes an excellent flooring or stair tread for public buildings, office buildings, etc.

George B. Jacobs, Oakville, Ont., manufacturer of jams and jellies, has experienced a gratifying increase in the sales of several new products and has been forced to double the size of his plant. The addition is now ready for the roof and will shortly be equipped with new machinery.

St. Thomas Metal Signs, Limited, St. Thomas, Ont., are making a new all-metal electric sign. This sign, which goes under the copyrighted name, "Da-Nite," is a good day-time sign as well as an illuminated attraction at night. The company are enlarging their plant and adding some new machinery.

The Booth-Coulter Copper & Brass Company, Limited, Toronto, are manufacturing a new line of art brass goods, consisting of candlesticks, jardinières, fern pots, ash trays, smokers, stands, book-ends, umbrella stands, cuspidors, etc.

Delany & Pettit, Limited, Toronto, announce that they are now able to place before the Canadian consumer a complete line of "Made-in-Canada" abrasives in garnet, flint and emery paper and cloth.

The Canada Cycle & Motor Company, Limited, Weston, Ont., have added a children's high grade velocipede to their line of products.

The Canadian Pneumatic Tool Company, Limited, 25 St. Antoine St., Montreal, have in the past two years increased their products so that they are now manufacturing practically all the pneumatic tools formerly imported from the Chicago Pneumatic Tool Company. The Holden Company, Limited, selling agents for these products, maintain complete stocks at Toronto, Winnipeg and Vancouver.

The Canadian Lady Dress Company, Limited, Kitchener, Ont., have added to their regular line of ladies' dresses for house and porch wear a fall line of woollen dresses of homespun in attractive designs and colors. The company state that this is a new venture with them and is proving successful.

The Peterborough *Examiner*, Limited, have added one Cleveland folder and one Inter-type machine to their plant, at a total cost of a little over \$8,000. They state that they are making this improvement in anticipation of improving business, although they have no cause for complaint.

Carriage Factories, Limited, Orillia, are building up an organization of specialists in each department for the manufacture of high-grade, custom-built pleasure car bodies, and are making arrangements for the manufacture of hearse bodies. They are also looking forward to a good season in motor truck bodies of all kinds, and in many styles of bus bodies.

The Georgian Bay Steel Spring Works are now in operation at Collingwood, Ont. They have a plant 64x35 feet, of solid brick, with galvanized iron roof, and manufacture babbitt metal and steel automobile springs. John Gray, proprietor of the plant, reports that he has been very busy and that his product is giving satisfaction to all who have used it.

### Wiped Out by Fire Loss About \$75,000

"The Mills, ..... Woolen Ont., received damage to the extent of \$75,000 in a fire which occurred on the morning of July 28th. The fire is supposed to have originated and spread spontaneously from a head-arrived before the fire brigade employees were thrown out of employment. About one hundred of the of the plant, stated after the fire that the mills would be rebuilt."  
—Industrial Canada, Aug., 1922

## Choose!

Which Shall Describe  
Your Fire When  
It Comes?

### Fire Damage Light Sprinklers Stopped Fire

"Fire did \$3,000 damage to the plant of the Knitting Co. at ..... started on August 7th. The blaze and was supposed to be of spontaneous origin. The spread of the fire," stopped the sprinkler system. The  
—Industrial Canada, Aug., 1922

The above news items, relating to two fires in woolen mills, were taken from the same page of a single issue of "Industrial Canada". Investigations show that losses where sprinklers are used are seldom as high as \$75,000

Let us give you an estimate on installing our  
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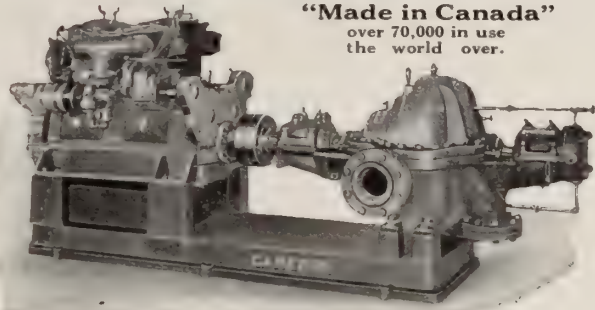
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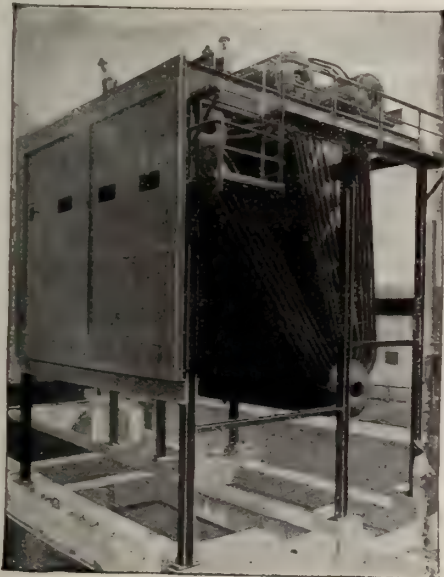
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## Books and Catalogues

### An Important Reference Work

*The Canadian Annual Review of Public Affairs.* By J. Castell Hopkins, F.S.S., F.R.G.S., F.R.S.L. 1921. Toronto: The Canadian Review Company, Limited. \$8.00.

So well known has this annual publication become, and so familiar are those who are accustomed to consult it with its contents, that it is almost superfluous to describe its features. In a word, it is a wonderfully complete review of Canadian activities during the year 1921 in the political, economic and social fields. The work divides itself into several well-defined sections, such as financial conditions, international and imperial relations, government, transportation interests, the general elective and provincial affairs. It is not merely a book of cold facts and figures, but Canada's story in 1921 is related in an interesting style, rendering it a pleasure to read the various chapters. A copious index enables the searcher for particular information to arrive readily at the object of his quest. In the 1921 volume, for the first time, a section is devoted specially to a condensed report of the annual meeting of the Canadian Manufacturers Association, including the president's address in full.

### The Ambitious City

*Hamilton, Canada, the City of Opportunity.* C. W. Kirkpatrick, Commissioner of Industries and Publicity, Hamilton.

This descriptive booklet is the most artistic production of its kind that has come to hand for some time. The various features of the city, its industrial growth, civic government, power resources, scenic beauty, educational facilities, etc., are reviewed, and photographs of buildings, parks and streets

give the reader a visual idea of the many advantages to be found there.

A particularly useful section of the book is a classified directory of manufacturers, wholesalers and jobbers. The latest available statistics credit Hamilton with 745 manufacturing establishments, with an invested capital of \$164,845,352, which employ 30,019 hands, and produce annually goods to the value of \$148,342,956. These figures give some idea of the city's importance as an industrial centre, and the directory, with its list of made-in-Hamilton products makes this idea even more definite.

### The Mineral Industry

*The Mineral Industry of the British Empire and Foreign Countries: Vanadium* (1913-1919). London, 1922, His Majesty's Stationery Office. Price, post free, 7d.

Vanadium is one of the rarer metals whose possibilities have not yet been thoroughly explored. Its chief use is in the manufacture of steel, to which it imparts greater resistance against fatigue or failure through re-crystallization. It is chiefly obtained from the patronite deposits of Peru, owned and worked by the Vanadium Corporation of America.

The Imperial Mineral Resources Bureau have reviewed the chief points about vanadium production in the book under review, giving as usual the places of its occurrence, statistics of prices and production and a reference list of technical literature.

The Canadian Ingersoll-Rand Company, Limited, have issued a new bulletin, number 3045C. This covers their type 15, single stage vertical air compressors. The company will send a copy on request to anyone interested in this class of machinery.



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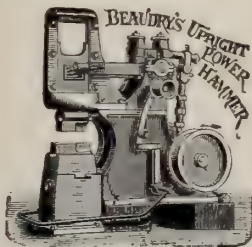
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Consult us as to your requirements.



### Company Publications

Two attractive booklets published by the E. W. Gillett Company, Limited, have appeared. The first is the opening number of an employees' magazine, as yet unnamed. As a means of stimulating interest in this a prize of \$5 is offered for the best title suggested for this house organ.

The second publication, entitled "Where Magic Baking Powder and other Gillett Products are Made," is a book of views showing interior and exterior scenes at the company's factory, at Fraser Avenue and Liberty Street, Toronto. A short history of the company is also included in this book. Both publications are creditable examples of printing and designing.

### New Stock List

Tallman Bros & Metal, Limited, Hamilton, Ont., have issued their stock list for October. This comprises a number of the lines they manufacture and carry in stock—brass, bronze and aluminum castings, automobile tire pumps, babbitt metal and die castings. Pages 10, 11 and 12 and the outside back cover of the list deal with this latter product, showing the various lines of castings that can be produced by the die casting process, which is an economical way of manufacturing many small parts.

### Ingersoll-Rand Products

The Canadian Ingersoll-Rand Company, Limited, Montreal, have published an elaborate edition of their condensed catalogue, which gives a good idea of the variety of products which they manufacture. The book is printed on coated paper and illustrated by a great number of photographs. It would not, of course, be practicable to give complete details about all the products listed, but individual bulletins are available and the intending purchaser will

find these cited in the catalogue. Two very useful features of the book are the indexing, which makes it convenient for reference, and a section containing engineering data, which will be found of use in solving many pneumatic problems.

### New House Organ

*The Radio* is the title of a new house organ issued by the College Press, Limited, Toronto. It is a good example of the printing art and as snappy as its name implies. The publishers announce their willingness to send it to any one who wishes to be put on their mailing list.

### Flour Shipments Heavy

**More Bags Being Taken From Montreal than in same Period of Last year**

Flour shipments this year from the port of Montreal are reported to be considerably heavier than last year. Up to September 2, 1,732,949 bags had been shipped, as compared with 1,582,038 bags for same period of 1921. Not a liner left the port without taking some flour, but the record shipments were made on the *John Ludwig*, which sailed for Russia, on May 24th, with 57,620 bags, and the *Western Plains*, which took 55,247 bags to Hamburg in September.

Damage estimated at \$50,000 was involved in the destruction of the warehouse of the Keenan Wooden Ware Manufacturing Company, at Owen Sound, Ont., on September 27th. The products of the company are wooden pails, baskets and tooth picks, practically all kiln dried, so that once the fire had started it could not be extinguished.



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Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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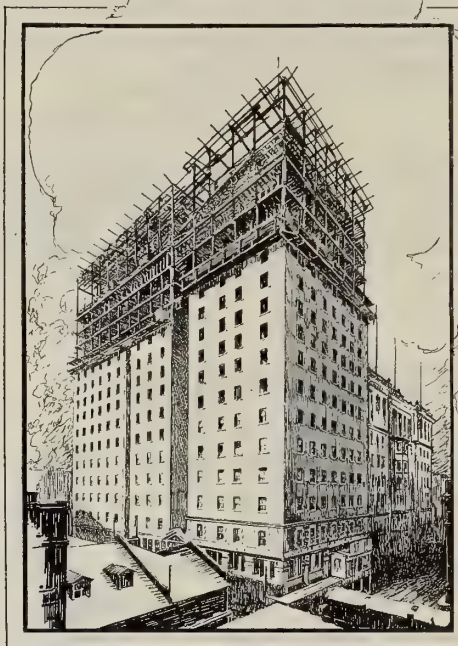
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# Industrial Canada

ISSUED BY

The Canadian Manufacturers Association

INCORPORATED

VOL. XXIII

TORONTO, NOVEMBER, 1922

NO. 7

## Editorial Comment

### The Car Shortage in Canada

FROM a condition of easiness during the past two years, the car situation during September and October developed somewhat acute features and on October 1 a shortage of over 7,600 cars was reported on Canadian lines. Concurrently a shortage developed in the United States averaging for the last period of September about 130,000 cars per day. Causes for the shortage lay in the general improvement of business; the aftermath of the coal strike, which occasioned the pressure into service of all possible equipment to move coal; and the abnormal number of out-of-order cars in the United States, due to the strike of the railway shopmen.

It would be as well for manufacturers to check up the movement of freight in and out of their factories and ascertain whether any saving of time could be effected in loading and unloading cars. Even a small daily saving would have a beneficial effect on the car supply and might serve to prevent a more serious shortage. The Canadian situation is affected directly by the situation in the United States, as a large number of Canadian cars are being held south of the line, which would otherwise be sent back to Canadian lines. So far as the number of bad order cars is concerned, Canada is better off, in proportion, than the United States, for it is stated that the number here is normal, whereas in the United States the number is nearly twice as large as the normal figure.

### Canada's Favorable Trade Balance

THE favorable trade balance, which first became observable in May and continued through the summer months, was still strongly evident in September, exports exceeding imports by over \$11,200,000, the best showing yet made this year. The export

trade of the country in domestic produce amounted to \$71,592,628, an increase over September, 1921, of over \$13,000,000. Gains were recorded in all departments, the most noteworthy being in wood, wood products and paper, which increased from \$15,974,941 to \$19,832,266, and in animals and animal products, up from \$13,326,832 to \$16,126,882. On the other hand import trade held about stationary at \$60,318,410. There was an increase in dutiable goods of about \$3,000,000, with a decrease in free goods of about \$2,500,000. Imports of textiles and of iron and its products exhibited substantial gains, but these were offset by the decline in imports of non-metallic minerals.

Figures for the half-year ended September 30 are equally gratifying. Imports showed a decline of approximately \$15,000,000, amounting to \$363,915,736. Exports showed an increase of over \$52,000,000 to \$388,233,296. This changed an adverse balance of \$43,000,000 in 1921 into a favorable balance of \$24,000,000 in 1922. Increases in exports were again quite general, wood products and paper gaining \$22,000,000 to \$107,901,397. The main drop in imports occurred in non-metallic minerals, under which heading the principal product is coal.

### The Lesson of Northern Ontario

FRANK J. D. Barnjum, the apostle of forest conservation, taking as text the Ontario holocaust, has issued another warning to his fellow Canadians. "In cutting the small, immature trees," he writes, "we are not only robbing the next generation—our own children—but we are fast producing conditions that are making our country uninhabitable through extremes of climatic conditions. Long periods of drought are the cause of such appalling holocausts as in Ontario, while occasional surplus of rain produces damaging freshets, washouts and wind storms of increasing velocity. Both are caused by denuding our country of forest growth.



"We are not only cutting down trees that do not belong to us, for our own industries, but are bartering them away by the millions, for a mere pittance; not only robbing our children for our own present needs, but squandering them lavishly on another country. Over one million six hundred and fifteen thousand cords of pulpwood alone were shipped out of Canada last year, or more than twenty-five million trees; half of the entire annual requirements necessary for Canadian pulp and paper mills. In addition to this we are sending settlers back to clear up forested country that is more suitable for raising trees than anything else. Past experience has proved, time and time again, that it is only a question of the first really dry, hot season when these settlers will be burnt out, with a very good chance of their being burnt up as well. This is particularly wicked when we are already suffering from a lack of forested area and have a surplus of vacant, cleared and prairie land.

"The recent terrible forest fires in Ontario, British Columbia and Quebec have more than emphasized everything the writer has ever published on the subject."

### The "Produced-in-Canada" Design

THERE has been a gratifying response to the Association's offer to supply small electros of the "Produced-in-Canada" design for use in advertising matter. A considerable number of orders have been received and the electros promptly supplied. The offer remains open indefinitely and it is hoped that those members who have not yet taken advantage of the opportunity to secure one or more electros will do so at once.

The design may be used in many ways and in fact will fit in with almost any printed matter being sent out. If placed in a corner of a newspaper advertisement, on letter paper or the back of an envelope, on the cover of a catalogue, or on the pay envelope, it will serve a useful purpose and help to scatter the seed. It will be particularly desirable to use the design during the holiday season when so much extra buying is being done.

### The Fuel Problem Discussed

WRITING in *Natural Resources* on the fuel situation in Canada, B. F. Haanel, chief of the division of fuel testing, gives it as his opinion that so far as domestic supply of fuel is concerned, Canada can quite possibly render herself independent of any foreign source. He advocates the location at some strategic point, accessible to water-borne coal from Nova Scotia, of a by-product recovery coking plant, where this coal can be coked and crushed to suitable sizes and transported, as far as possible, on waterways, through Quebec and Ontario.

"Seventy-two hour metallurgical coke makes an excellent domestic fuel and is, after people learn to burn it properly, equal to anthracite. A plant established at some point like Montreal will not only be capable of supplying an excellent domestic fuel to a large portion of Ontario and Quebec, but will also make it possible to recover a large quantity of by-products in the form of tar oils, which can be worked up into various useful products, and benzol which is an excellent fuel for motor vehicles.

"The fuel situation could be further relieved by developing the large peat deposits which occur in proximity to railway transportation and to large cities, towns and villages throughout the provinces of Quebec and Ontario. By utilizing Nova Scotia coals and the peat bogs, it would be possible to eliminate entirely the large imports of anthracite coals which are annually required for domestic purposes alone."

### Conditions in United States

REVIEWING business conditions in the United States for October, the National Bank of Commerce of New York finds evidences of improvement in the increase of freight loadings and the increase in the rates of production in most lines of manufacture. Retail and wholesale trade is found to be better than a year ago, but with variations in different localities. Thus far, it believes, business expansion has been on sound lines. There has been no material change during recent months in the ratio between deposits and loans and investments of member banks, and commercial loans show only very moderate expansion.

Some apprehension, however, is expressed over the rapid upward movement of prices and wages. In the eight months from January to August, the wholesale price index number has increased 12 per cent., and wages are also rising. There is danger that prices of consumers' goods will rise so rapidly as to present a mirage of approaching prosperity.

"The hysterical pseudo-prosperity of 1919-20 ran a long course because it was part of a world-wide movement. It is useless to harbor illusions about any similar movement which might develop now as a result of the present psychology of rising prices and wages. World-wide conditions are not favorable to any such development. The present upward movement of prices and wages in the United States is not and can not be uniform, for the fundamental reason that prices of all those commodities and classes of goods the surplus of which must be sold on the international markets, are determined by conditions in these markets. It is obvious that the farmer's purchases of implements, fertilizer, automobiles, dry goods and all classes of commodities are necessarily limited when the wages of a city laborer for one six-day week at \$5 per day are equivalent to the gross selling price of two good hogs or twenty-five bushels of wheat.



"It is now to be demonstrated as to whether the combined judgment of the business community of the United States is wise enough and far-seeing enough to prevent developments which could only too easily nullify all the progress made thus far toward real prosperity. The situation calls for careful discrimination between expansion of demand, which is evidence of the slow and normal recovery from business depression, and demand which reflects purely temporary conditions; courage to resist the tendency to bid for labor and materials at rapidly rising wages and prices; and far-sightedness enough to be willing to forego the temptation of immediate profits which might be made on a rapidly rising market for the sake of permanent prosperity and the avoidance of disaster."

### What Becomes of Correspondence?

THE small percentage of replies usually received in response to letters of inquiry, prompts the question, what becomes of these letters? The question is pertinent, for the reason that the situation is not one-sided. The sender, who to-day fails to secure a reply from the recipient of a letter, may to-morrow be himself a recipient and open to the same charge of negligence. The delinquency is quite general and, if a business man does not answer incoming correspondence, he can have no reasonable cause for complaint if his own letters go unanswered. Evidently what is needed is the application of the golden rule to mail matter.

Of course, the contention that all letters deserve an answer may be carried too far. Some discrimination is necessary, but, generally speaking, a polite note of inquiry merits a polite reply, even if that reply contains a refusal to supply information or accede to a request. It has, at times, been claimed that neglect in answering overseas inquiries has meant the loss of business to Canadian manufacturers. This is quite conceivable and it is a matter which should receive the careful consideration of chief executives.

The question, however, is, what becomes of these incoming letters, particularly in the case of supposedly well-organized offices? That they are received may be taken for granted. Letters lost in the mails are so few in number as to be practically negligible. That they are opened and read by someone is certain. Where then do they end up? Would not an investigation of the handling of mail matter be worth while in the interests of business efficiency?

### Our Statistical Department

SOME time ago it was felt that a useful service might be rendered were we to collect and publish monthly in a special department, the various statistics issued from time to time by the Government and other organizations, especially those statistics

which reveal the state of business. The bringing together of these figures and their publication in comparison with figures for corresponding periods of previous years, would, it was thought, be of advantage to all those readers who desire to make a study of trade conditions. Under the heading, "The Pulse of Business," we have been supplying this information for some time, and gradually improving the manner of its presentation.

To those who have been accustomed to pass over this statistical material, as being dry and uninteresting, we would suggest an experimental examination of its principal features. It is safe to say that anyone who familiarizes himself, even in a general way, with the figures, will have a knowledge of actual conditions which he would not otherwise possess. Generalizations are frequently indulged in, without the backing of fact. They have their effect, but it is better to be able to build an argument on the foundation of accurate statistical information than on mere supposition and hearsay.

There are to-day many illuminating statistics available in Canada. Coming from government sources are trade returns, banking figures, railway earnings, employment figures, cost of living figures, building permits, immigration statistics, iron and steel production figures, etc. From other reliable sources come statistics of building contracts, business failures, car supply, etc. When combined and examined in their bearing on one another, they form a valuable basis for the study of the current business situation.

### Undesirable Advertising Again

THE Association of Canadian Advertisers has again been discussing the problem of what may be described as undesirable advertising—all those fake, fraudulent and irregular schemes, which are constantly being laid before advertising managers or chief executives. Despite all that has so far been done to suppress the evil, and much has been accomplished, thousands of dollars are still being wasted in this way. It was thought worth while by the Association to pass a resolution reiterating its stand and directing that all boards of trade and similar organizations be again urged to impress on their members the necessity for firmness in dealing with the problem.

It naturally requires some strength of mind to withstand the approaches of the canvasser for one of these irregular mediums, especially if he has the power to hint at reprisal if a donation is not forthcoming. That is why co-operative action is so helpful. If a manufacturer feels that, in displaying firmness, he has the backing of the other manufacturers and business men in his community, he is the more likely to adopt this attitude. Further than this, the sooner all act in harmony, the sooner the promoters of the doubtful projects will desist from their canvassing.



The C.M.A. is in hearty sympathy with the movement, for it believes that not only is it calculated to save manufacturers from being imposed upon but it also is economically sound. Some months ago the Executive Council offered the following suggestions to members, which will stand repeating:—

"1. Investigate every request for an advertisement or donation, asking yourself if it has any real value, or if it is inviting further requests.

"2. Consider the advisability of forming an advisory committee of manufacturers and business men in your town to investigate all such requests and exchange information in regard to them.

"3. If you have not already done so, have one of your staff make a special study of advertising.

"4. If in doubt as to the merits of an advertising proposition, consult a first-class advertising agency."

### Tariff Relations With United States

**I**N a recent issue the *Argonaut* of San Francisco undertook to tell Canadians that, in complaining about the new United States tariff law, they were forgetting that they had only themselves to blame. Reciprocity had been offered and rejected. The *Argonaut's* remarks on the subject are worth quoting:—

"We are told that Canada is in a mild sort of panic in sudden consciousness that our new tariff law will measurably shut her from our markets. While not in sympathy with the fact, and while not regarding it as sound policy, we find it impossible to refrain from reminding our Canadian neighbors that they have small ground for complaint. For many years they clamored for reciprocity. Under the Taft regime reciprocity was offered them and they turned it down—and in despicable terms. It is not so far back as to have been forgotten that there was in Canada a tremendous campaign accompanied with loud beating of the imperial drum in opposition to a fair proposal—this after the proposal had been invited. A little foresight, a common-sense acceptance of facts and conditions inherent in geographical contiguity and identity of interest, should have instructed our northern neighbors that the best policy was to accept what was offered. They should have got what was good for them when the getting was good. But, blinded by prejudice and vanity, obsessed with the pride of imperial connection, they missed their chance. The natural affinities of the six provinces that go to make up Canada lie each with the American states immediately to the south. All would be more prosperous if the line that separates them from the United States were wiped out. If they have not realized this in the past they are now likely to discover it. It is a case where a chastening experience may yield a better state of mind with ultimate consequences all to the good—for both countries."

A neat and pointed reply to the *Argonaut's* editorial appeared last month in the *Vancouver Province*. After pointing out that the *Argonaut* was misinformed as to the state of the Canadian mind over the new United States tariff, the editor of the *Province* went on to say:—

"It is true that Canada turned down the Taft reciprocity offer. It is equally true that they would do it again if the offer were again made. We retain the spirit which the *Argonaut* calls 'prejudice and vanity,' though we call it independence and prudence.

We preserve and have increased the 'pride of imperial connection.' If Mr. Taft, Mr. Champ Clark and other promoters of the Compact of 1910, could not convince us that our 'natural affinities lie with the American states immediately to the south,' and that we 'would be more prosperous if the line that separates them from the United States were wiped out' we should be equally hard to convince to-day. Perhaps the *Argonaut* would understand this country better if it would give it sufficient study to learn that nine and not six provinces 'go to make up Canada.'

"Moreover, the Fordney Bill itself is a proof of the wisdom of Canadians in 1911. The *Argonaut* in another editorial treatise immediately following the rebuke to Canada violently condemns the act. It declares that the largest influence for it was the agricultural bloc, 'composed of men of all parties frankly more solicitous for sectional and class interests than for the welfare of the country.' This group according to the *Argonaut*, organized and was held together by a trick 'analogous to the traditional confraternity among thieves.'

"Leaving out the imputation of sectional graft the *Argonaut's* statement of the influence behind the tariff bill is the same that we ourselves have made. But does not the *Argonaut* see that the agricultural influence which wiped out the moderate protective tariff would have been still more eager and more prompt to destroy the reciprocity tariff which took away all their protection? In truth, they would have swept it out of existence long ago. It is fortunate for Canadians that they never put their eggs in that basket.

"Lastly, let us call attention to the indignant protest of the *Argonaut* against the Fordney Bill. On this authority the bill is made up on 'no principle and no consistent theory.' It 'reflects chaos.' It is a 'product of log-rolling.' It came from 'a riot of bargaining.' It 'ought to be a cause of shame.' 'The country has been buncoed.' 'There will come first resentment, and in the end rebuke.'

"Considering this tirade we should say that if there is a panic over the tariff, it is in San Francisco rather than Canada. Only it is not a mild panic. We have not heard of such great indignation, no, not in all the Dominion."

The British Empire Chamber of Commerce in the United States of America is now publishing a Monthly Journal, containing articles and information of value to those engaged in trade between the various parts of the British Empire and the United States. The publication is attractively arranged and is printed in compact form. It is sent gratis to all members of the Chamber and has also a wide circulation among chambers of commerce and trade organizations throughout the British Empire and United States.



# National Importance of Forest Conservation

Extracts from the First Prize Essay in the Barnjum Competition for the Best Essay on Practical Forestry in Canada.

By P. Swanson

Timmins, Ontario

**N**O question faces Canada to-day of such national importance as the question of conservation and preservation of natural resources. The best minds of the Dominion should be fastened upon it. Men of vision and courage are already speaking with a frankness that is reassuring; these are the men the Dominion needs—men who through wide experience and sound judgment, foreseeing the future, have the courage to speak and act in the present. Especially are such men needed in dealing with the problem of forest protection. It can be said with a certainty that forbids dispute that, unless the leaders of our nation act with both vision and courage, the forests of Canada will be as a tale that is told.

When we remember that the industrial life of Canada depends to an unique degree on our forest wealth, is it any wonder that the far-seeing men are crying for urgent protective measures to be taken? With the complete depletion of our timber lands, it takes no imagination to calculate the consequent detrimental effects on many of our greatest industries, e.g., lumbering, shipbuilding, mining (underground timbering), the saw-mill, the pulp and paper mills; factories engaged in the production of equipment of the above industries, transportation both rail and sea. In short, the industrial life of this country would collapse. Forest protection and preservation is a question of paramount importance; it is the greatest economic problem facing this young country.

Nowhere are the facts so startlingly arresting. A few will suffice. Canada possesses to-day 1,900,000 square miles of soil covered with forest, roughly one billion acres, yet in the past seventy-two years, the life-time of one generation, two-thirds to three-fourths of our timber wealth has been destroyed by fire; in other words, 1,000,000 square miles have been denuded of their standing timber. What does that mean? A child can answer the question—and fire is only one agent of forest destruction!

Another fact: East of Cochrane along the Transcontinental to La Tuque less than 1,000,000 cords have been cut and hauled to the rail. Yet 20,000,000 cords of wood have been destroyed by fire! Is forest-fire a great menace? Do we need more adequate forest protection from fire?

Right here bear in mind that the appalling loss caused by a fire through virgin forest is not the only loss suffered through fire. This fire-swept area becomes a fertile field for another fire. The fact is indisputable that repeated fires over the same area are most preva-

lent. Witness the Cumberland area in Nova Scotia, the Miramichi in New Brunswick, and the Porcupine in New Ontario. What are the results of the repeated fires? These: the remaining seed trees are wiped out and all thrifty young growth is destroyed. The truth is that the repeat fire is as disastrous as the original fire. Another fact: During the fall and winter of 1920 and 1921, freight on a cord of pulp-wood from

*In order to assist the good work being done by F. J. D. Barnjum, of Annapolis Royal, Nova Scotia, on behalf of forest conservation in Canada, we have been asked to publish the essay which was awarded the first prize of \$500 in the competition instituted by Mr. Barnjum to promote the cause he has so much at heart. In all, 225 essays were entered in the competition, illustrating the widespread interest in the subject. Space prevents printing the first prize essay in full, but we give herewith its principal paragraphs.—The Editor*

points along the T.&N.O. and the Transcontinental in northern Ontario to pulp-mills in the United States was \$16.00: the price paid for this cord, cut and hauled to the rails, ranged from \$14.00 to \$20.00. This for wood as small as 2½ inches in diameter. Were the pulp magnates of the United States eager to get our fee land wood? Is forest fire the only danger threatening our timber supply? Again: With the exception of two large companies the larger mills of the United States have an adequate supply of pulp from *their own timber lands* for only a very few years. United States pulp mills use 5,500,000 cords of wood each year! Where are they going to get their future supply? Do Canadian forests and Canadian industries need protection from fire alone? Will they need it more in the future? Yet another fact: In one timber limit in the Province of New Brunswick, 65% of the standing

timber was destroyed by the spruce bud-worm. This is the insect that destroyed 50% of the spruce and fir stand of Maine. It is making headway in North-eastern Quebec, where it is followed by the black beetle, which attacks the balsam fir. The bud-worm is only one of many parasitic pests, and there are still left other agencies, e.g., the wind, which causes tremendous loss—and people think that more forest protection is the mania of a few!

The truth is—let us be frank—that logging operations conducted each year throughout the Dominion are a direct attack on the capital wealth of our forest heritage. Whatever normal growth there is, is totally offset by the tremendous losses caused by fire, insects and other devastating factors. The above facts are well known. Every close observer of our forest life knows them to be true. They are repeated here to emphasize the facts, and they are facts that cannot be over-emphasized. True as these things are, it may well be asked, how can they be remedied? And this after all is the supreme question. What measures can be taken that are practical, workable and capable of enforcement, which will preserve, or tend to preserve, our forest life?

It will be conceded by the great majority of people that the forest fire is by far the greatest menace threatening our timber supply to-day. For a proper solution of this problem, the problem of the forest fire, the essential aim is the *total prevention of fire*. Failing this, we must direct our attention to more efficient methods of fire fighting, with its subsidiary problem of eliminating all factors contributing to the progress of this awful menace.

It is imperative in a study of this question to distinguish carefully between *direct* causes of fire and factors contributing to its progress. It has been stated often that logging slash and debris is a fertile cause of fire. This assuredly is *not* the case, but is perhaps the greatest factor in contributing to its onward journey. The chief direct causes, I think, are three, namely, carelessness on the part of settlers burning "slash" in all newly-opened districts; carelessness on the part of intruders, such as fishing and hunting parties, prospectors, surveyors, and river-drivers, in our immense timber areas during the dry summer season; sparks from smoke stacks of engines, whether locomotive or stationary, possessing defective screens. Among those classified as intruders, river-drivers may not properly be entitled to the term, as their work is closely related to an industry based on forest life, but the others are intruders and nothing else; they have



no appreciation of the care that must be exercised while journeying through the woods in summer; they have no love for the forests apart from the profit they derive. Other causes there are undoubtedly, e.g., lightning and incendiary, but they are negligible compared with those stated above. An examination of each, with possible remedies for their extinction, will prove profitable.

### Fertile Cause of Fire

Carelessness on the part of the settler in burning slash is a more fertile cause of fire than is generally believed. Only the other day one of the leading officials of one of our greatest pulp companies stated that fires resulting from spread of a settler's burn were negligible. The facts are not with him. How does he explain that the fires that originate far from where man lives are few, very few, compared with the fires that have worked from the settler's burn into some great wooded limit; in short, have had their origin in carelessness on the part of the settler? This carelessness is easily explained. There is a deeply-rooted belief among settlers that fire is a beneficial thing; that land can be more quickly and easily cleared where fire has swept, provided the available standing timber has been utilized. It cannot be denied that from the standpoint of the settler he is right in so far as his own land is concerned; but he must be awakened to a sense of public ownership, that he is only one of many, that the private gain must be effaced for the common weal. It is with reluctance that one is forced to state that you cannot educate the settler to a sense of national duty through pamphlets or signs. He must be dealt with drastically. The only remedy is simple, viz.: the imposition of a heavy fine on all settlers who fire without a permit, and those who do not carry out the conditions of the permit. A permit demands that a "slash burn" must be watched by men sufficient to keep it from spreading. This part of the permit is honored more in the breach than in the observance. A strict watch, while slash is being burnt, is absolutely necessary, and any settler not living up to the conditions of the permit should be heavily fined. One or two fines will educate the settlers of a district more quickly and thoroughly than any other method.

### The Intruder Menace

The second major cause of forest fires is the carelessness of all those who enter or journey through the woods in the dry summer season, either for pleasure or work, e.g., fishing and hunting parties, prospectors, river-drivers, etc. They lack intimate personal knowledge of the disastrous effects of their negligence and therefore might be rightly termed intruders. It has been suggested that such intruders should only be allowed entrance into the woods by means of permits issued by officials of game clubs; and by officials of the Crown. This undoubtedly would be a wise move.

The two chief faults of these intruders are negligence in extinguishing camp-fires and carelessness in smoking—faults which cannot be eradicated without the passing of certain legislation. Last summer I witnessed a forest fire of considerable dimensions caused by a river-driver carelessly throwing away the butt of his cigarette. In the Olympic Peninsula, Washington, the United States Secretary of Agriculture has forbidden smoking. Canada can do no less. Each province should pass legislation heavily fining those found guilty of smoking in our forests and those found guilty of carelessness in extinguishing camp-fires. Private rights must be sacrificed for the common weal, and if not willingly, then by compulsion.

### Fires from Smoke-Stacks

The third major cause of forest fires is defectiveness in the screens of smoke-stacks, whether the stacks belong to a railroad locomotive or to a stationary engine in a saw-mill. Facts need not be cited to prove this. Take a trip from Hearst to Fitzpatrick on the Transcontinental during the summer months and ample evidence will be forthcoming. Every stack should be inspected by an inspector, at the commencement of the summer season, especially the stacks of railway locomotives that are often used at various points to shunt cars of pulp or ties. These are usually locomotives whose days of usefulness are almost past, and therefore not well equipped. The remedy is simply a matter of inspection and should cause no trouble. Under our present system the stacks are inspected once a year by officials appointed by the railway companies themselves. The unsatisfactory nature of such an inspection is obvious; moreover, the inspection is close only of those engines operating on the main "runs." The very engines that are used for shunting purposes at various points along the line of railroad should be most closely inspected. They operate in the very heart of the timber district. An independent inspector should be appointed answerable to the Government, with full authority to inspect all stack screens in a district, whether it be that of a railroad locomotive or that of a saw-mill. If necessary, each inspector should have one or more competent assistants.

Another cause of fires which is more or less of a temporary nature, is the careless burning of a right-of-way "slash" along the lines of a new railroad. A great number of fires can be traced to carelessness during railway construction. During such construction a special fire control should be put on the new line during the dry summer season. Close co-operation between the constructing company and such fire control will eliminate all danger.

Prevention of forest fires is the outstanding problem in all discussions of forest protection. Yet it is an essential part of forest protection to eliminate

every possible help to a fire once it has started, and to fight it as effectively as possible. Unquestionably the greatest aid that a forest fire receives is the immense logging slash and debris that covers areas of our tree-covered soil. More scientific logging methods must be followed, especially in our pulp areas. In these areas it is a common sight to see tops of from eight to ten feet in length with diameters of four, five and six inches left after a season's operations. This is a tremendous waste of wood. The fault lies that in most pulp areas in Canada the log lengths are twelve and sixteen feet. By the adoption of the four-foot length much wood would be conserved and an immense log slash eliminated. It is bound to come—why not adopt it now?

In the immense areas throughout which logging operations are carried on, the log slash lies, a veritable fire-trap, in which, if a fire once originates, all fighting forces are useless. Each province should pass legislation compelling every owner to burn his season's slash. Since the piling and burning of this slash would be done on the property of the owner, of necessity he would watch the slash burn with the utmost care. With the elimination of this slash, forest fires would never make the headway they do under present conditions.

### Ravages of Insect Pests

Yet forest-fire is not the only menace threatening Canada's forest heritage. Insect pests that visit certain areas periodically constitute a grave menace, chief of which is the spruce bud-worm. Facts have already been cited showing the destructiveness of these pests. The remedy lies wholly in inspection. It must be borne in mind that the bud-worm is a periodical pest. Rigid and careful inspection is imperative. Every timber district of each province should have an inspector with authority to secure such assistance as he deemed necessary. His duties would be, not only to watch carefully for the slightest evidence of the bud-worm and other pests, such as the black beetle which follows in the wake of the bud-worm, attacking the balsam fir beneath the bark and is therefore particularly pernicious—but he must, as well, inspect logging operations in each district to see that tops of too great size are not left, that logging slash is properly burned, and that all dead and straggling trees are cut during a season's operation. As is well known, these dead trees are veritable homes for the parasitic pests; yet we allow the operator to leave them standing year after year. These inspectors must be practical foresters and the salary must be sufficient to tempt the very best men. The government that would allow the appointments to become a reward for political service hardly understands the functions of government. Careful and rigid inspection is a prime necessity in safeguarding our timbered areas.



In any discussion concerning the conservation and preservation of our forest life, the large amount of pulp wood annually exported from our fee land holding to the United States must be regarded as a great menace to our future supply. We have cited the case of the money actually offered per cord during the fall of 1919. That one fact is significant of the eagerness and the need of the pulp-mill owners of the United States. Multitudes of facts, the words of the leaders in the United States industrial and political life, can be arrayed to prove the need of the pulp-mills of that country for our wood, but the purpose of this discussion is not to establish a case. That is established beyond dispute. It is the purpose of this discussion to suggest practical and effective means of forest protection. To protect our country from suffering from this great annual flow to the United States, there is only one remedy, namely, an export duty heavy enough to keep our own fee land wood in our own country.

#### Export Duty Needed

It may be advanced that this would work a hardship on the settler, inasmuch as the price offered by United States owners competing with our own pulp-mills, gives the settler a fair chance of obtaining a fair return for his wood when cut and hauled to the rail. It must be remembered, however, that competition is very keen in this country itself, and every pulp district has at least two or three mills. Even if the companies agree on a fixed price, the settler can refuse the proffered price, and ultimately will benefit by greatly improved prices. If there is one thing that can be prophesied with certainty, it is this: that standing timber is increasing in wealth by leaps and bounds with the passing of time. An export duty on all pulp wood will prove no drawback to the settler. Legislation should be passed imposing such a duty immediately.

In passing, it might be added that in large virgin timbered areas the killing of beaver should be strictly limited. Beaver dams and meadows form a natural barrier to fire and their value can hardly be overestimated. In addition, the beaver cannot be regarded as an animal destroyer of forest-life such as the porcupine, which in some districts is a menace. Right here let us say that, if such animal destroyers of forest-life become too numerous, the remedy is simple: a government bounty for the death of each such destroyer would quickly reduce their number.

#### A Summing Up

To sum up broadly: heavy fines should be imposed on those violating existing laws; new statutes should be placed in the statute books of our country and strictly enforced, dealing with the carelessness of those who journey through the woods in the dry summer; an export duty on fee land wood; fire-ranging system more closely co-ordinated and well-equipped; more scientific logging operations must be adopted to eliminate log-

ging slash and debris; rigid inspection of timber in each timber area throughout Canada; an aroused public opinion by means of newspapers and schools; close co-operation of all agencies existing for the purpose of securing forest protection; uniform protective laws throughout Canada; reforestation of denuded areas must take place on a far larger scale.

It is the fashion for public speakers in Canada, especially political platform orators, to speak grandiloquently of the boundless resources and inexhaustible wealth of the Dominion. Far from being inexhaustible, boundless and infinite, the forest wealth of Canada is fast approaching the point of depletion. The public is led astray by the glittering generalities of demagogues whose knowledge is less than nothing and therefore dangerous. Impress on our political representatives the importance of our forest life, and if the voice of the people of Canada speaks with sufficient strength and clearness to the politician of our day, *vox populi* becomes *vox Dei—mirabile dictu!* Then we may expect action.

The tragedy of the whole situation lies in the fact that we may take protective measures too late. The cry of "too late" re-echoes through the corridors of time, while powerful city walls are tumbling and mighty nations crash in ruins. Let us in Canada see to it that the voices of a few men crying in the wilderness do not pass unheeded. By united public effort, the forest life of our country can be preserved. It must be preserved. Without it, our economic and industrial life will be paralyzed; the bright future that opens before Canada will become darkened, and the hopes of all lovers of our land will become blasted. With the preservation and conservation of all the tremendous natural resources of this country, Canadians can face the future with the utmost confidence, secure in the belief that in the years ahead Canada will gradually emerge from its swaddling clothes, assume the toga of manhood, and take its place among the first nations of the earth.

#### Canadian Butter for Japanese Market

The price of the home product has given rise in Japan to a considerable demand for Canadian butter during the past six months. One firm in Yokohama has been importing steadily from the Dominion at the rate of 3,500 lbs. per month, and enquiries are being received by the Canadian Commissioner in Yokohama from other firms who are anxious to buy Canadian butter. Some of the enquirers ask for bulk shipments, but the Yokohama firm above referred to are obtaining their supplies mostly in 1 lb. prints, 50 lbs. to a wooden box. Cold storage being rather expensive in Japan, buyers prefer to import a few thousand pounds monthly, instead of large shipments. Australian butter, which is imported on a large scale to Japan, has the competitive advantage, meantime, of being accompanied by a Government certificate of quality, but in view of the new

Dairy Produce Act in the Dominion, Canadian shippers should soon be in a position to furnish similar certificates with their exports.

#### Farmer-Labor Co-Operation in Australia

In both New South Wales and Queensland a movement is on foot to bring about an amalgamation of the Farmers with the Labor party "for the purpose of giving effect to a mutually beneficial programme of legislation and reform." The political co-operation of Farmers and Labor in Canada and the United States is being pointed to as a sign of the times. Australian audiences are being told that in America the farmers "recognize the good sense of linking up their political affairs with people whose interests are more closely identified with their own than those of any other party." As a first step towards such political co-operation, the labor leaders in Australia are urging the farmers to organize themselves on co-operative lines.

#### Progress of Building Guilds in Great Britain

Since January, 1920, so-called building guilds have been in operation in London, Manchester and other centres. These guilds are organized with a board of Directors consisting of representatives of the various unions engaged in the building industry together with representatives of the architects and clerks, etc. The board of directors appoints the manager and headquarters staff and fixes their salaries, while local committees in the various areas elect the department foremen, etc., subject to ratification by the board of directors. The men in each craft on the job in hand elect a member of a works committee. The committee for the particular area, known as the area committee, organizes the supply of labor for operations in its own district. The guild, as the legal body, makes the contracts. Men may be dismissed by the foreman subject to a right of appeal to the works committee and to the board of directors.

While it is too early to form any definite conclusion as to the success of the building guild experiment, there is no doubt on one point, namely, that the quality of the work has been excellent. As to quantity and speed of work the report is more uncertain. At first, on the "cost plus" contracts, jobs were finished for less than the estimate, which again was less than any private contractor's tender. Of late, however, private contractors have been cutting their prices and the guilds are finding difficulty in meeting their terms. As regards the workmen, the experience has been that there is an average cross-section, good, bad and indifferent. One officer of a guild puts down as the chief obstacle to success, along with lack of credit and a tendency to leave too much to the officials, "the ignorance and apathy of the rank and file, and even of actual guild workmen."



# The Industrial Economics of Power Supply

## Several Methods for the Correction of Low Power-Factor are Available. The Synchronous Motor Offers a Valuable Means of Effecting Power Economies

By W. Frank Sutherland

**I**N addition to preventing low power-factor by the proper selection of induction motors, several methods of correcting low power-factor are available. Synchronous motors may be used in whole or in part; rotating apparatus, the sole function of which is to correct low power-factor, may be installed, or a comparatively recent development, the static condenser, may be employed.

Synchronous apparatus, together with the static condenser, exert a corrective effect on power-factor, since their tendency is to counterbalance the magnetizing current of an induction motor load by a current in opposition thereto. This leaves for the power lines only the load current, which flows in consequence of the energy actually transferred from the power plant to the consumer.

In Fig. 1 three alternating currents are shown, represented by the three curves of the figure. The highest curve or the one of greatest swing may be taken as representing the energy current supplied by the power plant; the broken curve indicated by the series of dashes may be taken as representing the magnetizing current of an induction motor load. It will be noticed that it starts from zero, one-quarter of a complete cycle after the load current curve begins to rise. If no other current were present, these two currents would combine to form a resultant current larger than either and shifted along the axis from the load current. This shift is a measure of the power-factor of the circuit.

Obviously one way to improve the power-factor is to cancel the magnetiz-

ing or lagging current and, since it is an inherent feature of the induction motor and cannot be eliminated, the only way to do this is to supply another current which will nullify it, at least in so far as line conditions are concerned. The synchronous motor running light or the static condenser supplies such a current and it is represented in Fig 1 by a dot-dash line marked "leading current." This current, it will be noticed, starts from zero, one-quarter cycle ahead of the load current. For this reason it is called a leading current, while the magnetizing current drawn by the induction motor, starting after the load current, is called a lagging one.

### Two Currents Cancel

Remembering that curves such as shown in Fig 1 are a diagrammatic way of representing alternating currents and that currents flowing towards one in a wire may be represented by the portion of the curves above the zero line, while when flowing away they are represented below, by adding the vertical height of the dash line and that of the dot-dash line together at any instant, it will be seen that the two currents cancel out.

Perhaps a simple analogy will explain matters more clearly. If we take ten amperes leading current and ten amperes lagging current, together with an energy current due to actual load requirements, adding them together in the electric circuit, we obtain, so far as the transmission line is concerned, no resultant current except that due to

energy requirements alone. It is as if the bills receivable and bills payable accounts, while fluctuating from time to time, always balanced, the one offsetting the other.

### The Static Condenser

The wireless craze has familiarized the public with electrical terms to a remarkable extent and the wireless amateur is quite familiar with condensers and the like. The static condenser used for power-factor correction is in essentials the same as used for wireless, only on a more ambitious scale. One type consists of rolls of waxed paper and tinfoil, two layers of tinfoil being separated by two layers of waxed paper, the whole rolled tightly together and slipped into a case. Numbers of these units are assembled in a frame, giving a variation in capacity to meet that required. One strip of tinfoil is connected to one side of the circuit, the other strip to the remaining side, while the paper not only acts as an insulator, but also serves to store up electrical energy, giving it out to the motor as required.

### Synchronous Apparatus

Mention has been made of synchronous machinery for power-factor correction. Dynamo-electric machines of this type operate at a fixed speed depending on the frequency of the supply circuit and their design. If the supply circuit has a frequency of 25 cycles per second or 3,000 alternations per minute, which is equivalent, the synchronous motor taking energy from it may have speeds of 15,000, 750, 500, 275 or lower, always some even sub-multiple of the alternations per minute. This speed is fixed in the original design and is always dependent definitely on the frequency; hence the term synchronous. The induction motor, on the other hand, operates in a slightly different manner and at speeds slightly lower, usually somewhere about 5 per cent. less than those given above for 25 cycle current. The speed is also somewhat dependent on the load carried and is adjustable in some motors within certain limits at will.

While the induction motor draws its magnetizing current from the line, the synchronous motor requires a separate source of excitation which frequently takes the form of a direct-current generator mounted on the same shaft. An entirely separate generator may also be used. This does away with the necessity for magnetizing current derived from the alternating current circuit, and

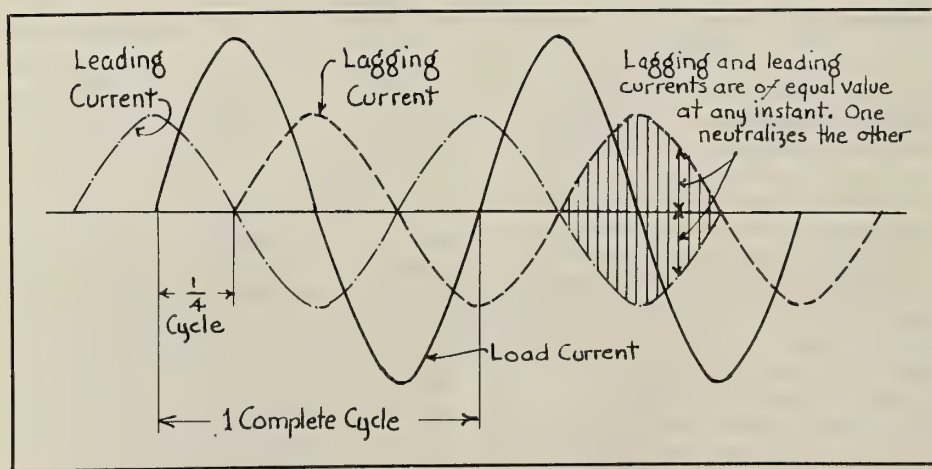


FIGURE 1.

Current Relations in a circuit in which low Power-Factor is completely corrected by use of condensive apparatus.



consequently the synchronous motor can be operated at 100 per cent. power-factor. Not only so, but by the increasing of its excitation it is enabled to supply magnetizing current to any induction motors on the same circuit, and so relieve the source of supply in the same manner as does the static condenser.

### How Synchronous Motor Helps

A synchronous motor then helps the power-factor in two ways. First, by replacing an equivalent number of induction motors by synchronous motors, we are enabled to operate a portion of the plant at 100 per cent. power-factor. The induction motors will still operate at their lower power-factor as before, but obviously the total plant power-factor will be higher. How much higher is a problem for the engineer to solve, since it involves a knowledge of electrical engineering.

Or we may take our synchronous motors and over-excite them, thus supplying through them a portion or all of the magnetizing current required by the induction motor load. The power-factor thus can be raised still more and possibly can be brought well above ninety per cent. To do much power-factor correction in this manner may require larger synchronous motors than those necessitated by actual power requirements, another problem for the engineer to decide, taking into consideration savings effected, offset by increased capital cost.

### Another Alternative

A third alternative presents itself, the use of a synchronous motor running light, and supplying no power, but only magnetizing current for the induction motor load. When a synchronous motor is thus used, it goes by the name of synchronous condenser or phase modifier. This is the means adopted by the large power companies to better their power-factor, and such units, while built also in small sizes, are commonly of 2,000, 5,000 or even 15,000 kv-a capacity. The capital cost of such large units is considerable, but a very tangible saving results from their use. Not only is the generator capacity necessary reduced, but also that of the transmission lines, etc. A marked improvement also results in voltage regulation.

### Which is Preferable

In the case of the private consumer the wisdom of such an installation can be readily ascertained. The carrying charges, capital cost, maintenance, depreciation, etc., on the installation must be appreciably less than the saving effected in power costs. Generally speaking, the synchronous condenser is only a feasible remedy with the larger consumers of power. The static condenser mentioned above is more applicable to the moderate-sized plant, since it requires no operating skill, the cost is reasonable and it can be obtained in a

wide variety of sizes; additional units can also be purchased from time to time as needed.

### The Industrial Application of the Synchronous Motor

The induction motor obtained a prior start on the synchronous type for several reasons. It was first in the field, is extremely simple and up till recent times was the only type possessing sufficient starting torque to make it useful in the majority of industrial applications. The small capacities in which this motor can be built is also a factor in its favor. In its own sphere the induction motor can hardly be surpassed, but for some purposes the synchronous type, as at present designed, is preferable.

The synchronous motor of a few years ago possessed a number of disadvantages from the standpoint of the user, chief among which was the poor starting characteristic it possessed. Self-starting was absent in some cases and the motor had to be run up to speed by an auxiliary induction motor, switched on the line and then thrown on load. This has all been done away with and it now not only starts itself, but is able to do so while pulling load. One type has a starting torque of 140 per cent. of that developed under full load and this at seventy per cent. of full load voltage. This figure is much higher than would be given under actual service conditions, since too much starting current is required. Values of between thirty to fifty per cent. of full load torque can be readily obtained, however, without incurring line disturbance.

The synchronous motor always operates at a uniform speed, no matter what the load, unless it be large enough to pull it out of step. A very large overload can be carried at this uniform speed, while with the induction motor change of speed always accompanies change of load.

### Fitted to Certain Duties

The characteristics above outlined fit the synchronous motor for the performance of certain duties. The low speeds which can be obtained, together with the high efficiency at these speeds, make it extremely useful for direct connection to driven machinery, or to line shafts. Compressors, pumps, rubber milling machinery, paper mill machinery, fans and blowers, etc., all offer excellent loads for the synchronous motor.

The air compressor or the ammonia compressor in refrigeration both offer an ideal load. Slow speed motors are used and by the use of the by-pass the compressor can be brought up to speed before the load is applied.

Pumps, both reciprocating and centrifugal, are frequently operated by synchronous motors, direct drive being possible in both cases. The pulp and paper industries also find many applications for motors of this type aside from the paper machine itself, where the desired finely controlled speed variation elimin-

ates them. Aside from pumps, etc., the Jordans and grinders are frequently thus driven.

Synchronous motors can be belted to their load; chain drives or gearing may also be used as with other motors.

### Summary

It may prove useful to summarize the various points that have been brought out relative to the various means of correcting power-factor.

The static condenser is low in first cost for the smaller sizes, growing more expensive than other corrective devices in larger sizes. It requires no foundations and can be located anywhere. It is highly efficient, having very low losses. Maintenance costs are low and practically no attendance is required, since no moving parts are involved.

The synchronous machine may be operated merely for power-factor correction, may be used to supply some mechanical load while giving maximum power-factor correction, or may be used as a straight motor, giving its full-load rating while operating at 100 per cent. power-factor. Attendance is required, as is the case with all rotating apparatus. No more skill is demanded than would be possessed by the man in charge of the other electrical equipment in a plant large enough to require a motor of this type.

### Veteran Manufacturer Reaches 84th Birthday

On October 23, George H. Millen, president of the E. B. Eddy Co., Limited, Hull, celebrated his eighty-fourth birthday. Upon his arrival at the offices of the company that morning, Mr. Millen found British and American flags floating from the mastheads over the different mills and factories in his honor, and surrounded by as many of the staff as could crowd into his office, he was presented with a congratulatory address by S. S. Cushman, one of the senior members of the firm, and a basket containing eighty-four American Beauty roses, one for each year of his life.

### New Ice Plant for Winnipeg

The Consumers Co., Ltd., Winnipeg, Man., are planning the erection of an artificial ice plant and storage warehouse at Ross Ave. and Tecumseh Street, at an ultimate expenditure of \$300,000. The Consumers Company, Ltd., it might be stated, joined the Association about the beginning of this year, and it is with pleasure the splendid advance made by this company is noted. The ice manufacturing plant will be 102' by 109' and 35' high. It will be constructed of brick with fireproof walls. The storehouse, which will join the main building, will be 64' x 79' and 10' high. The initial outlay will be \$30,000, and the buildings will be situated next to the Midland Railway.



# Members of the C.M.A. find Business Improving

## Further Reports Received from All Parts of Canada Contain Encouraging News of Increasing Activity

(Special to Industrial Canada)

**L**AST month's issue of INDUSTRIAL CANADA contained a series of brief reports from members of the Canadian Manufacturers' Association, telling about increasing activity in their particular lines of industry. Since then more reports have come to hand and it is encouraging to observe that the tenor of practically all reports is the same—more business being done and a greater show of life and movement in manufacturing plants being observable. The improvement appears to be fairly general, pretty nearly all lines of manufacture experiencing an increase. The opinion is freely expressed that, with the impetus of the big crop, business generally will show a decided betterment this fall, and that next year will witness still further gains.

### Doubling Their Business

Wood Hydraulic Hoist & Body Co., Windsor, feel that their 1923 business will be double that of 1922, which business was more than triple that of 1921.

The Galt Knitting Co., Limited, Galt, report that they are increasing their operations and output very considerably.

Collins' Never-Fail Products, Limited, an outgrowth of the old Collins Manufacturing Co., of Toronto, and Never-Fail Products, of Hamilton, state that since moving to Hamilton business has been steadily increasing and will reach the \$100,000 mark this year.

The Andrews Wire Works, of Canada, Limited, Watford, Ont., are now operating nearly to capacity, having built up their working force of late. Capacity of their plant was practically doubled in 1921, as the result of erection of new manufacturing building and power house.

### Enjoyed an Increase

Berry Brothers, Inc., Walkerville, manufacturers of varnishes and enamels, say, "We have enjoyed considerable increase through the year and expect to have a liberal share in the prosperity that now seems sure." They have added considerable new machinery and are in a position to take care of any increase of business that may come to them. Several new products have recently been put on the market.

Good progress is reported by Mitchell & Greenhalgh, Roxborough Mills, Limited, London, manufacturers of Turkish terry towels and towelling. A year ago they were operating six looms partially; to-day their plant contains twenty-eight looms and preparatory equipment. In

the year ending July, 1921, they produced \$9,000 worth of goods; in the year ending July, 1922, with an average of ten looms, \$33,000. They now have potential output of \$100,000.

Hosiers Limited, Woodstock, Ont., report that, "while we cannot state definitely at time of writing what our prospects are, we are confident that we will have on the average a busy and prosperous year."

The Schultz Brothers Co., Limited, Brantford, manufacturers of sectional buildings, boxes, woodworking products, sand, lime, brick, etc., state that business in all branches has been consistently increasing, 1922 to date exceeding in volume same period of 1921, with marked increase in boxes and sectional buildings. The necessity for a new plant is being felt.

The Saskatchewan Creamery Company, Limited, Moose Jaw, Sask., reports steady increase in output each year as industry grows.

Chesley Artificial Limb Company, Limited, Hantsport, N.S., report that after two years of dullness in the artificial limb and orthopaedic department, they have enjoyed several months of activity, which promises to continue. The dull period, they state, was a direct reflection of prevailing business depression, strikes and threatened strikes in industrial and mining localities contributing largely to dull times.

### Shipping to all Parts

Moirs Limited, Halifax, state that they are very busy in their confectionery and chocolate departments, shipping very largely to every province in the Dominion, also to Newfoundland. They are also doing some business with England.

M. Branscombe & Son, Picton, Ont., manufacturers of leather mitts and gloves, anticipate that this will prove to be the most successful year they have ever had. They have increased capacity of plant fifty per cent. and output about one hundred per cent.

An indication of the prosperous condition of the automobile manufacturing industry is found in the report of one of the Canadian companies, who stated that business this year has been considerably ahead of last year, which in turn was 40 per cent. over 1920. They are planning a considerable increase in their production schedule for 1923, to take care of the increasing demand under the British preferential tariff arrangements.

S. Vessot & Co., Joliette, Que., manufacturers of grain grinders, state that business with them is considerably better than it was two months ago, and though not yet running to capacity, they have slightly increased operations and output.

Superior Electrics, Limited, Pembroke, Ont., advise that the most outstanding feature of their 1922 business has been the substantial increase in export trade. They are successfully exporting to New Zealand, Australia, South Africa, Argentina, South America and England. Their goods have been well received in these markets and business is of a substantial nature.

The Sherwin-Williams Co., of Canada, Limited, paint manufacturers, report that they are increasing operations and output. Fiscal year ended August 31st showed increase of twenty per cent. in gallonage and tonnage. In all nine plants new machinery has been added, and two plants have been enlarged.

### At Full Capacity

The Montague Furnishing Co., Limited, Montague, P.E.I., casket manufacturers, state that, notwithstanding usual quiet season during summer months, their plant has been running at full capacity. Several departments have been enlarged and extended and new machinery added. Among new products are imitation oak caskets, embalming fluids and disinfectants. Demand for latter has made it necessary to instal laboratory.

The Manitoba Bridge & Iron Works, Limited, Winnipeg, report that operations and output have increased considerably during the last three months, though all business in Western Canada has been subject to a very marked lull around the end of September. The Manitoba Rolling Mills Co., Limited, are operating their open-hearth furnace to capacity, making about fifty tons of new steel per day. Orders have been only fair—just about sufficient to keep the mill busy on a single turn. With the big crop, they look for better business from now on.

### Good Business Expected

"Business seems to be improving lately, and we are looking forward to good business during the coming months," state the Old City Manufacturing Company, Reg'd., Quebec, manufacturers of jams and marmalade.

"Operations and output are on the increase," state the Dougall Varnish Co., Limited, Montreal. "We have enlarged our plant and added new machinery and are making a full line of prepared paints."



Ellison Milling & Elevator Co., Limited, Lethbridge, Alta., have done considerable export business this fall, especially with the United Kingdom, and at the present time have quite a lot of business in sight that way.

Chappells, Limited, Sydney, N.S., manufacturers of lumber and wood products, are anticipating a good season this year. Strike conditions have affected business in the district, but the fact that an agreement has been reached with the miners running until 1924, should make conditions exceedingly good from now until the expiration of the present contract.

#### Marked Improvement

Edwin Tomlin, director-treasurer of British Columbia Cement Co., Limited, Victoria, says:—"This season our business has shown a marked improvement for the first time in nine years."

Cameron Lumber Co., Limited, Victoria, B.C., state that there is a decided improvement in prospects for the lumber business. The year 1922 has been unusually active but up to the end of July, conditions were such as to leave the industry without profits. That is, a large business was done without making any profit. The laborers and the country generally reaped the benefits.

The Yale Lithographing & Printing Company, Montreal, report that they are steadily increasing output and that business in the lithographing and printing trades seems to have passed the turning point and prospects for a busy winter and much better prices are good. They state that they are keeping their equipment humming.

#### Better Than Last Year

McArthur Beltings, Limited, Brockville, Ont., state that they are pleased to feel a slight improvement in business over last year.

The Winnipeg Top & Trimming Co., found business generally a little quiet during the past season but, with the present crop of grain harvested successfully, they report that the pulse of trade shows an upward trend.

Butterfield & Co., Rock Island, Que., manufacturers of taps, dies, wrenches, etc., state that they are increasing the scope of their operations to quite an extent as they find that the demand for their product is increasing to a very encouraging extent.

The Preston Wood Working Machinery, Co., Limited, Preston, state that they have been exceptionally busy for the last three or four months and conditions look good with them until at least the end of the year. They are gradually taking on more hands and are working full time.

## Montreal's New Industrial Area

Town of La Salle, Side-tracked for Years,  
Opened Up by New Railway Loop

AS a result of the construction of what is known as the La Salle loop of the Canadian Pacific Railway, an area lying close to the heart of Montreal, has been opened up for industrial development. It is situated in the town of La Salle, which, while municipally separated from Montreal, is yet intrinsically part of Greater Montreal and nearer to the centre of the city than many sections of the city itself. Thus, the eastern limits of La Salle are less than four miles from the centre of Montreal, or less than half the distance of the industrial area of the eastern end of the city.

On the north-west, La Salle borders the industrial city of Lachine and on

from the Caughnawaga Indian Reserve. The Lachine Canal provides water transport facilities and good roads radiate in all directions.

La Salle at present has the immense gas works of the Montreal Light, Heat & Power Co., and the plants of N. K. Fairbanks Co., Limited; Standard Paint Co., of Canada, Ltd.; C. & J. Weir Pump Co., Limited; Dominion Tar Products, Limited; Canada Tube & Iron Co., Ltd.; Canada Tube & Steel Products, Ltd., etc. On the other side of the canal are plants of Canadian Car and Foundry Co.; Dominion Bridge Co.; St. Lawrence Bridge Co.; Canadian Allis-Chalmers, Ltd.; Dominion Wire Manufacturing Co., etc.



ONE OF LA SALLE'S INDUSTRIES.

Plant of N. K. Fairbanks Co., Limited, Manufacturers of Soap and Lard Products.

the north, for 3½ miles, the Lachine Canal. It is bounded on the east and south-east by two important industrial sections of Montreal. Its southern and south-western limit is the River St. Lawrence.

The new La Salle loop runs from Cote St. Paul, on the outskirts of Montreal proper, to Highlands, adjacent to the bank of the St. Lawrence River, thence returning to Cote St. Paul by way of the south bank of the Lachine Canal. It operates through the heart of the town and opens up some 4,675 acres of industrial sites. At present passenger travel is provided for by a motor-propelled passenger car, making connection with the Montreal Tramways at Cote St. Paul.

The entire area is level; roads and sewerage are assured to serve new industries locating; water to any extent is available; the Lachine hydraulics provide power at low rates; labor is plentiful. In the areas immediately tributary is a population of 65,000 industrial workers, while across the river an additional supply of labor is available

Montreal has in recent years made great progress in manufacturing importance. In 1905 the value of its industrial production was \$718,352,603; in 1915, \$1,165,975,637. In 1918 there was an increase of 343 per cent., and since then a further substantial growth. The La Salle area will be needed to care for the future industrial expansion of the city.

#### Appointed General Manager of English Plant

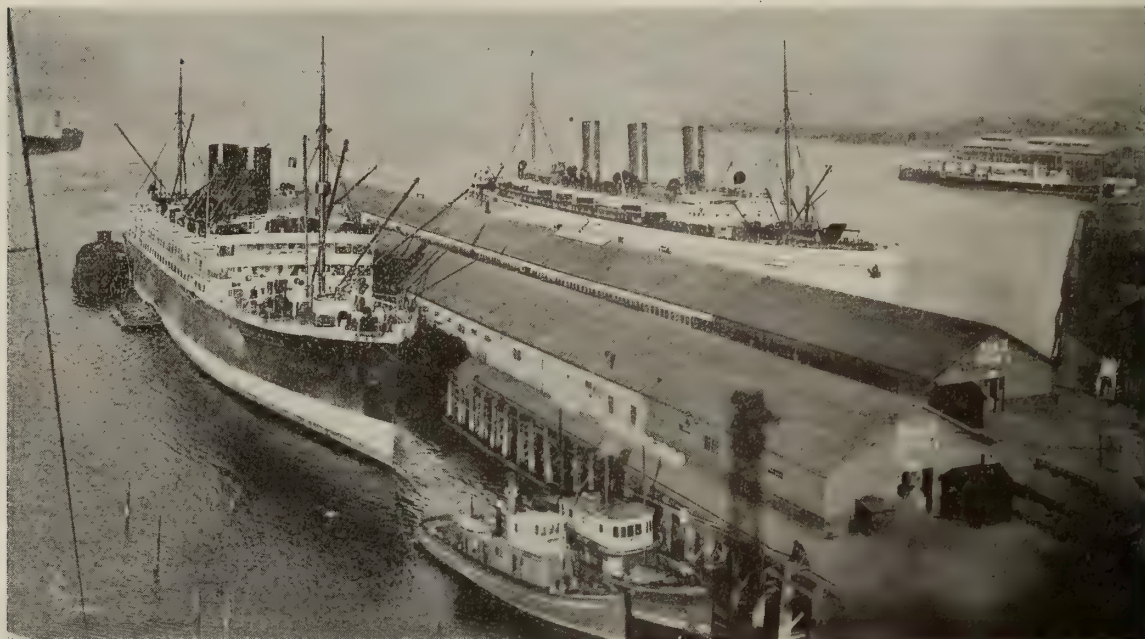
W. H. Wright, for the past four years secretary and treasurer of McCaskey Systems, Limited, Galt, Ontario, has been selected as general manager for the English factory of the McCaskey Register Company at Watford, England. The plant in England has been in operation for the past fourteen years under the management of Rutherford Lumley, whom Mr. Wright succeeds November 15th.



# The Need for a Dry Dock at Port of Vancouver

## Reasons Presented to the Federal Government Why Dry Dock Accommodation Should be Provided

The Vancouver Memorial



View of the Harbor at Vancouver, showing some of the large Pacific liners using the Port

**A**DVANTAGE was taken of the visit to Vancouver recently of the Hon. Dr. J. H. King, Federal Minister of Public Works, to urge upon Dr. King the desirability of the Government proceeding with the construction of a floating drydock in Vancouver Harbor (Burrard Inlet). A contract for the construction of this dock was let by the late Government, but on the present Government taking office, work on the drydock was suspended and the desire of interested parties in Vancouver is for the Government to proceed with the work in view of the rapid expansion of the ocean-going tonnage in and out of the port of Vancouver.

At a joint meeting of representatives of all the business organizations in Vancouver with Hon. Dr. King, J. W. Fordham Johnson, President of the British Columbia Sugar Refining Company and chairman of the Tariff Committee of the British Columbia Division of the Association, presented to Dr. King the following memorial, which was signed jointly by Mayor C. E. Tisdall of Vancouver, and President R. Kerr Houlgate of the Vancouver Board of Trade.

The figures quoted in this memorial are decidedly interesting as showing the rapid growth of the port of Vancouver; comparisons given of the tonnage of the ports of Vancouver and Montreal indicating that with the advantage of being open twelve months in the year, Vancouver handles a considerably greater tonnage than does Montreal.

### THE MEMORIAL.

"This gathering, representative of the entire commercial and municipal districts of the Lower Mainland, presents you herewith with a brief memorial, setting out the reasons why this section of the Dominion of Canada continues to press upon you and your Government the absolute necessity of a drydock in the harbor of the city of Vancouver.

"In the first place, let us refresh your memory with a copy of a resolution, which was unanimously endorsed by a meeting attended by over 1,200 citizens of the entire Lower Mainland, embracing Chilliwack on the south and Mission on the north, and covering all the territory on each side of the Fraser River, right down to the city of Vancouver. This meeting took place in the Hotel Vancouver, in the evening of the 16th of May, 1922.

### RESOLUTION.

"This mass meeting does here and now register a most emphatic protest against the action of the Federal Government in refusing to continue with the work of providing a drydock for Vancouver. The meeting further resolved to request the Federal Government to immediately reconsider their decision and that the Hon. Dr. King be urged to come to Vancouver at the earliest moment for investigating purposes, with a view to providing this much needed utility."

"Carrying out the instructions of the mass meeting, His Worship Mayor Tisdall, and Mr. R. K. Houlgate, President of the Vancouver Board of Trade, immediately forwarded to Ottawa copies of this resolution.

"The Honorable the Premier replied advising us that at the termination of the then session of Parliament, you, Sir, would visit the Coast, and confer with us regarding this important port project.

"We therefore welcome you on this occasion, and trust that after listening to the arguments which will be presented to you to-day, there will be no hesitation, upon your part at least, in recommending the immediate resumption of work on the Wallace-Coughlin drydock, and the carrying out of the obligation entered into with this Company by the Government of Canada.

"In the first place, we wish to quote you statistics relating to the port of Vancouver, and in comparison, we will quote you similar statistics of the ports of Seattle and Montreal.

"The reason why we use the port of Seattle is because of its competitive relationship to Vancouver. These statistics are as follows:

#### VANCOUVER:—

Gross Tonnage 1921—	10,204,041 tons.
Total number of vessels entering port:	
Coastwise .....	11,000
Foreign .....	390
Deep Sea .....	389
Total .....	11,779
Imports—\$	197,406,832.00
Exports—\$	85,270,049.00
Customs Revenue—\$	12,986,875.00



## MONTREAL:—

Gross Tonnage 1921—9,735,451 tons  
 Total number of vessels entering port: 964  
 Sea-going ..... 4,577  
 Coastal ..... 5,541  
 Imports—\$191,379,484.00  
 Exports—\$173,010,396.00  
 Customs Revenue—\$ 31,573,095.00

## SEATTLE:—

Net Tonnage—20,198,469 tons.  
 Total number of vessels entering port—21,556.  
 Imports—\$258,945,229.00  
 Exports—\$106,051,326.00  
 Revenue—\$ 2,381,309.42

## VICTORIA:—

Tonnage figures not available.  
 Imports—\$8,585,309.00  
 Exports—\$3,533,538.00  
 Customs Revenue—\$1,202,808.00

"A survey of these statistics will show that notwithstanding the fact that the city of Montreal has a population of nearly one million people, and draws from the most thickly populated section of the Dominion of Canada, the returns do not show a great difference in volume of business.

"Take, for instance, the number of vessels entering the port. Vancouver shows nearly twice as many as Montreal. Her gross tonnage is larger by nearly half a million tons. Her imports are greater by over \$6,000,000, and although Montreal's exports show a balance in her favor, it must be borne in mind that a great proportion of the Canadian wheat shipments pass through the Eastern port.

"Actually 52,000,000 bushels of grain passed through Montreal, at an average price of \$2.00 per bushel, making \$104,000,000. Deduct from total export figure, which gives an amount of \$69,000,000, making Vancouver compare very favorably with Montreal.

"It is not our intention to draw any comparison with Seattle, excepting to state that notwithstanding the fact that Vancouver's export figures are not much less than those of Seattle, yet we find upon investigation that Seattle has seven drydocks in operation, and twenty-four marine ways working.

"Turning back to the port of Vancouver, we find that in 1911 there were thirteen steamship lines operating out of the port. To-day their total has risen to forty.

"From 1917 to the end of the crop year 1922, there were 9,663,393 bushels of grain shipped through the port of Vancouver. Of this total 6,582,238 bushels were shipped from July, 1921, to July, 1922.

"We find that wherever we seek, statistics show great progress and increased development. We wish to give you a few figures which are very approximate, dealing with industrial production.

"The capital invested in the various industries amounts to \$312,000,000, giving employment to 55,000 people, paying salaries annually of \$62,000,000, using material to the value of \$137,000,000, giving a production of \$269,000,000.

"A few of the main lines are as follows:

	Employees	Wages
Pulp Mills .....	2,500	\$4,500,000
Lumber .....	14,000	18,000,000
Shingle and Saw-mills .....	15,806	18,000,000
Planing Mills .....	2,500	1,875,000
Canneries .....	25,000	16,000,000
Smelters .....	1,250	1,750,000
Oil Refineries .....	415	534,000
Mining .....	3,125	5,000,000
Etc., etc.		

"The Lower Mainland, with over 60% of the population, and containing the greater proportion of the industries and commercial institutions, must be the greatest contributor of the province to the Dominion Exchequer, and of the



J.W. FORDHAM JOHNSON

President B. C. Sugar Refining Co. and Chairman, Tariff Committee, British Columbia Division, C.M.A.

amount of approximately \$3,000,000 which the Dominion Government is collecting in income tax in this province, a large percentage of this is paid by the residents of the Lower Mainland.

"The same applies to the \$2,000,000 which the Dominion is collecting from the sale of liquor in this province.

"Has the Government ever realized the amount of revenue which is being lost to the country through lack of drydocking facilities at this port? Do they know that as a result of there being no drydocking facilities here, the Royal Mail Steam Packet Co. ordered their S. S. Narenta to Seattle for dry dock at a cost of approximately \$160,000.00?

"This vessel was sent to Seattle, in face of the fact that there are, and have been for many years, drydocks at the ports of Victoria and Prince Rupert.

"Mr. William Howie, Consulting Engineer in the city, is on record as stating that in one month in the early part of 1919, owing to there being no dock, this port lost business amounting to \$282,000, the names of the vessels in this case being the *Key West* and the *Lobo*. This is absolutely authentic, and Mr. Howie is authority for the statement that

he had jurisdiction over the placing and supervising of the work.

"We are informed by the Canadian Pacific Railway Co. that if there was a drydock at the port they would spend approximately \$120,000 a year, which is at the present time spent in ports in the Far East, and further state that the work could be done more economically at Vancouver.

"Balfour, Guthrie & Co. state that since 1918 they have spent the sum of \$190,000 in drydock work in other ports, which might just as well have been spent in the Port of Vancouver.

"The Isthmian Line guarantee to use a dock at this point to the extent of \$9,000 per year; the Canadian Robert Dollar Co. \$32,000 per year, and so on down the list, but the startling fact is that these firms have stated positively that, unless a drydock is built at the port of Vancouver, they will continue to use docks where they discharge and take on cargoes.

"They state that it is economically unsound for them to arrive at Vancouver, discharge or take on cargoes, and in the middle of their operations, steam to a port eighty miles distant, drydock and then waste another day steaming back to the port of departure.

"The Canadian Pacific Railway Co. have for years drydocked their vessels in the Orient. Why have they not used the dock at Victoria? The above is the explanation.

"The Shipping Federation of Canada, which embraces all the steamship lines entering the Dominion, has gone on record and has wired the Premier and yourself, sir, as Minister of Public Works, emphatically in favor of a drydock at the port of Vancouver.

"However, the Government has expressed itself in favor of the construction of a government-owned dock at the port of Victoria, and so far as this meeting is concerned, we have nothing more to say in this connection. But what we do say, and we wish to express it in very plain language, is that we will not be content until the Government has given instructions to lift the suspension on Vancouver's drydock, and allow for the immediate resumption of work.

"We find all over Canada that the Government has thoroughly recognized the Dominion Subsidies Act by creating drydocks.

"Quebec, a port with about one third of the tonnage of this port, has had a drydock for many years. We also find the same port has received over \$11,000,000 in connection with port equipment.

"In conclusion, sir, let us remind you that this meeting is thoroughly representative of all sections of the Lower Mainland, representing a population of approximately 325,000 people or over 60% of the entire population of the Province. All we are asking for is that the Government of Canada carry out its solemn obligation, and allow the continuation of the work upon this much needed harbor facility to go on to completion."



# Benefits of a Direct Steamship Service Shown

## Government of British Honduras has Issued Memorandum of Appreciation of the C.G.M.M. Service to the Colony

**A**LL too frequently we rush to hasty decisions to cut apparent losses or curtail services which are apparently not revenue producers. The representative in British Honduras of the Telfer Bisquit Co., Limited, of Toronto, F. W. Ross, at the request of the Government of British Honduras, has prepared an excellent memorandum dealing with the effect of regular sailings by the Canadian Government Merchant Marine to that Colony. That the payment of the subsidy has public support behind it is evidenced by the editorial from *The Belize Clarion* which we reproduce herewith, including Mr. Ross' memorandum.

The matter is put forward so clearly and explicitly that we are tempted to utter the hope that other business men and Governments in other countries similarly affected will prepare similar memoranda outlining the benefits accruing to them from the operation of regular steamship services from Canada. If it is necessary to point out the benefits to Canada, surely they are: that Canadian exporters are getting business from these countries that would not otherwise be possible, and every dollar received from other countries improves our national financial position, since normally our imports and invisible exports, which have the same economic effect as imports, are greater than our exports. Surely, too, when good transportation facilities are offered to countries which require the goods that we produce and have goods that we require to offer in exchange, it is reasonable to suppose that business will increase in proportion to the effort made to get it, provided the transportation service is maintained.

More than a little sympathetic and publicity advantage can be credited to the mere fact that Canadian ships are entering Empire and

foreign ports. It would be very satisfactory to see all C.G.M.M. lines paying from the start, but if immediate profits were available, private lines would already be in the field. Therefore, it seems necessary, for the first few years at least, to look on the C.G.M.M. as a trade builder, and in maintaining their services to countries where Canada has a real opportunity to expand her export and import trade no one can foretell how satisfactory the ultimate outcome may be. What then does it matter, if, by running the lines at a slight operating loss for a few years, an expanding market is obtained for Canadian products which by the traffic it creates will ultimately make the actual carrying profitable? And in the meantime the Government is recouped in the other pocket for deficits by the duty paid on imports brought in by the ships, and through the business created Canadian business men are provided with the wherewithal to pay other Dominion taxes.

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(From the *Belize Clarion*.)

### THE CANADIAN GOVERNMENT MERCHANT MARINE, LIMITED

"Wisely, and slow;  
They stumble that run fast."—*Shakespeare*.

It is generally known that the steamship service conducted by the vessels of the Canadian Government Merchant Marine, Limited, between this port and Kingston, Jamaica; Nassau, Bahamas; (just recently Hamilton, Bermuda) and Halifax, Nova Scotia or Montreal, Quebec, has not been remunerative and that the Colony has been called upon to pay, as agreed, its share of the loss of operation, £5,000.

Few new ventures prove remunerative at first, and this has been no exception. To many, £5,000 seems a large sum to pay for the privilege of direct communication with Jamaica, and so with Great Britain, and on the face of it appears to be a payment by the many for the convenience of the few. That this is not the case is made clear by the following memorandum prepared by Mr. F. W. Ross, and issued as a Council paper annexed to the Governor's Message, No. 46:

"1. By the terms of the Canada-West Indies Agreement entered into at Ottawa in June, 1920, the Government of British Honduras agreed to be responsible with Jamaica and the Bahamas for twenty-five per cent. of any loss sustained in performing the service; this Government limiting its liability in any one year to £5,000. Owing to the heavy loss incurred in the year 1921, this Government has been called upon to make good its full liability, namely £5,000 or say \$22,500 at current rate of exchange.

"2. The question to be considered is whether the advantages that accrue to the colony by reason of the direct service with Canada more than offset the amount of subsidy which the Colony is required to pay. In other words, is the Colony justified in expending £5,000 per annum out of its general revenue in the interests of the community? The revenue derived by the Colony is, of course, obtained from the community, so that the money expended in subsidy is the community's money, and if therefore this expenditure brings in return advantages to the Colony greater than the amount expended, then the Government is justified in continuing the expenditure.

"3. The following particulars give some idea of the benefits accruing to the public through the direct connection with Canada.

"(a) Shortly after the inauguration of the service with Canada, the freight on flour from the United States was reduced from \$1.20 per barrel of 196 lbs. to 60 cents per barrel of 196 lbs. The normal importations amount to approximately 25,000 barrels per annum, and allowing say 2,000 barrels for the importations from Canada, there is in flour alone a saving to the community of 23,000 plus 60 cents, which equals \$13,800, since there is no doubt that in consequence of the competition of the Canadian service this reduction in freight has taken place.

"(b) Condensed milk up to the end of last year cost \$10 per case, but owing chiefly to competition arising from the importation of Canadian condensed milk the price has been reduced to \$7.50 per case which on 12,000 cases—the estimated annual importation—amounts to \$30,000. A further saving of one dollar per case arises from the sale of Canadian condensed milk at \$6.50 per case. At the present rate of monthly importations, the annual saving on this amounts to \$8,000, making the total saving to the community on milk \$38,000. Part of the reduction in price may be due to lower cost of production, but undoubtedly the reduction has been largely influenced by competition.



"(c) Other Canadian products, such as canvas shoes, butter and cheese, hams and bacon, biscuits, packing house products, cement, etc., are being imported in increasing volume. These goods are not only cheaper but we understand superior in quality; the gain on which, difficult to estimate, unquestionably amounts to a considerable sum.

"(d) A market for cocoanuts has also been found in Canada, and recently this market was the only outlet for this commodity, which meant "bread and butter" for many a planter, since otherwise he would have had no sale for his cocoanuts. There is every reason to expect a larger demand from Canada, thereby increasing the competition and the chances of better prices.

"(e) The cost of light dues, pilotage, lighterage, wharfage, labor, etc., incurred and paid by the Canadian steamers, amounts in a year, we believe, to about \$10,000 at least, which acts as a set-off against the amount of the subsidy.

"(f) A summary of the figures given above shows that savings are effected to an amount of \$61,800, as against which the Government pays £5,000, or \$22,500, an apparent net gain to the community of \$39,300, besides which there is a further gain on the commodities specified in par. 3 (c).

"4. The following extract from the Bulletin for May, 1922, issued by the Head Office of the Royal Bank of Canada, on the subject of trade between The British West Indies and Canada, is of interest as showing that actual development is taking place:

"As the matter stands, Canada is firmly established as the supplier of food-stuffs, and certain other articles; Canadian flour is used to the exclusion of almost all other; Canadian fish is in almost as strong a position; and Canadian oats, butter, cheese and cement are sold in appreciable quantities. Now when food-stuffs and cotton goods, in which we are not at present competing, are subtracted from the import totals of the British West Indies and British Guiana, the remainder is not extremely large, but it must nevertheless be of interest to our exporters. The bulk of these remaining imports would be manufactured goods of many kinds, and it is here that we find the main room for development in our trade.

"Subject to certain qualifications, the people of the South are satisfied with the state of their trade with Canada, and with the quality of the Canadian goods they buy."

"5. We briefly allude to the benefit of direct connection with Jamaica, which is, we submit, a point worthy of consideration.

"6. The Colony, as elsewhere, has been passing through a period of great depression, and it is hardly to be expected to develop trade to such an extent as to

name the service self-supporting in the short space of twelve months. That the service would be operated at a heavy loss for the first few years was clearly foreseen and understood when the agreement was entered into. There is sufficient evidence, however, to show that increased development is now taking place, and that the direct and indirect benefits gained by virtue of the service very much more than compensate the community for the subsidy which the Colony is required to pay."

### Comment on Report

In paragraph 3 Mr. Ross sets forth the various benefits that have accrued to the general public by the establishment of communication with Canada.

This memorandum, we feel sure, will be read with interest by a large number of persons and will be an eye-opener to others who have hitherto held the opinion that the payment of the subsidy was a dead weight.

For many years the carriage of all commodities from other parts of the North American continent to this port has been in the hands of the United Fruit Co. and we have had to pay just what was demanded of us in freight, despite the fact that less has been charged our neighbors to the south for the carriage of their goods. As Mr. Ross shows in one item alone, flour, reduction in freight has saved the consumer \$13,000. Should the vessels of the line be withdrawn, judging from past experience, it is safe to predict that the old freight rate will be restored, if not increased.

The Governor in his dispatch to the Secretary says: "There has been no organized attempt made either in the Colony or in Canada, as far as I know, to divert the trade from the United States of America to Canada, nor has there been any interest shown by Canadians in the direction of the investment of capital and the development of the Colony's natural resources. Such action on the part of Canadian capitalists which was hoped for, was, I may say, my principal reason for recommending that the Colony should give its adherence to the agreement."

### Some Criticisms are Made

This is unfortunately true, and while the desire to trade with Canada exists, it takes rather more than sentiment to disturb trade relations which have existed for very many years. Had Canadian manufacturers shown but a little of the enterprise of their American neighbors and sent down representatives to talk up Canadian goods as soon as the line was started it is safe to say that, so far as this Colony is concerned, the loss in operating the steamers would have been non-existent or reduced to a minimum. Our merchants on their part, with rare and honorable exceptions, have not done all they might have done to foster Canadian trade, but it must be admitted that their overtures to Canadian merchants

were not met in any accommodating spirit and naturally they preferred to cling to their connections in the United States.

Again, no effort has been made on the part of the line to cheapen passenger fares, though suggestions have been made that concessions in the way of a reduced rate for a return ticket would lead to greater travel. Fifty dollars is entirely too high a rate to charge for a passage to Jamaica and is higher than the rate charged by the United Fruit Co. to New Orleans which is 200 miles farther away. Indeed, the charges both for passage and freight by the Canadian line are founded too much on the rates of the U.F.C. instead of estimated on a basis of what is fair and reasonable.

We were promised that the vessels would be fitted with refrigerating apparatus so as to ensure that perishable goods should be carried in the best possible way. This has not been done and there can be but little hope of establishing a trade in our fruits until some such provision is made. There have been faults on all sides. If the managers of the line will remodel their rates so as to offer inducement for greater traffic, and the mercantile communities, both of Canada and this Colony, will but pull together, to their mutual benefit, there is no reason why this venture should not prove an unqualified success and be a blessing to all concerned.

## Export Trade.

### Some Points About South African Market.

The National Bank of South Africa, Limited, with agency at 44 Beaver Street, New York, supplies the following information about South Africa, which may prove of interest to Canadian manufacturers interested in developing South African trade:

(1) The Union Government of South Africa has granted authority for the placing of loans totalling \$30,000,000, to be expended as follows: railroad extensions, \$20,000,000; irrigation, \$5,000,000; erection of grain elevators, \$5,000,000.

(2) The mineral wealth is practically unlimited and gold is being mined at the rate of nearly \$200,000,000 per annum. The recent lifting of the embargo on the export of gold will provide a greater market.

(3) The after-war accumulated stocks of merchandise are practically eliminated and merchants are now placing orders more freely.

(4) The large government expenditures contemplated will increase the buying power of the people very materially. The population at the present time of the Union of South Africa is approximately 7,000,000 people, of whom 1,500,000 are white.

(5) South Africa, which is a country of very great possibilities and capable of considerable development, has the happy faculty of very quickly recovering from depression.



# To Promote Trade with Mexico

## What the Central British Chamber of Commerce is trying to accomplish

By the Secretary

Central British Chamber of Commerce, Mexico

**S**INCE the termination of the European War, all nations have been seeking new markets in which to dispose of their surplus merchandise, the subjects of each nation competing against one another to sell the goods from their own country, not alone for personal benefit, but for the advancement of their nation's trade, so badly hit financially by the war.

One of the results of all this endeavor has been that chambers of commerce of various nationalities have sprung up in many directions. Britishers abroad have not been behind in this particular, and British chambers of commerce have been established in practically every country. Although the number of our countrymen engaged in trade in Mexico is, relatively speaking, small, and further, even though it would mean self-denial and self-sacrifice, nevertheless it was decided to have a British Chamber of Commerce in Mexico and one was established in June, 1921. With funds subscribed locally, offices were taken over, secretary and staff engaged and a commencement was made.

### Various Activities

While the main object of this Chamber is to foster trade between Mexico and the various units of the British Empire, its activities are of various other kinds. It has received numerous appeals for arbitration and has rendered willing service; it has done good work in having exorbitant tariff charges lessened in order to promote imports, and it has put many firms in England and Canada, and other parts of the Empire, in touch with suitable agents here, or has given such agents and travellers the benefit of advice and information collected and filed for reference during its year of existence. In addition to this, articles referring to British trade and methods of commercial dealings are constantly sent to the press, in both English and Spanish, and in this way the possibilities of trade with the British Empire are kept constantly before the reading public in this country.

In August of the same year a monthly journal of eight pages was started which increased monthly until it reached 32 pages in December, 1921, at which size it remains at the present date.

Little by little some home firms, having heard of our work, joined us, but right up to date, the majority of the necessary expenses of such an undertaking have been borne by the local members. (In passing we might say that not a single cent came from Canada, in any shape or form, although hundreds of firms made use of us.)

This Chamber strove vigorously to awaken Canada to the fact that the

Mexican market had been neglected for years, with the result that the Canadian Government sent down a Commission to spy out the land. They, in turn, reported that the possibilities were great, but that preliminary investigation must first be made in order that buyers and sellers might get known to one another, with a view to introducing Canadian merchandise in this market, and Mexican merchandise in the Canadian market. This is vitally necessary before any real results can be obtained.

### Trade with Canada

Nevertheless the British Chamber in Mexico kept insisting constantly that there is a trade to be built up and largely through our insistence two tangible results have been achieved, namely, Mexico has sent a Commercial Agent to Canada and we hear that Canada is sending a Trade Commissioner to Mexico. With these two in harness, having the goodwill of all, we are sure great results will follow, if not at the moment, within a short time, for the foundation is being laid and (metaphorically speaking) when the house has been erected, it can be used. Its inception is due largely to the British Chamber of Commerce in Mexico.

As time went on, it was found that a monthly journal in the English language, although a very valuable medium, did not entirely meet the case, because we were not reaching our Spanish speaking friends, who are the largest buyers in this country. Without any financial assistance from outside, it was decided to issue, in addition to our monthly journal in English, an entirely separate monthly edition in the Spanish language, and the first number is now in our readers' hands and the second at the printers'.

Through the courtesy of H. M. Consuls in the Interior, carefully compiled mailing lists were got together with the result that our journals are reaching those who buy and sell, and it is hoped, if we receive sufficient assistance, to increase the issue, little by little, from 1,500 to 5,000 copies per month, and so distribute free of charge a Spanish journal of 32 pages. It will be our endeavor to make these bulletins so interesting that they will be read by those to whom they are sent. Stress will be laid upon the superiority of the merchandise manufactured under the Union Jack; statistics will be given showing what we make and the destinations to which goods are sent; in short, they will be trade papers compiled in a style combining information and interest.

### Trade Journals

British or Canadian manufacturers who wish to advertise their wares in Mexico, in either the English or the

Spanish language, could not do better than advertise in these journals, because they will be read by the people they are intended to reach; and, further, the rates have been made only to cover cost, the question of making a profit being neither thought of nor desired. Rates per issue, full page, \$60. Mexican gold (\$30 U.S.), and for lesser space in direct proportion, down to card advertisements, for which the small charge of \$2 Mexican gold (\$1 U.S.) is made. Sample copies of either or both of these journals will be mailed free to anyone writing to the secretary, Apartado 900, Mexico, D.F. It is hoped those who are interested in trading with this country will avail themselves of this opportunity.

### Advice to Canadians

In conclusion, we would say to Canadian manufacturers: "Be patient; keep up an intense propaganda; let Mexico know what you have to sell; be prepared to make a little capital outlay; and it is only a matter of time when your efforts will be rewarded."

We would also say: "Look before you leap." Do not send travellers here without first consulting us. In fact, the British Chamber of Commerce (Mexico) is at your orders at all times, even though you do not assist in its maintenance, and if you let us advise you, it will mean the saving of many dollars per annum to you. However, we would like to remind you that this organization cannot exist unless it is supported, and if you intend trading in this country, you should, as a safeguard to your own interests, see that this Chamber progresses, as our advice is an asset in absolute dollars and cents to your business.

### Membership Fee

Associate Members' entrance fee is \$50.00 Mexican gold and \$50.00 annual subscription, or, say, total \$50.00 Canadian gold, and if any firm or individual thinks that such an outlay would be a profitable investment, we shall be glad to hear from it or him.

### Reciprocity between New Zealand and Australia

Th. de Schryver, Auckland, N.Z., writing on August 10th, states that the proposal of a reciprocity arrangement between New Zealand and Australia came before the New Zealand Parliament on July 28th, and the bill was passed without amendment on August 4th. As far as can be judged from the details available, the arrangement will be a go between the New Zealand preferential tariff operating in favor of Great Britain and Canada and the Australian preferential tariff with Great Britain. The latter is far less liberal than the New Zealand tariff. The bill was put before the Commonwealth Parliament at the same time, but it met with obstruction and censure motions. Nevertheless, it was expected to pass, unamended.



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## Executive Council Will Meet in Montreal

The next meeting of the Executive Council of the Association has been called for Thursday, November 23, at 2 p.m., and will be held at the Windsor Hotel, Montreal. It will be preceded by the usual meeting of the Executive Committee at 10 a.m.

## President Shaw Addresses St. Thomas Club

John R. Shaw, president of the Association, addressed the weekly luncheon of the Kiwanis Club of St. Thomas on October 23, taking as his subject, "Some National Problems." He traced the political growth of Canada from the time of the American Civil War, and showed how the existence of a protective tariff was vital to the Dominion if it was to remain distinct from the United States. The country was now bound together by the transcontinental railways, in which the Canadian people had almost complete control, and it was necessary that traffic should run east and west rather than north and south. When the time came that railways ran north and south, instead of east and west, it would be all up with the Dominion.

## Committee on Taxation Collects Material

The Special Committee on Taxation, composed of the members of the Tariff and Legislation Committees, under the Chairmanship of S. R. Parsons, is devoting attention to the sales tax and is now engaged in collecting information from the different divisional organizations, sections and individuals. Changes have been suggested in the sales tax, and it is with a view to studying the effect of these changes that the committee is now taking action.

## British Empire Exhibition Receives Attention

During the past month, the delegation touring Canada in the interests of the British Empire Exhibition, 1924, have visited the Prairie, Ontario and Quebec divisional offices of the Association, and

have been given an opportunity to explain the aims and objects of the exhibition. When in Toronto on October 16th, the delegation were guests of the Toronto Branch, C.M.A., Board of Trade, Canadian National Exhibition and British Trade Commissioner, at a luncheon at the King Edward Hotel. Melville P. White, vice-chairman of the C.M.A., presided, and among those present were Hon. M. Doherty, Minister of Agriculture; D. A. Cameron, president Board of Trade; Robert Fleming, president Canadian National Exhibition; Henry Bertram, vice-president C.M.A.; F. W. Field, British Trade Commissioner, and A. J. Hills, Canadian National Railways. Major E. A. Belcher, head of the delegation, addressed the meeting and explained what the exhibition aimed to accomplish, how it was organized, etc.

The delegation visited Niagara Falls and St. Catharines on October 18th; Hamilton and Brantford, October 19th; Guelph, October 20th; Toronto, October 21st; Ottawa, October 22nd and 23rd; Montreal, October 24th-27th, and Quebec, October 31st.



R. BOURQUE

General Manager, Le Nouvelliste, Three Rivers,  
1922-23

Vice-Chairman, Three Rivers Branch

The Association has recommended to the Dominion Government that the exhibition be given support, provided satisfactory arrangements are made for the proper display of Canadian products.

## Recent Bulletins and Circulars Issued by Association

No. 367. September 29, 1922.—Circular issued by the Tariff Department containing regulations relating to the marking of imported printed matter and lead pencils with the name of the country of origin.

No. 368. October 13, 1922.—Circular issued by the Legal Department, announcing holding of meeting of Special Committee of Ontario Legislature re proposed "Anti-Combines" Act.

No. 369. October 26, 1922.—Circular issued by the Legal Department reviewing the legislation of the past year in the Federal Parliament and provincial legislatures.

No. 370. October 24, 1922.—Circular issued by the Transportation Department, relative to shipments through Canadian ports.

No. 371. October 24, 1922.—Circular issued by the Transportation Department, asking for evidence regarding shortage of freight cars.

No. 372. October 27.—Circular issued by Tariff Department, outlining suggested changes in the Sales Tax and asking members to express their opinion thereon.

## Vice-President Leaves for Visit to Orient

C. Howard Smith, president of the Howard Smith Paper Mills, and first vice-president of the Association, left recently for an extended missionary trip in the interests of export trade. While he is absent he will visit New Zealand, Australia, Japan and China. Mr. Smith will not return to Montreal before the beginning of March, and during his absence he will probe the export markets in the countries above named, in an effort to do what is possible to find an outlet for Canadian goods, not only in his own particular line, but to discover what the market opportunities are for goods manufactured generally in Canada.



# Proposed Anti-Combines Bill, Ontario

## Special Committee of Legislature Hears Arguments in Opposition to the Measure

By H. Macdonald

Legal Secretary, C.M.A.

THE introduction of the Commercial Agreements Act, 1922, cited as an "Act for the Better Prevention of Certain Commercial Agreements," introduced by the Hon. W. E. Raney, in the last session of the Ontario Legislature, was the direct result of the recent Privy Council's decision, in the case of two federal acts, namely: the Board of Commerce Act, and the Combines and Fair Prices Act. The latter statute restrained and prohibited the formation and operation of such trade combinations, for production and distribution in the provinces of Canada, as might be considered by the Board of Commerce to be detrimental to the public interest. This, the Privy Council declared to be *ultra vires* of the Dominion Parliament, for the reason that it constituted an unwarranted interference with property and civil rights in the provinces, jurisdiction over what was, by the British North America Act, assigned to the provinces. This decision has evidently been regarded by the Attorney-General of Ontario as an invitation to proceed with provincial legislation, and the present bill is the result. Meantime the action by the Attorney-General of Ontario against the Wholesale Grocers was dismissed by the Supreme Court of Ontario on the ground that the Attorney-General had no status to bring the action.

It is now generally agreed that the much-vaunted Sherman Law of the United States has failed and it will pass into economic history as one of man's many futile attempts to check evolution. Its chief value lies in the fact that it has aroused the country and made men see the necessity of doing something of affirmative value.

### The Law in England

The law in England simply declines to enforce such agreements. In so far as they restrain trade, they are "unlawful," because monopolies are repugnant to English law, but there is no provision by law for their suppression.

The only law Canada has on the subject of so-called combines and price-fixing is the Criminal Code, which makes it an indictable offence to "unduly" prevent the manufacture or production of any article or commodity, which may be the subject of trade or commerce, or to unreasonably enhance the value thereof. The failure of all attempts in recent times to prove actual infraction of the law is its best argument against the need for further prohibitory legislation.

The sessions of the Special Committee appointed to consider the Attorney-Gen-

eral's bill opened at the Parliament Buildings, Toronto, on Tuesday, October 17th, Hon. W. E. Raney presiding. A. E. Roebuck appeared for the Government and explained the purport of the bill. The Association's Legislation Committee was represented by J. C. Macfarlane, chairman, J. E. Walsh, general manager, and H. Macdonald, legal secretary. No evidence was tendered in support of the bill.

### Source of Opposition

On the other hand, the opposition to the bill came from retail merchants, wholesalers and manufacturers. It was pointed out with irresistible force that the proposed legislation would foster dishonest merchandizing, and would lay the public open to the speculator or the opportunist price-fixer.

It was shown that by the present merchandizing policy, business men were able to protect the public, while under conditions of an unrestricted selling price, the dealer would be able to charge according to circumstances.

The secretary of the Wholesale Merchants stated that but for price agreements between manufacturer and retailer the unscrupulous store-keeper would be able to cut prices on goods of established reputation, in order to induce custom to his store, and that he would then make up his loss on this merchandise by selling other lines of inferior quality at a wide margin of profit.

In the course of the evidence, a suggestion was made favoring the appointment by the Government of "an official or board" to fix prices, but this suggestion found no favor from the representatives of the manufacturers. A board of this kind would require expert knowledge multiplied manyfold in the detail of manufacturing and marketing many thousands of different articles, so that it would be physically impossible. Besides, manufacturers in other provinces and in foreign countries could still advertise fixed prices for their goods in Ontario, and thus put the Ontario manufacturer, if prohibited from doing so, at a decided disadvantage.

### Make for Economy

The combination of farmers in granges and selling rings for many years, we believe, has not only meant strength but standardization and improvement in product, which make for economy, but we would strongly object to depriving the manufacturer of the same rights; the resale price is beneficial to the public, inasmuch as it prevents unfair competition, and helps to keep up quality in

certain articles, where quality is more essential than price.

After a three days' session, the Special Committee adjourned, *sine die*, the acting chairman, J. W. Curry, stating that there would be further opportunities for opponents of the measure to make their views known.

## British Industries, Dates Announced

The British Industries Fair of 1923 will be held in London and Birmingham, from February 19 to March 2. Once again the London section will be held at the White City and the Birmingham section at the Castle Bromwich Aerodrome. Since the institution of the British Industries Fair in 1915, the trade buyers visiting it have increased in number each year. No further proof is necessary that the fair is of value to those who visit it. The whole fair, both in London and in Birmingham, is under one roof, so that the visitor does not waste time going from one set of buildings to another.

As forecast in the last issue of INDUSTRIAL CANADA, the Canadian Chamber of Commerce in London have undertaken to organize a Canadian Section at the Fair. The space they have secured is well situated, and they are desirous that Canadian firms interested in exhibiting communicate with them at once, 55 Holborn Viaduct, E.C., or get in touch with the Commercial Intelligence Department of the C.M.A., who can supply further particulars.

For manufacturers whose goods permit of a small display only, arrangements have been made for a number of small stands at a charge which covers all the normal requirements of the exhibitor. The following specification shows the excellent facilities offered, the inclusive price being £20 for a single frontage site and £21 for a corner position consisting of two fronts:

*Space*.—8 feet by 6 feet, equal to 48 square feet, partitioning, counters, sign-board and writing, muslin ceiling, shelving, night sheet, and one electric light.

This includes the entries in the official catalogue, which will be printed in three languages.

At the convention of Women's Institutes of Eastern Ontario, held in Ottawa on October 26th and 27th, a number of members of the Association put on an exhibition of labor-saving devices in the Chateau Laurier, which attracted considerable favorable attention.

Alex. Wilson, president of the Wilson Box Co., Limited, St. John, N.B., represented the box manufacturers of Eastern Canada, and delivered an address at the convention of American box manufacturers, held in New York for three days, beginning October 18.



## Recent Additions to the Membership

### Some Notes on Manufacturing Firms who have Just Joined the Association

H. G. Buck & Son, Norwood, Ontario, who have recently joined the C.M.A., are manufacturers of cheese boxes, heading and veneer, lath and builders' supplies. They have recently erected a new building of which an illustration appears on this page. It is a cement block structure, 56 x 129 feet. The increased space and equipment puts the firm in a posi-

S. Mitchell. In 1918, Mr. Mitchell's interest was acquired by Mr. Thompson, and in 1920 a joint stock company was formed. Mr. Thompson died in November, 1921, and the business is being continued by the company, of which Napoleon Demers is president; Hector Harton, vice-president; J. A. Cook, secretary-treasurer and manager; F. A. Briggs,

which is rolled into sheets by the same kind of machine as is used in rolling rubber. The sheets harden when cooled and when they are needed for pressing they are placed on a hot table to soften them. When soft the material is placed over a metal die, placed in a hydraulic press and subjected to a heavy pressure for a short time. When the pressure is released the product is finished.

The company make phonograph records for the Aeolian Company's Canadian trade, and several insulating electrical devices such as wall plugs, switches, sockets, etc. They were established July 1st, 1921. G. E. Lindsay is president, H. N. Scott, treasurer, and W. E. Radcliffe, managing director. Mr. Radcliffe, who is the company's representative, has been associated with the C.M.A. before. He came to Canada with Henry Disston & Sons, Limited, when they established their plant in Toronto some years ago, and was their first representative in the Association.



NEW BOX FACTORY

Plant of H. G. Buck & Son, Norwood, Ontario

tion to take up the manufacture of several new lines.

H. G. Buck & Son, have a smaller plant at Melrose, where they also manufacture veneering, heading and cheese boxes. In connection with their Norwood plant they have a garage and a well-equipped machine shop which is in charge of an expert mechanic. They are now installing a saw-mill for contract and custom work.

director and R. N. Robins, auditor. The company's plant consists of a two-storey building, 100 x 150 feet, and they employ twenty-five hands.

Pressed Compositions, Limited, who are a recent addition to the Toronto membership of the C.M.A., have about 8,000 square feet of floor space in a plant at 108 River Street. Their products are various articles of a mineral composition which is a substitute for hard rubber in many lines. The material, when mixed, is a black, viscous substance

The latest Hamilton members of the Association are the Cooperage Co. of Canada, Limited, 306 Clyde Block, represented by C. G. Raible, president and treasurer of the company. The industry was established in July, 1921, for the purpose of manufacturing high grade kegs for nails, bolts and spikes, similar to those used in the United States. It has a capacity of 1,500,000 kegs per annum. Officers of the company are: C. G. Raible, president and treasurer; L. L. Campbell, secretary, and H. E. Coyle, vice-president.

A new Calgary member is Riley & McCormick, Limited, manufacturers of harness, trunks and leather goods of all kinds, located at 133 Eighth Ave. East, Calgary. This business was started in 1902 as a partnership, becoming incorporated in 1904, with E. McCormick, president and managing director; H. Lawson, secretary-treasurer, and E. G. Astell, sales manager. Their store and workshop occupies four floors, with 12,000 sq. feet of space. In 1916 a mail order business was launched and they are now doing an extensive trade in Saskatchewan, Alberta and British Columbia.

The membership in Sherbrooke has been augmented by the inclusion of the Thompson Company, Limited, manufacturers of textile spools and bobbins. This industry was established in 1880 by the late C. G. Thompson. For many years it was carried on as a partnership by Mr. Thompson and the late J.

Lyons Fuel & Supply Co., Limited, Sault Ste. Marie, will be represented in the Association membership by James Lyons, president. The company manufacture clay brick and reinforced concrete pipe in sizes from 18 inches to any size required. They also operate a crushing and screening plant which



PLANT OF ELLISON MILLING & ELEVATOR CO., LIMITED, LETHBRIDGE

This Company have recently become members of the Prairie Division of the Association.



enables them to supply crushed and screened material of various sizes. In addition to this they are large dealers in fuel and builders' supplies, handling from 40,000 to 80,000 tons of coal and from 30,000 to 80,000 barrels of cement per annum. Their entire business runs from \$1,000,000 to \$2,000,000.

The Perfection Corset Co., Limited, 38 Champlain St., Quebec, who were organized last May, have joined the Association. They are manufacturers of corsets and brassieres, and their plant has a capacity of eighty-five dozen daily at the present time. Officers are, J. B. A. Turcotte, president; St. J. Bedard, vice-president; Geo. Audette, secretary-treasurer; and J. Eug. Cote, director.

Wm. Milne & Sons, North Bay, one of the Association's new members in Northern Ontario, originated back in 1901. From 1902 until 1908 the business was conducted by Wm. Milne and Frederick Milne as a partnership. It was then incorporated, mills and limits at Spanish and Milnet being purchased. In 1919 the mills at Spanish and Milnet were sold and the limited company wound up. Since then the business has been conducted as a partnership by Wm. Milne, Sr., Frederick Milne and W. H. Milne. The firm operate a mill with capacity of 50,000 feet per day of ten hours, producing from seven to eight million feet annually. Products include lumber, lath, shingles and planing mill products. Wm. Milne, Sr., is general manager; Frederick Milne, mill manager; and W. H. Milne, woods superintendent. The company are at present planning a new planing mill for the manufacture of flooring, siding, mouldings, trim, etc.

An addition to the membership in Edmonton is the Northern Box Co., Limited, represented by H. S. Southgate. The company were incorporated in November, 1919, with capital of \$20,000, which has since been increased to \$60,000. They are manufacturers of all kinds of wooden boxes, crates and shooks, and their plant has a capacity of approximately 500,000 boxes per annum, running one shift per day. By running a few hours more or running another shift, this output could easily be doubled. Their machinery is all up-to-date, and they are the only firm in the West to manufacture dovetailed-corner boxes. Just now they are contemplating the installation of machinery for the manufacture of bottle boxes. Officers are C. E. Laderoute, president; K. S. Campbell, vice-president; H. S. Southgate, manager and secretary.

Among new members recently added in Winnipeg are Gillis Quarries, Limited, manufacturers of dimension stone for

building purposes, lime for building and paper manufacture and rubble stone. The business was founded in 1911 by August Gillis and Chas. L. Gillis, as A. Gillis & Son, and started with one open-side planer and one four-ton derrick. Following the death of August Gillis on January 3, 1922, the business was reorganized under its present name with Chas. L. Gillis, president and manager; Joseph Gillis, vice-president, and Jos. B. Dolphin, secretary-treasurer. Its authorized capital is \$250,000.

The company's plant is located at the corner of Spruce and Richard Streets, with 200 feet frontage on Spruce and 200 feet on Richard Streets. The factory stands on 100 feet of this property, and is equipped with one single and one double diamond saw, two single and two double planers, two overhead cranes, one derrick, two gang saws, two surface machines, one air compressor and one blacksmith shop. The company own a quarry at Tyndall, Man., consisting of forty acres of the finest limestone, equipped with two channelers, two derricks, one steam air compressor, blacksmith shop, lime shed and four lime kilns.

Another new Winnipeg member is the S. Shore Candy Co. This industry was started by Sam Shore five years ago in a small place on Jarvis Avenue. After six months, the business had grown to such an extent that more room had to be found, and premises were secured at 243-245 Jarvis Avenue. Only half the space in the building was taken, but by 1919 the whole place was occupied. Again in the spring of 1921 an addition was built. On May 1, 1922, the present company was formed and present plans call for the building of another storey on the plant next spring. The company makes the following lines, which are widely distributed in Western Canada: Royal fruit bonbons, royal cream bonbons, Russian bonbons, lemon and orange slices, Canadian fruit jelly and Boston squares, marshmallows, caramels, buttercups, honeysuckle kisses, peanut brittle, and after-dinner mints. For the Christmas trade special mixtures are manufactured and the factory is running day and night.

The Western Stone Co., Limited, St. Boniface, are new Manitoba members. The history of this industry dates back to 1907, when it was started in a small way. It has since expanded until it is to-day described as "the largest and most thoroughly equipped stone working plant in Western Canada." The company's quarry is at Tyndall, Man., where is produced the well-known Tyndall Stone, a limestone, beautifully mottled, in colors blue and buff, and in its finished state, hammered, dressed, tooled, sand-rubbed or polished, acquiring that mellow effect

of old tapestry; hence its name, Tyndall tapestry stone. A good example is the interior finish of the new Parliament Building in Winnipeg.

Jos. Bourgeault, founder of the company and at present president and manager, is a cut stone expert with over a half century devoted to his line in Eastern Canada, United States and Western Canada, and has been a tireless worker in the interest of upholding the artistic traditions of this most ancient craft.

The Dominion Lime Company, Sherbrooke, are new members of the Quebec Division. Starting business in 1887, the Company in 1890 took over the Duds-well Lime and Marble Company's property, and the two companies were amalgamated and have been operated ever since under the name of the Dominion Lime Company, with head office at Sherbrooke and plant at Lime Ridge, Quebec. The latter contains ten kilns, operated by both gas and wood, and a ground limestone plant, etc., capacity being from 200 to 250 tons per day. The product consists of high calcium lump lime for chemical and other purposes, finely pulverized limestone for agricultural purposes and high-grade limestone for foundry purposes. At present plans are being made for the erection of a modern hydrating plant. James MacKinnon is president; A. F. Fraser, general manager, secretary and treasurer, and the directorate consists of these two, with Col. H. R. Fraser, E. L. Stewart-Patterson, W. S. Dresser, Malcolm W. Mitchell, Sherbrooke; John C. Spring, Boston, and Hon. R. H. Pope, Cookshire.

The Doherty Manufacturing Co., Limited, are one of the oldest industries in Sarnia, Ontario, having been founded by the late Thos. Doherty in 1882. The company manufacture stoves and ranges for burning either coal or wood. They are a typical old-fashioned industry built up by purely hard work and economy. The founder for years lived on a small salary in order that as much as possible might be put into the business. The plant occupies a whole block on Wellington Street, a length of 313 feet. The width of the building is 30 ft., and there have been added two wings each about 90 feet deep. At present there are employed some 49 persons. Officers of the company are:—

President, Wm. L. Doherty; secretary-treasurer, W. Q. Phillips; directors, the above and James Doherty, Gordon S. Rutherford, C. H. Felton, Mrs. (Dr.) Logie and Mrs. H. Turnbull.

Mr. Phillips, in discussing business conditions with a representative of INDUSTRIAL CANADA, stated that while business has been dull for the last two years, there is now a good seasonable activity in the cheaper lines.



# Ontario Division's Activities for Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman, Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
 Vice-Chairman, George Bridden, Bridden's Limited, Toronto  
 Secretary, J. M. McIntosh, Travelling Secretary, O. C. Pease

**M**EMBERSHIP work throughout the entire Province of Ontario has been carried on during the summer, and the Divisional Secretary reports that a personal canvass by representatives of the Division has been made in all the principal industrial centres throughout the province.

The work involved in a campaign of this kind is exceedingly heavy. The results, however, have warranted the effort, as a very considerable number of applications have been received. Members of the Association, may it be suggested, can afford valuable aid in notifying the Divisional Secretary of new manufacturers appearing in their localities. If such companies could be approached, in the first instance, by members themselves, a very great deal could be accomplished in this way. In any event, information sent in, whether through the mail or by personal mention, is always carefully recorded in the Divisional offices and a prompt effort made to bring these new companies into membership.

## Organization of Needle Trades Progresses

The organization of the various manufacturers in Canada engaged in the needle trades is proceeding apace. The scene of operations for the time being, has now turned to the Province of Quebec. A meeting of Montreal manufacturers of men's and boys' clothing, women's and girls' garments, whitewear, neckwear, furs, overalls and work clothing, waterproof garments, and caps, has been called for a date early in November. Manufacturers of these lines, in both Toronto and Ottawa, are most favorably inclined towards the formation of this new section. Last spring, when the Montreal manufacturers were approached, the feeling in that city was altogether favorable, and it is expected that the above meeting will bring further results which will place this section of the Association upon an operating basis.

## British Empire Trade Exhibition

The Ontario Division and the Toronto Branch of the Association have co-operated with such bodies as the Toronto Board of Trade, the British Trade Commissioner, and the Canadian National Exhibition Board, in providing as much assistance as possible to Major Belcher and his party in connection with the development of the British Empire Trade Exhibition, scheduled for London, England, in 1924.

It is to be hoped that such clouds as now obscure the outlook in this connection will speedily be cleared away. The Canadian Government officials who have to do with matters of this kind, and the large bulk of Canadian manufacturing and exporting interests, are of the opinion that an exhibition of this kind, properly equipped and operated and sufficiently advertised, would be a splendid thing for the binding together of trade interests within the Empire. It is rather to be doubted that the cables from England which have so far appeared in this connection can be looked upon as propaganda of a kind which would be desirable for a project of this kind. That there have been misunderstandings or misrepresentations somewhere on the part of those who are responsible for the exhibition seems evident. With these difficulties cleared away there can be no doubt that Canadian interests will combine in an effort to place Canada upon a strong, high pedestal at the Empire Exhibition.

## Potentialities of Nickel Industry

Activity in the production of nickel in Ontario would seem to be assuming larger proportions. Recent research investigations show in the neighborhood of 200 new commercial uses for this metal, which, if properly developed, would give employment to approximately 100,000 workmen.

The future of this industry, therefore, holds great potentialities. It is held, furthermore, by some interests that in the production of this metal still greater profits can be made through the conservation of other metals contained in the nickel ore. Considerable developments are looked for in this connection as well.

## C.M.A. Scholarships at Technical School

The Toronto Branch of the Association, in its annual request to its members for scholarships to be devoted to the Central Technical School, has met with a particularly gratifying response. To date, sixty-one scholarships have been donated, which compares with the former highest yearly total of fifty-six.

Toronto manufacturers, in donating these scholarships, have had two principal motives in mind; first of all, recognition to Dr. McKay and to the Central Technical School for the very valuable educational work which is being done in the industrial community, and, secondly, the stimulus afforded to the students themselves, who are largely drawn from the middle classes.

Throughout the entire province these technical schools are doing an exceedingly valuable work, which is sure to have a marked effect upon the future industrial situation in Ontario. Much is said of the natural resources of our Dominion, but the actual development of these resources must depend, to a very great extent, upon the extension of our educational facilities.

## Border Cities Manufacturers Hold Meeting

On Tuesday, October 17th, the Manufacturers Section of the Border Cities Chamber of Commerce held a well attended meeting at the new Prince Edward Hotel, Windsor. John R. Shaw, president, and J. F. Stirrett, general secretary, of the C.M.A., attended from out of town. Proceedings began with an afternoon session, when Messrs. Shaw and Stirrett discussed with the members a number of questions relating to Association affairs and particularly the merit rating system of the Workmen's Compensation Act.

At 6.30 about 125 members of the Section sat down to dinner. George Duck, general manager, Canadian Salt Co., Limited, presided. After reading a report on the work done by the Section during the past year, he called on Mr. Shaw, who responded with an eloquent speech in which he dealt with some of the national questions of the day, especially those affecting manufacturers. He spoke at length on the problem of taxation, pointing out the danger of too much social legislation and showing how such legislation tended to add to prices and retard business. He also took up the transportation problem, demonstrating the necessity, on account of the tremendous investment in railways, canals and ports, of keeping trade moving east and west. This could only be done by the maintenance of a customs tariff.

Sir Thomas Tait, president of Canadian Salt Co., Limited, gave some interesting reminiscences of the early days of the company in Windsor and complimented the city on its growth. J. T. Stirrett spoke on the organization of the C.M.A. and explained the work of its various departments.

The Prince Edward Hotel, in which the meeting was held, has recently been completed at a cost of about \$2,000,000 and the people of the Border Cities are proud of their new hostelry. The fact that the stock was all sold in Windsor and vicinity speaks well for the enterprise and enthusiasm of the citizens.

The Windsor Ice and Coal Company, Limited, who have joined the Association, have a plant on McDougall Street, Windsor, Ont. They manufacture and supply artificial ice to the city. Geo. L. Pocock, president and manager, is the company's representative. He is actively interested in manufacturing problems.



# Activities of Month in Prairie Division

Headquarters of Division—408 Avenue Block, Portage Avenue, Winnipeg

Chairman.....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co., Ltd., Winnipeg  
 Vice-Chairmen..W. A. Lawson, Bernis Bros Bag. Co., Limited, Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works, Limited, Winnipeg  
 Secretary.....G. E. Carpenter

**S**IXTY per cent. of fall ploughing has been completed and Western trade conditions are now steadily improving. Representatives of Eastern factories and Old Country firms are returning from their fall trip throughout the prairies, and invariably orders are reported as being heavier than at any time since the war. In farm implements, especially dairying machinery, business is nearly double that of a year ago. The speed being made by rail and sail in getting the grain to tide-water has helped the prairie situation. Leather goods of all varieties are advancing. The close of the building season has found Winnipeg past the ten million mark, and other western centres in proportion.

## Former Member Visits the Division

M. J. Rodney, managing director of the International Harvester Company, with headquarters in Melbourne, was a guest at a recent luncheon of the Prairie Division. Mr. Rodney, who is a former Winnipegger, was at one time an active Prairie Division member, representing his company at this point. Having been placed in charge of the company's business in Australia about six years ago, Mr. Rodney is now visiting in Winnipeg, en route for the company's head office in Chicago, and it was a very great pleasure for members of the Executive Committee of the Prairie Division to have this opportunity of renewing acquaintanceship. In speaking of business conditions, Mr. Rodney stated that in Australia they compared very favorably with other parts of the world. Australia is harvesting a fairly good wheat crop this year, and business in that part of the world generally is steadily improving.

## Federated Budget for Winnipeg

A federated Finance Board has been formed in Winnipeg to look after Winnipeg welfare work. The idea is to launch one big campaign which shall produce a central fund from which all philanthropic agencies shall be financed by *pro rata* grants. This refers to maintenance and not to capital expenditures. Winnipeg has at present some thirty organizations which make annual appeals and life for the canvassers and for the giving public has become just one campaign after another. Under the old system the average cost of collection was 15%.

A board of directors has been appointed of which the Board of Trade, as representing the contributing public, appoints one-fourth of the members, and the central council of social agencies, as representing the bulk of the welfare work, appoints one-fourth. The other fifty per cent. is made up of two representatives each from the various service organizations in the city, and the City Council also has the right to appoint two members to the board. The business men of the city have voiced their unanimous approval of the federated budget plan for Winnipeg charities, as there was an undoubted waste of effort in the old unsystematic method of giving. Major D. M. Duncan is president of the board. The principal reasons for supporting the plans are as follows:

It saves the time of the canvassers and of the giving public.

It invariably raises more than the campaigns of the welfare institutions conducted separately.

It increases by at least 400% the number of contributors and thereby widens interest in welfare work.

It relieves the supporters of each welfare institution from financial worry and enables them to devote their time and energy to the work of the institution.

It preserves, through the privilege of allocations, the present interest of contributors in certain institutions, and at the same time tends to broaden public interest in all approved welfare work.

## Proposed Steam Stand-By Plant for Winnipeg

A move is under way to arrange for the construction of a steam stand-by plant for the Winnipeg Hydro-Electric System, in order to provide power for the operation of a street lighting and a water works system and to supply commercial plants in the event of the hydro-electric system being interrupted. The city's proposal is to erect a plant of from twelve to fifteen thousand h.p. and later to bring this up to thirty thousand h.p. It is estimated that the total cost would ultimately run to \$1,500,000. The annual expense of this stand-by plant would be \$120,000.

Manufacturers of Winnipeg added their strength to the other opposition to construction of this plant by submitting a resolution of protest to the City Council when a delegation from the Prairie Division of the Canadian Manufacturers Association waited on the Council to support the resolution urging a joint agreement with the Winnipeg electric railway for exchange of power in the case of a break-

down. The Prairie Division of the C.M.A. is taking the stand that the proposed expenditure is unnecessary.

W. S. Cameron, speaking for the Association, claimed that the surplus from earnings of the Hydro should be diverted to general civic uses looking to reduction of the tax rate, rather than expended on the proposed stand-by plant.

Urging that the Canadian Manufacturers Association was vitally concerned in the Hydro Stand-by proposition as its members were amongst the largest power users of the city a delegation of three from the Prairie Division of the Association spoke in support of a resolution passed at a meeting of the general membership which read as follows:

"Whereas the city of Winnipeg proposes to erect a steam stand-by plant with an immediate capacity of 12,000 or 15,000 h.p. at an estimated total cost of \$1,500,000, to supply power for the operation of its street lighting and water works system and to supply commercial plants in the event of an interruption to the Hydro-Electric system; and whereas the erection of this stand-by plant will also involve the expenditure of a large sum of money annually for maintenance, and whereas the Winnipeg Electric Railway Company already maintains a steam stand-by plant in Winnipeg;

"Therefore, be it resolved that the Winnipeg Branch of the Canadian Manufacturers Association respectfully urge the city council to enter into negotiations with the company with a view to arriving at some satisfactory plan for the joint use, in cases of emergency, of the Winnipeg Electric Railway Company's power by that company and the city Hydro-department, before proceeding with the expenditure of a large sum of money by the city for a separate steam stand-by plant."

## Modern Butter and Ice Cream Plant

A representative of the Association called upon D. P. Carlyle, president of the Crystal Dairy, Ltd., Lethbridge, Alta., just in time for luncheon on the occasion of Mr. Carlyle officially opening his new plant in Lethbridge, which is one of the largest and most modern in Western Canada. To celebrate the event Mr. Carlyle had invited the whole of the Board of Trade and members of the Rotary Club of Lethbridge, first to have luncheon on the premises, and later to view the new machinery and plant which had just been constructed. The guests numbered about 200, and many expressions of good will and wishes for the future success of the company were tendered to Mr. Carlyle on this occasion. Needless to remark, Mr. Carlyle has already taken out membership with the Association, as he is already well acquainted with the valuable work performed by our organization.



# LA SECTION FRANÇAISE

## Notre Dollar Canadien

Bien des commentaires ont été faits concernant la baisse en valeur de notre dollar canadien durant les années d'après-guerre. Maints économistes ont émis leurs opinions sur les causes de cette dépréciation, et après avoir épuisé toutes les théories possibles on est enfin venu à la seule conclusion pratique. C'est que si un pays importe plus qu'il exporte, il s'en suit que l'effet de l'offre et de demande, s'il ne sont pas équilibrés amènera inévitablement une dépréciation dans la valeur du numéraire. De plus, on pourrait établir un parallèle entre les clients qui achètent au comptant ou à crédit. Le premier profite de l'escompte qui lui est accordé tandis que le second subit l'effet contraire.

Durant la guerre, nos exportations dépassaient de beaucoup le chiffre de nos importations, ce qui contribua à tenir notre numéraire en équilibre, mais après la guerre, les rôles ont changés vu qu'à part la balance énorme en faveur des importations notre pays avait des emprunts considérables aux Etats-Unis. Par conséquent nous avons subi de la part de nos voisins le même sort que les pays d'Europe, et maintenant les rôles sont changés, et nous devons être fiers de constater que, seul, le numéraire canadien a non seulement repris sa valeur normale, mais maintenant il fait prime aux Etats-Unis et à l'étranger.

Malgré toutes les raisons qui ont pu causer cet état de choses, il est évident que nos exportations étant supérieures à nos importations des Etats-Unis a eu une très forte influence pour le relèvement de notre numéraire, il n'y a aucun doute que la campagne, entreprise par l'Association des Manufacturiers Canadiens, enjoignant notre peuple à n'acheter que des marchandises et autres articles produits en Canada, a influencé considérablement sur la situation actuelle.

Afin d'activer cette campagne davantage l'exécutif de l'Association a émis une circulaire à tous ses membres leur offrant un moyen de continuer d'une manière intensive ce mouvement, qui contribuera à l'expansion de nos industries non seulement au bénéfice des centaines de milliers d'artisans qui y trouvent leur subsistance, mais en même temps garder la valeur de notre dollar canadien à son état normal et lui donner un rendement plus élevé qu'aucuns numéraires des pays étrangers.

## Notre Commerce Extérieur

Nous signalons avec plaisir un regain marqué de notre commerce extérieur qui s'accroît de plus en plus durant les derniers douze mois, car d'après les statistiques recueillies au département du commerce, nos importations avec les Etats-Unis, durant cette période ont diminuées de près de \$100,000,000. Par contre, nos exportations ont augmentées dans une proportion presque équivalente.

Malgré le tarif exclusif américain, l'Association des Manufacturiers Canadiens s'est prévalu des tarifs préférentiels accordés aux colonies anglaises, pour ouvrir avec elles un marché d'exportation avan-

tageux, ce qui met nos industries dans une position plus ou moins indépendante d'avec les Etats-Unis, qui nous menaçait de submerger notre marché avec des marchandises et des articles de qualités et de valeur problématiques.

Depuis un an, l'Association des Manufacturiers Canadiens a envoyé des délégués dans les pays de l'Amérique du Sud, afin d'activer notre commerce avec ces contrées, et des négociations sont en voie de réalisation pour établir des communications directes afin d'éviter que nos marchandises leur soient délivrées par des voies américaines, et en même temps faire en sorte que les navires nous rapportent en échange des produits des Indes Occidentales et autres pays de l'Amérique du Sud.

Il n'y a aucun doute que nous pouvons envisager l'avenir avec confiance, car avec la situation économique qui s'améliore de jour en jour, et la réhabilitation de notre numéraire, nos voisins, avec le mur de Chine qui restreint notre commerce fera converger ses capitaux vers notre pays, où nous avons l'espace, les richesses naturelles, l'énergie électrique et autres accommodations qui seront de nature à leur procurer un rendement avantageux pour leurs placements.

## Comité de Législation du Club d'Exportation

Le club d'exportation de Montréal et du district a tenu son assemblée générale dans les bureaux de l'A. M. C. vendredi le 29 septembre, sous la présidence de M. F. R. Whittall, afin de préparer une liste des officiers pour l'année courante.

Le comité nommé à cet effet soumit les noms suivants: Président, J. A. Laprès; 1er vice-président, V. G. Bertram; 2ème vice-président, à être choisi plus tard. Comité exécutif: M. M. J. A. Dodd, de la Dominion Textile Co., Ltd.; A. D. Huff, de Riordon Pulp and Paper Co.; Geo. A. Bennington, de Grace & Company; Howard Williams, de Harrison & Grossfield, Ltd.; Guy Tombs, de Guy Tombs, Ltd.; A. S. Ginger, de Howard Smith Paper Mills, Ltd.; W. S. McLennan, de Brandham Henderson, Ltd. Comme on doit y ajouter plusieurs autres noms la chose à été remise à la prochaine assemblée générale.

Le secrétaire a reçu instruction d'aviser les personnes du choix fait, afin de savoir s'ils seront prêts à agir, et après avoir reçu leurs réponses, une assemblée générale sera convoquée afin de parfaire officiellement la liste complète du nouveau comité exécutif.

Le comité de nomination sortant de charge recommanda au nouveau comité exécutif de faire du recrutement pour augmenter le nombre des membres du Club d'exportation, qui peuvent être recrutés parmi les banques, les compagnies de transportation et les marchands qui font de l'exportation, et de continuer l'affiliation de l'Association des Manufacturiers Canadiens suivant le vœu de la prochaine assemblée générale.

## La Succursale de Sherbrooke

L'assemblée mensuelle de la succursale de Sherbrooke de l'A.M.C. a eu lieu à l'hôtel Magog, mercredi, le 4 octobre sous la présidence de M. George D. McKinnon.

Après la lecture et l'adoption du procès-verbal de la séance précédente, on entama la question d'établir une section de Manufacturiers pour la prochaine exposition qui sera tenue à Sherbrooke l'an prochain, et à cet effet un comité, composé de MM. McKinnon, Joslin et McRae, fut nommé afin de pourvoir aux moyens de mener la chose à bonne fin et faire rapport à une assemblée subséquente de la succursale.

Le secrétaire de division fit ensuite rapport d'une entrevue qu'il eut avec le premier ministre de la province, concernant la compensation des accidents du travail, qui fut approuvé.

Au sujet de l'impôt sur les corporations, le secrétaire fit rapport des amendements qui seront proposés à la prochaine session de la législature. Ces suggestions ayant été approuvées sont référées au comité de législation, qui décidera des démarches à faire.

A propos de la visite de la Mission de l'exposition de l'Empire britannique qui sera à Montréal le 23 octobre courant, les membres de la succursale de Sherbrooke sont invités à prendre part à la réception qui sera donnée à cette occasion.

Sur la question de l'impôt sur les ventes qu'on propose de convertir sur la production, on a, après discussion, décidé de soumettre la chose au conseil exécutif qui en prendra charge.

Plusieurs des membres se plaignent de la pénurie des wagons de fret à Sherbrooke. Après discussion la question a été renvoyée au département de transportation qui y verra.

On discuta ensuite l'avance de l'heure et sur proposition de M. Sangster, appuyé de M. McRae, on fera des démarches afin qu'elle soit universellement établie l'an prochain, et des résolutions furent adoptées à cet effet.

M. McRae, de la Peerless Jewellery Co. s'était plaint des prix exorbitants chargés sur l'assurance des bijoux envoyés par colis postaux, il fut décidé de référer la chose au département de transportation qui en disposera.

Après avoir discuté la question du recrutement de nouveaux membres pour la succursale de Sherbrooke, le secrétaire de division annonça la visite de M. Roger W. Babson, de l'organisation des statistiques Babson, qui sera à Montréal le 3 novembre prochain et qui adressera la parole à un dîner en son honneur à l'hôtel Windsor.

## Comité de Législation

Le comité de législation de l'Association des manufacturiers canadiens s'est réuni aux bureaux de Montréal, jeudi, le 5 octobre sous la présidence de M. W. S. Fallis.

La première question à être considérée fut la loi de compensation pour les accidents de travail, et sur les amendements à être soumis à la prochaine session de la législature provinciale, le secrétaire fit un



compte-rendu confidentiel d'une entrevue qu'il eut avec le premier ministre à ce sujet, assurant la division de Québec qu'elle serait avisée si par hasard le gouvernement doit proposer des changements à cette loi.

Dans une cause qui se rattache à cette loi, le juge Désy de Trois-Rivières, siégeant dans une cause de compensation, suggéra que le gouvernement établisse un montant quelconque pour l'administration d'une annuité et son achat. On s'est montré favorable à cette suggestion, mais l'association préfère attendre les développements avant de faire aucune représentation au Cabinet.

Comme le secrétaire avait été autorisé de rencontrer le premier ministre de nouveau, afin de le remercier pour sa promesse d'avis d'aucuns changements à la loi, il devra aussi lui demander de ne faire aucune modification cette année, en conséquence il fit rapport de cette entente.

Sur la question de l'avance de l'heure, le secrétaire fit rapport d'une résolution adoptée par la succursale de Sherbrooke, à sa réunion du 4 octobre, à l'effet d'établir l'avance de l'heure d'une manière universelle, mais malgré que le gouvernement fédéral avait proposé la chose comme obligation, on fit tant d'opposition à cette loi, qu'elle fut reseedré, et les municipalités et villes auraient le droit d'en disposer suivant les circonstances. Il fut en conséquence décidé de soumettre la question au centre et aux associations agricoles afin de savoir s'ils concourront dans l'idée, et que si la succursale de Sherbrooke a des suggestions à faire, la question sera discutée à la prochaine réunion de l'exécutif de la division de Québec.

A propos de l'impôt sur les corporations et de son unification dans tout le Canada; les opinions étant partagées sur la question, on décida d'attendre qu'une meilleure entente existe, et que pour le moment la loi reste telle qu'elle est en ce qui concerne la province de Québec. Le secrétaire à ce sujet fit rapport d'une entrevue avec le premier ministre et le contrôleur de la province au sujet de modifier la loi actuelle afin que les corporations qui n'ont que 50% de leurs capitaux investis dans cette province ne soient pas imposées pour tout le montant de leur capital. Un comité composé de MM. T. P. Howard, Doyle, Jaquays et du secrétaire, prépare une échelle d'impôt qui sera proposée aux autorités provinciales pour être considérée à la prochaine session de la législature.

En ce qui concerne la loi actuelle de faillite mise en force dans la province de Québec, et vu qu'un trop grand nombre de syndies autorisés, nommés pour la ville de Montréal, manquaient de compétence, il fut décidé que la question soit soumise au département en loi de l'Association, lui recommandant de s'entendre avec la Credit Men's Trust Association, pour s'enquérir sur la qualification des syndies nommés et voir s'ils sont en mesure de remplir les devoirs de leur charge, et de faire des représentations aux autorités compétentes afin de protéger les créanciers dans les cas de cessations de biens.

### Succursale de St-Jean

L'assemblée mensuelle de la succursale de St-Jean, Qué. de l'A. M. C. eut lieu dans les bureaux de la Singer Manufacturing Co., le 13 octobre, sous la présidence de M. A. W. Davidson.

Après lecture du procès-verbal de l'assemblée précédente, qui fut adopté, la question de recrutement de nouveaux membres fut entamée et il fut décidé que le secrétaire de la Division vienne à St-Jean le 24 octobre et que de concert avec M. M. Trotter et Tait ils s'occupent de recruter de nouveaux membres.

Le secrétaire de Division informa les membres de la succursale que la prochaine réunion de l'exécutif de la Division de Québec aura lieu à St-Jean et on fixa la date au 10 novembre, le comité local se chargera de voir à organiser un dîner qui sera donné aux visiteurs après la réunion.

Après avoir discuté brièvement la loi de compensation des ouvriers, le secrétaire expliqua les démarches faites concernant la loi d'impôt sur les corporations, et que l'exécutif local se joigne avec la division de Québec, afin de demander aux autorités provinciales de continuer la mise en vigueur de la loi actuelle.

La question de l'avance de l'heure pour économiser la lumière, fut discutée, et on se prononça en faveur de voir à ce qu'elle soit adoptée à St-Jean l'an prochain, et que des démarches soient faites auprès du Conseil Municipal, afin qu'il se décide, le plus tôt possible, en faveur du projet.

### La Pureté Alimentaire

L'assemblée de la section des aliments pures a été tenue aux bureaux des Manufacturiers Canadiens à Montréal, jeudi, le 21 septembre dernier, sous la présidence de M. S. W. Ewing.

Le but de cette assemblée a donné cours à une discussion sur un paragraphe de la circulaire, émanée par la branche du département sanitaire des aliments et des drogues en date du 7 août, concernant les fausses marques sur les aliments, dans les termes suivants:

"D'après les paragraphes (a) (b) (c) et (h) de cette section, les produits alimentaires suivants tels que: la compote anglaise, la marmelade écossaise, le chocolat suisse, la moutarde française etc., ne portent les marques des pays d'où ils proviennent.

Le président fait remarquer que le mot "etc." peut être étendue dans son application, car il peut inclure les articles tels que: la crème de Boston, les fèves au lard de Boston, la sauce Worcester, la farine Romaine, le blé d'Inde et plusieurs autres qui pour la plupart, sont achetés par le public et qui n'indiquent pas le pays qui les fabrique.

Le fait que la moutarde française a été spécifiquement placée dans cette catégorie a soulevé des objections, car l'expression qui est devenue un mot usuel domestique signifierait la moutarde liquide d'aucun genre.

Il a été, en conséquence proposé par M. Downey appuyé par M. Boudrias, et résolu que la section des aliments pures de la succursale de Montréal, de l'Association des Manufacturiers Canadiens, recommande au Conseil exécutif de l'Association qu'une définition spécifique du mot "etcetera" tel que contenu dans la circulaire émanée par le département sanitaire, en date du 7 août, concernant les fausses marques, soit obtenue, et que des abjections soit enrégistrées à l'égard d'avoir la "moutarde française" comprise dans ce règlement, car ce serait dans plusieurs cas une restriction causée au commerce en défendant la fabrication et le marquage des produits alimentaires, tels que la moutarde française, qui pendant des années est en usage dans les pays du monde entier, ne soit pas comprise dans l'expression générale du dit règlement, et que le gérant de section du département commercial de cette Association, convoque une assemblée des fabricants, de Toronto, de produits alimentaires purs, afin qu'ils discutent la question et prêtent main-forte afin de résoudre la question à son mérite.

Parmi les membres présents étaient M. M. W. P. Downey, de W. P. Downey & Co.; A. Lefevre, de J. V. Boudrias et fils, Ltée.; J. V. Boudrias, de la même firme; A. C. Breeze, de W. J. Bush & Co.; J. H. Preston, de Preston Pure preserves.

### LA MISSION D'EXPOSITION BRITANNIQUE

La mission de l'exposition de l'Empire britannique a été mercredi midi, le 25 octobre, les hôtes de la division de Québec, qui a agementé son passage à Montréal, par un dîner à l'hôtel Windsor, où avait été conviés les principaux représentants du Board of Trade, la Chambre de Commerce et autres organisations d'utilité publique.

Les membres de division dans toutes les parties de la province firent actes de présence et M. F. W. Stewart, le président, après que tous eurent fait honneur au menu, souhaita la bienvenue aux distingués visiteurs et en termes appropriés introduisit le Major E. A. Belcher, Chef de la Mission, qui exprima son admiration pour le progrès étonnant qu'il a constaté dans les industries et le commerce en général depuis son arrivée au Canada.

Le major Belcher fait ensuite allusion à certains faux rapports télégraphiques donnant de soi-disant opinions de fabricants anglais au sujet du bois de construction et du grain canadiens. Il dit que les auteurs de ces rapports ont une grave responsabilité car ils sont faux du commencement à la fin et susceptibles de faire des dommages incalculables. Heureusement, il compte que les Canadiens comprendront ce qui en est et qu'ils ne se laisseront pas influencer.

Après avoir cité des chiffres démontrant les avantages pour le Canada et les autres Dominions d'étendre leur commerce avec la Grande Bretagne et ses colonies, par le fait s'affranchissant de la dépendance que nous avons subi avec les Etats-Unis et démontra que les autres Dominions pouvaient fournir à l'industrie et au commerce canadiens, ce dont ils ont besoin sans avoir recours à l'étranger.

Le major Belcher a ouvert des horizons nouveaux aux usiniers, producteurs et manufacturiers du Canada et tous peuvent maintenant comprendre les immenses possibilités qui existent dans une exploitation bien organisée de nos ressources naturelles de manière à ce qu'elles soient appréciées des autres parties de l'Empire. Le Canada est capable à lui seul de nourrir l'Empire et c'est quelque chose, mais il peut faire plus encore et se créer des débouchés plus importants partout dans l'Empire. C'est pour cela que la rencontre des divers représentants sera chose excellente.

D'autres discours, commentant favorablement les remarques du Major Belcher, furent prononcés par MM. W. M. Birks, président du Board of Trade et Milton Hersey, commissaire du Port de Montréal.

Etaient présents le major Belcher et M. Wm. Birks, président du Board of Trade, et à sa gauche, M. Alfred Lambert, président de la Ch. de Commerce. Nous y avons remarqué les personnes suivantes: le colonel A. Christie, C.M.G., D.S.O., de la mission britannique; F. W. Bates, secrétaire de la mission; A. Christie, Sir George McLaren Brown, Sir H. Laporte, Capitaine C. Ainsworth, J. W. Ross, G. T. Wilney, A. D. Dawson, Rév. E. Duncan, D.D., Frederick Hague, C.R., C. H. Catelli, A. D. Huff, Milton Hersey, commissaire du Port; T. J. Stevenson, D. E. Hamilton, N. C. Polson, Dr. W. H. Atherton, M. J. Stanley Cook, secrétaire du Board of Trade; Léon Lorrain, secrétaire de la Chambre de Commerce; W. R. Gould, secrétaire de l'Association des Manufacturiers; H. B. Mackenzie, E. G. M. Cape, W. H. Allis, Fred. Whithall, Arthur Vaillancourt, Joseph Daoust, Walter Smardon, J. E. Carboneau, A. S. Findlay, J. O. Labrecque, Ernest Bilodeau, A. W. Knowton, W. S. Atwood, A. Whyte, James Smyth, Norman Holland, R. O. Grothé, J. A. Laferté, Ludger Gravel, Henry Laureys, A. Brunet, W. Baird, T. B. Williams, G. P. Ruckbie, A. A. McTague, W. H. Miner, etc., etc.



# News from British Columbia Division

Headquarters of Division, 701 Board of Trade Building, Vancouver

Chairman.....F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman.....Edwin Tomlin, B. C. Cement Co., Limited, Victoria  
Secretary.....H. Dalton

ONE of the developments of the month of particular interest to the members of the Association in British Columbia was the visit of the Hon J. A. Robb, Minister of Trade and Commerce, en route to Australia to take up with the authorities in that country the question of negotiating a preferential tariff arrangement with Canada. The negotiation of such an agreement is of particular interest to British Columbia, and while in Vancouver, Mr. Robb received numerous delegations, including various groups of manufacturers, representatives of the fruit growers and others, urging upon him not only the benefit which would accrue to British Columbia producers from such an agreement, but pointing out also the opportunity which exists for the marketing of numerous Australian products in this country, and the opportunities which would be offered for the establishment of new industries on this coast, given greater facilities for securing raw materials from Australia.

The Executive Committee of the British Columbia Division met Mr. Robb while in Vancouver, and two of the members of the Committee, J. H. McDonald, general manager of the British Columbia Manufacturing Company at New Westminster, and chairman of the Box Manufacturers' Section of the British Columbia Division, and R. L. Cliff, president of the Pacific Milk Company, Vancouver, sailed with Mr. Robb on the *Makura* from Vancouver on October 20th. Messrs. McDonald and Cliff are visiting Australia primarily in the interests of their respective firms, but also carry credentials as representatives of the British Columbia Division and of the Provincial Government of British Columbia, to assist Mr. Robb in any way possible while he is in Australia.

Mr. Robb was the guest of honor at a dinner given by the Vancouver Board of Trade on the evening of October 18th, and on that occasion J. B. Thomson, past chairman of the British Columbia Division and vice-president of the Vancouver Board of Trade, presented the following memorial to Mr. Robb as expressing the views of all interests in the Province:

## Memorial

"The Province of British Columbia is vitally interested in the project for the establishment of a reciprocal tariff arrangement between Australia and Canada, probably more so than any other Province in our Dominion. The reasons for our particular interest in this matter are briefly as follows:

"It is a fact that British Columbia, from an industrial and manufacturing

point of view, ranks third among the provinces of Canada, following Ontario and Quebec in the number of manufacturing establishments and value and volume of products. If the industries already established in this Province are to expand as those in Eastern Canada have done they must find new markets. We firmly believe that no greater stimulus in this direction can be given at the present time than the facilitating of trade with Australia through a preferential or reciprocal tariff arrangement. We also believe that there are many opportunities here for the establishment of new industries, for the manufacturing of raw materials procurable in Australia, as for instance, wool and cotton. These raw materials are now being sold by Australia in other markets, although, given a tariff preference, they might find an equally profitable market in Canada.

"We import at the present time from the United States and other sources an enormous volume of fresh and dried fruits not produced in this country, and we believe that it should be possible for us to procure these commodities in Australia, with equal advantage to the Australian grower and to the Canadian consumer. Doubt is frequently expressed as to the feasibility of importing citrus and other fruits from Australia, on account of the distance; but it must be borne in mind that Australia is much farther from the Old Country than it is from Canada; yet Australia has been shipping fruit for many years to the British market, as our own growers know, they having found themselves in competition with the Australian product in certain lines of fruit which we produce in this Province.

"British Columbia is also interested in securing a tariff preference in Australia for her lumber and lumber products, including lumber for building purposes, box shooks, sash and doors, shingles, veneers, etc. The classes of lumber produced on this coast are largely in demand in Australia for building and many other purposes, and are of species which do not compete with the native woods of Australia. From the standpoint of the development of the natural resources of this Province, the extension of markets for our lumber is possibly the most important of all. For the purpose of emphasizing this point, we might state that approximately forty per cent. of the entire payroll of British Columbia is produced through the lumber and allied industries, including pulp and paper. We are in the position, through the raw resources of lumber available here, to meet almost any demand which might be made on us for lumber products for many years to come.

"A few figures indicating the amount of lumber shipped from British Columbia to Australia, as compared with similar shipments from American Pacific coast ports during the last twenty years, may be of interest:—

AUSTRALIA.  
(In millions of feet B.M.)

Year	Oregon and Washington	British Columbia	Total	Percentage.	
				Oregon and Washington	British Columbia
1902 .....	41	21	62	66	34
1903 .....	45	5	50	94	6
1904 .....	55	8	63	88	12
1905 .....	49	14	63	79	21
1906 .....	82	25	107	77	23
1907 .....	75	25	100	75	25
1908 .....	120	12	132	91	9
1909 .....	55	31	86	64	35
1910 .....	110	39	149	74	26
1911 .....	158	29	187	85	15
1912 .....	172	25	197	87	13
1913 .....	229	10	239	94	4
1914 .....	185	8	193	96	4
1915 .....	101	6	107	94	6
1916 .....	99	2	101	98	2
1917 .....	62	16	78	79	21
1918 .....	69	6	75	91	9
1919 .....	36	9	45	81	19
1920 .....	74	32	106	70	30
1921 .....	38	27	65	58	42
1922 (6 mos.)	54	25	79	68	32

With a preferential agreement with Australia applying to lumber imports from Canada, we believe that it would be possible to replace all of these lumber imports into Australia from the United States with Canadian products. Detailed statistics are being supplied you by the Timber Industries Council.

"It has been stated in press reports, inspired, we believe, by interested parties in Australia, that the paper and pulp industry in this Province is largely controlled by American capital, and that the profits from this industry are disbursed outside of the Empire. This is not an entirely correct statement. While a certain amount of American capital is invested in the production of these commodities, there is also considerable Canadian capital invested, and, coupled with this fact, must be considered the further fact that in the manufacturing of this pulp and paper, the workers of all the numerous plants are Canadian citizens, spending their wages in Canada; that the raw materials used are entirely Canadian; that the supplies for the industry are predominantly Canadian; that the taxes paid by the different pulp and paper companies go entirely into municipal, Provincial and federal treasuries in Canada, and that opportunity exists for the investment of both Canadian and British capital, equally with American capital, for supplying the further requirements of the Australian and other markets for pulp and paper in the event of a preference being given to Canadian products.

"In this connection, if we desired to be critical, we might point out that British paper which now enjoys a preference of three pounds sterling per ton when imported into Australia, is by no means an all-British product. As a matter of fact, the raw materials entering into British papers are all imported, largely from Scandinavia and Finland.



British labor, to the extent of probably ten per cent. of the value of the finished article, is expended in converting this raw material, whereas in the Canadian article all labor from the first stages of the raw material to the finished article, is performed in Canada.

Australian records show that during the Australian fiscal year 1920-21, Canada supplied to Australia printing paper to the value of £980,582, the greater part of which was shipped from this Province. We believe that this figure could be largely increased under different treatment in respect to import duty into Australia than at present exists.

"Another of our basic industries which is of great importance to this province and which is vitally interested in securing better facilities for reaching the Australian market, is our fishing industry. The importance of that industry to this province will be apparent when we point out that in the year 1921, British Columbia produced forty-seven and one-half per cent. of the total fisheries products of the Dominion. Quite obviously, the product of this industry must find its way to overseas markets, and here, as in the case of lumber and paper products, the classes of fish on which it is desired to secure a preference in Australia do not come into competition with the domestic products of that country. The following comparison of exports of canned fish from Canada and from the United States to Australia over a period of years may be of interest:

Year	AUSTRALIA.		
	U.S. Cases	Canada Cases	U.S. in Excess of Canada
1921 .....	73,980	47,623	26,357
1920 .....	59,991	45,808	14,183
1919 .....	120,369	46,600	73,769
1918 .....	154,104	78,129	75,975
1917 .....	145,642	46,598	99,044
1916 .....	229,902	70,106	159,796
1915 .....	153,496	99,773	53,723
1914 .....	124,203	53,698	70,505

"These figures, we think, indicate the large development possible in the sale of our fisheries products in the Australian market.

"We already enjoy a tariff preference on fisheries imports into New Zealand, and as indicating the effect which such a preference exerts in favor of the Canadian article, we submit the following figures showing imports of fish into New Zealand from Canada and from the United States over a period of years:—

Year	NEW ZEALAND.		
	Cases U.S.	Cases Canada	of U.S. in excess of Canada
1921 .....	162	17,477	17,315
1920 .....	2,060	29,813	26,953
1919 .....	1,282	29,806	28,524
1918 .....	5,005	33,823	28,818
1917 .....	2,019	35,201	33,182
1916 .....	4,506	27,900	23,394
1915 .....	2,459	27,877	25,418
1914 .....	1,982	28,942	26,960

"It is a fortunate circumstance that the seasons in Australia are exactly opposite to our seasons here, the natural result being that the fruit seasons in the two countries are just reversed. It follows that when our market is bare of the domestic product in the later win-

ter months, we should be using Australian fruit rather than the products of California and Florida, and when our season is at its height in the fall months, Australia should be able to reciprocate by purchasing our fruit. It is hardly necessary to point out what the fruit industry means to British Columbia, but we would state that the value of the products in one district alone in British Columbia last year (the Okanagan Valley) was \$8,000,000, and with a reasonable additional market assured in Australia, as would be the case with a reciprocal tariff on fruit, there is every reason to believe that there would be a marked growth in the fruit-growing industry in this province. As we understand that during your visit here you have had the opportunity of hearing from the fruit growers their views on this subject, it is not necessary for us to deal further with it at this time.

"Another reason for British Columbia's active interest, in seeing that the proposed arrangement with Australia is arrived at, lies in the fact of our comparative proximity to Australia, compared with other sections of the Empire. Large Canadian industries have located in Ontario and Quebec because they were nearer the Atlantic seaports which gave them access to the British and European markets of the Orient, and given additional facilities for trading with Australia and with the shipping facilities and favorable climate obtaining in British Columbia, we believe that we may reasonably expect the same industrial development on this coast as has taken place, and is taking place, in Eastern Canada.

"It is not our wish to weary you with statistics, but there are a few facts regarding the Province of British Columbia which we would like to impress upon you. This Province, containing only seven per cent. of the population of the Dominion, produced in 1921, twelve per cent. of the total freight tonnage handled by Canadian railways. In the same period this Province furnished over ninety-nine per cent. of the tonnage carried from British Columbia ports by the vessels of the Canadian Government Merchant Marine fleet. We all know that the transportation problem is one of the most vexed questions which the Government has to deal with, and anything which will tend to create traffic for the railway and steamer lines owned and operated by the Government is of vital interest to us as taxpayers.

"In closing, it is the wish of the Vancouver Board of Trade that you will meet with success on this, one of the most important missions from a commercial point of view that has ever been undertaken by a Canadian Minister, and that the personal sacrifice you are making on behalf of Canadian citizens in making this trip will be amply rewarded, and we extend to you at the same time our sincerest thanks for the interest which yourself and the Government have displayed in this matter, which is of such importance to Canada."

## Shipment of Grain for Export via Vancouver

The matter of securing greater facilities for the export shipment of grain through the port of Vancouver is receiving considerable attention on the Pacific coast at the present time, and while the Hon. J. A. Robb was in Vancouver in October, en route to Australia, this matter was taken up with him by various interests.

In the 1921-22 shipping season, over 7,000,000 bushels of grain from the Prairie Provinces moved via Vancouver, and from present indications there will be shipped during the 1922-23 season approximately 20,000,000 bushels. All of this grain is handled through the one elevator which was constructed by the Government in 1914, and it is probable, had not the war intervened, that the shipment of grain via Vancouver would have reached its present level some years ago. On account of war conditions, however (these conditions including shortage of ocean-going tonnage), it was not until the 1921-22 season that grain commenced to move westward in any considerable quantities. The one small elevator which now has to handle all of the grain shipped through Vancouver is being taxed beyond its capacity, and it was with the view of impressing on Mr. Robb the necessity for additional elevators that representations were made to him in Vancouver in October. Mr. Robb was convinced that the westward route for the movement of Canadian grain was perfectly feasible, and at a luncheon given in his honor by the business interests in Vancouver, just prior to his taking the steamer for Australia, Mr. Robb made the following statement:—

"It seems to me a good economical proposition to ship grain from the prairies through this port, not only for Vancouver, but for the people on the prairies. Soon after I became minister of trade and commerce I discerned that the crop of Alberta could be moved to Liverpool for considerably less via the Pacific than via the Atlantic.

"Last year demonstrated the need of additional shipping facilities in this port. I have been converted on that point.

"The man on the prairies can get seven cents a bushel more for his grain shipping westward than if he ships east over the Atlantic; that is, if we, as a nation, are prepared to accept the shipping of wheat rather than flour.

"I would suggest that the best policy for Canada is to send out her finished products, to ship flour instead of grain, finished lumber instead of logs, manufactured beef products instead of cattle, paper rather than pulp.

"Wouldn't it be good business for the people of Canada, as far as possible, to ship out flour instead of wheat, keeping the milling of our grain for Canadian labor? We should mill as much of our wheat as we can and increase our pro-



duction of butter, bacon, cheese and similar goods, that come from the manufacturing of basic products.

"While in England I heard a complaint on the London Corn Exchange against the condition of some of the Canadian grain that was being received there. They did not complain about the quality of that which came from the Canadian ports, but only what was shipped through the United States. I suggested that they dictate, in placing orders, that the grain must come through a Canadian port. One prominent broker said, 'Well, we shall boycott Philadelphia.'

"If they boycott United States ports it means just that much more business for Vancouver. Undoubtedly we should provide more facilities for grain going out through Canadian ports. I predict a very great future, not only for Vancouver, but for all the ports along the Pacific in Canada."

Mr. Robb, after quoting statistics to show that the Government elevator in Vancouver, although having been a losing proposition for a number of years, had, as a result of the shipments of grain through it in the 1921-22 season, become a highly profitable revenue-producer for the Government, closed his remarks to the Vancouver business men with the statement quoted below, and which is interpreted by those interested on the Coast as indicating that the Government will proceed at once with installing additional grain handling facilities at Vancouver. Mr. Robb said:—

"In the single year in which it has been under our administration it has passed more than double the quantity of grain put through in the five previous years, with 671,000 bushels to spare. When we were drawing up our estimates in January, we did not know that enough grain would come West to justify the expenditure of half a million or one million dollars."

### British Columbia Minimum Wage Act

A delegation of members of the Association from Vancouver and Victoria, headed by J. B. Thomson, chairman of the British Columbia Division Legislation Committee, waited on Attorney-General Manson in Victoria, on October 23rd, for the purpose of laying before him the desirability of making certain amendments at the coming session of the Provincial Legislature to the British Columbia Minimum Wage Act.

The principal amendment desired by interested members to this legislation is the reconstitution of the Minimum Wage Board, providing for representation thereon of the parties most directly interested in the operations of the Board, namely, employers and employees, along the same lines as the Boards of Manitoba and Ontario. Other minor changes in the Act were also suggested by the Association—all of which, it is believed, will receive Mr. Manson's favorable consideration.

## News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman.....J. E. McLurg, Halifax Shipyards, Limited, Halifax, N.S.  
Vice-Chairmen...J. A. Reid, Hartt Boot & Shoe Co., Ltd., Fredericton, N.B.  
C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
J. L. Macdonald, Atlantic Underwear, Limited, Moncton N.B.  
Secretary.....H. R. Thompson, Box 470, Amherst, N.S.

ON October 24th, J. E. McLurg, manager of Halifax Shipyards, Limited and chairman of the Maritime Division, C.M.A., addressed the Halifax Rotary Club on the labor problem. It was the second of a series of addresses on the subject, the first, dealing with it from the standpoint of organized labor, having been delivered two weeks before by J. T. Joy. The *Halifax Herald* gives the following account of Mr. McLurg's address:

"In opening his address, Mr. McLurg commented on the lack of sane or reliable literature dealing with the subject. A lot of trash had been written, he stated, with possibly a few grains of truth sprinkled among it, usually by people half informed on the question. 'The employer of to-day, is usually the executive head of a corporation or company, and in some cases takes the place of a go-between betwixt capital and labor, with the result that he is usually ground between the upper and nether millstone'."

Mr. McLurg then traced the origin of capital, quoting largely from Walker's work on the subject entitled, "The Things that are Caesar's." Walker holds that capital originated in the prehistoric days, when the unsuccessful member of a hunting party contracted to hand over part of his next "kill" to a successful hunter, providing he would supply his present needs.

"Up to within 150 years ago," said the speaker, "wealth or capital consisted almost wholly of land, cattle, horses, the number of tenants, etc., and it is only within the past 100 years that there has been any material advance in civilization as we know it to-day. Formerly, there was no room for the idea that a clever man might use his brains as an asset; there was no protection for ideas. A man might evolve something, only to have it duplicated by his neighbor. Only when ideas began to be protected was there any incentive for clever men to put their brain power to work."

The speaker wished it understood that he was not speaking as an employer, but as one who had given the matter some attention, and was to some extent expressing the ideas he had gained. He contrasted the conditions obtaining in Great Britain with these of America, and stated that because of the different methods of trade unionism in vogue in each country, the problem followed different lines. In Great Britain trade unionism is specialized, that is, each trade is organized separately, such as in the shipbuilding industry, where four distinct trades are represented on a job which in Canada or the United States is performed by, in some cases, one man, for the reason that 'on this side of the

water unionism follows industrial lines to a large extent.

The speaker then spoke on the profit-sharing plan, which had been hailed as a panacea for the ills of industry, but which had broken down, he said, owing to the refusal of the employees to share in the losses of the concern during times of industrial depression.

He sketched the proposal of joint control boards, such as were formed in the textile industry in England, but which for various reasons, such as the difference in shop organization, are not applicable to the conditions obtaining in this country. The Rockefeller plan in use in the oil industry in the United States is somewhat similar to the Hoyteley plan in Great Britain, but does not meet with the approval of the mass of organized workers, because of its tendency towards the open shop in industry.

"Co-operation is the only real solution, leaving out the transportation and coal mining industries," said Mr. McLurg. In the United States last year there were 82,000 large industries with 6,000 working under this plan. Marvellous results have been shown, and it has been proved that this system is successful, both in cutting down operating costs, better wages and also benefiting the consumer in lowering the prices on commodities. He sketched the formation of the scheme in a factory and showed the benefits accruing to both capital and labor from its adoption.

### Industrial Outlook in Nova Scotia Reviewed

The manufacturing outlook in Nova Scotia, states E. A. Saunders, Secretary Halifax Board of Trade, is bright. The British Empire Steel Corporation recently received an order for 25,000 tons of manufactured steel and this with the orders on hand assures work for considerably over six months for the full operation of the mills at Sydney. The Nova Scotia Steel and Coal Company has large orders on hand which also means employment at their several works for a number of months. At New Glasgow and Amherst, orders have been received for rolling stock for freight purposes—steel cars from New Glasgow and wooden cars from Amherst.

The lumber market has improved considerably over last year. Many of the concerns operating in this Province, have got rid of the stock on hand and are now making plans for operating in the woods during the coming winter.



# This Month's Doings in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....F. W. Stewart, Cluett, Peabody & Co., Ltd., Montreal  
Vice-Chairman.....Paul E. Joubert, Lamontagne Limited, Montreal  
Secretary.....R. W. Gould. Assistant Secretary.....A. S. Findlay

**T**HE Quebec Division of the Association intends to be "high line" in the matter of new members this year. Already, during the month of October, twenty-five new members have been secured in five different towns in the Province. A membership campaign in the city of Quebec and the city of St. Hyacinthe has been arranged, and at least twenty-five new members are anticipated from these centres. It is probable that a new branch will be formed in the latter city within the next month.

There is yet much work to be done in the city of Montreal, and the months of November and December will show results in these quarters. The Ontario Division must look to its laurels during the coming year, for Quebec Division officials serve notice upon our Ontario confreres that when the fiscal year is over they will at least know they have been in a membership campaign competition.

## Three Rivers Branch Doing Good Work

A meeting of the Three Rivers Branch will be held on November 9th, and the day preceding will see an intensive membership campaign carried out in that city. Last month the secretary spent one day in this work in that district, and six new members were secured. Mr. Aird, the new chairman, Mr. Bourque, the new vice-chairman, and Mr. Masson, the honorary secretary, are throwing themselves into the work heart and soul, and the branch is not only dealing with provincial and federal matters of interest to manufacturers, but is making itself felt in no mistakable degree in municipal affairs. A successful meeting was held there during the month and a luncheon has been arranged for November 9th, which will be attended, it is hoped, by about one hundred per cent. of the manufacturers of this district.

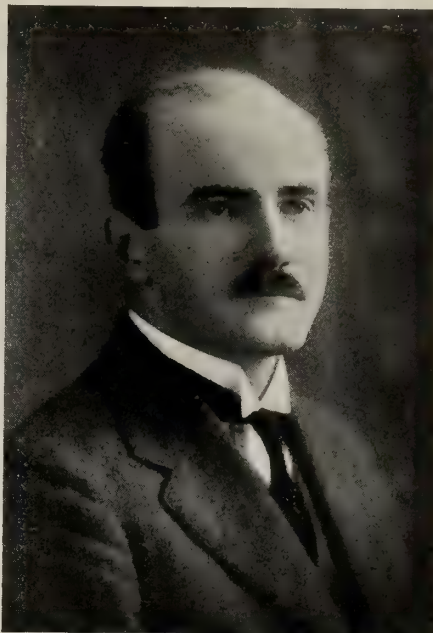
## Activities of the New St. Johns Branch

There has been considerable activity in the newly constituted St. John's Branch during the past two months. Another meeting has been held and it was decided that a membership campaign would be put on in the cities of St. Johns and Iberville. The divisional secretary spent a day in these cities recently, and out of a total number of seven prospects six new members were secured.

The next meeting of the executive of the Quebec Division will be held in St. Johns at noon on Friday, November 10th, when members of the Association

from all over the province will meet there for their deliberations. The Montreal members are arranging for a special car on the regular noon train to St. Johns on the 10th, and a large attendance is expected.

One of our members in Iberville, on whom we had the pleasure of calling, said that he had only been a member for a year, and prior to that time he was not able to say what the Association did; but now that he had joined he said, "I know of no subject of importance to manufacturers which is not being taken up by this Association and carefully looked into. I am firmly of the opinion



JEAN MASSON

Gelinas & Freres, Limitee, Honorary Secretary of Three Rivers Branch,

that the membership is far below the actual benefits received from this organization, and I say this as a new member who has only for one year taken advantage of your services."

The members in St. Johns are determined to have a strong and virile branch, and will take up local questions as well as those affecting manufacturers in a Dominion-wide way. A strong effort will be made to attract new industries to St.

## Sherbrooke Branch Discusses Some Problems

A well attended meeting of the Sherbrooke Branch was held in the Magog House, at that place, on October 4th.

Among numerous other questions that of "daylight saving" was discussed at some length, a resolution being passed that the Quebec Division and the Dominion Executive Council be urged to do everything possible to have the "daylight saving" system adopted throughout the Dominion during the coming summer.

The question of membership campaign was taken up and the secretary, finding it necessary to spend another day in Sherbrooke on other matters, employed his spare time in canvassing prospects, resulting in a total of six new members being secured, bringing the roll at that place up to one hundred per cent.

The railway car shortage prevailing in Eastern Canada was mentioned by Sherbrooke members, and arrangements made for the Transportation Department to take the matter up with the proper authorities, with a view to securing relief.

## Meeting of Quebec City Branch Held

An important meeting of the Quebec Branch was held on October 16th, in the offices of "The Brasserie Champlain," with the President of that Company, A. P. Robitaille, who is also Chairman of the Quebec Branch, in the chair. A number of subjects were discussed, including Workmen's Compensation Act, and Corporation Tax Act, but perhaps the immediate interest centred upon the question as to whether or not Quebec should have representation on the new Canadian National Railway Board, and it was unanimously decided to press for such representation along with representations which are being made by the Quebec Board of Trade.

The matter of putting on a membership campaign was also taken up and arrangements made for the Divisional Secretary to spend two or three days in Quebec, with a view to bringing the membership in this important centre to as nearly as possible one hundred per cent., as has been accomplished recently in some of the other cities in this Province.

## Quebec Legislature Now in Session

The Quebec Legislature is now in session, and the Quebec Division is busily engaged in attending to business legislation. The outlook is for a provincial election early in the new year, and it is not likely that any legislation of a particularly argumentative nature will be introduced into the House.

It is believed that certain amendments to the Corporations Tax Act will be introduced, but it is doubtful if any important amendments to the Workmen's Compensation Act will be introduced at this session.



# Industrial Relations Bulletin

Supplied by Industrial Relations Department, C.M.A.

## Suggestion Scheme Meets with Success

In a paper read before the Industrial Welfare Conference at Oxford, Gerald B. Lloyd described a plan for encouraging suggestions from employees, which he had put in effect in the factories of Morland & Impey. It was started thirteen years ago and was still in successful operation. There are two committees who appraise the suggestions submitted, one dealing with manufacturing and the other with general questions. All suggestions to the value of ten shillings or over are paid ten shillings on acceptance, and are re-valued at the end of six months. Awards are paid within a day or two of publication on the notice boards, which is about seven to ten days after acceptance. A register is kept of all suggestions received, accepted and rewarded, and the names of successful suggesters are published quarterly, together with the number of suggestions, the amounts and total awards. The names of unsuccessful suggesters are, of course, never divulged. Over 5,000 suggestions have been dealt with, and over 300 meetings have taken place since the inauguration of the scheme in March, 1908. The highest award in 1920 was £31: 15; in 1921, £13; in 1922, £25. The largest amount ever paid was for an idea which was afterwards patented by the firm. As a rule it is customary to pay the suggester half the saving effected over a period of six months.

## Co-partnership Scheme of Lever Brothers, England

The following features were added recently to the co-partnership scheme which was introduced some years ago by Lever Brothers of Port Sunlight, England.

"(1) During any period of suspension from employment from any cause such as slackness of trade to which, in the opinion of the company, a co-partner has not either directly or indirectly contributed, the company will pay to such partner ex gratia such a sum by way of supplement to the State allowance, as together with that allowance will yield an amount equal to half the standard weekly rate of wages.

(2) In the event of a co-partner being ill and thereby prevented from working for at least seven consecutive days and satisfying the company as to the fact, such co-partner will receive ex gratia from the company the same weekly payment for four weeks as he or she would have received from suspension for the

causes above mentioned. After the expiry of four weeks the company will consider whether or not such benefits should be continued for any further period.

(3) Each co-partner will be presented ex gratia with a policy of life assurance of the minimum amount of £100, with one year's premium paid thereon. The intention of the company is to pay the subsequent annual premium on each such policy, and the company may from time to time increase the amount of such policy as they may determine, but so that the amount of assurance taken out for any single co-partner shall not

exceed, in the case of the staff, the sum of £1,000; in the case of forewomen and foremen, £2,000 and in the case of the management and directorate, the sum of £4,000.

(4) In the case of an assured with the consent of the Company retiring from active employment, the Company will make every effort to arrange with the Insurance Company that the Company may continue to pay the premiums on the total sum assured.

(5) The Company will make every effort to arrange with the Insurance Company, in the event of an assured becoming totally incapacitated from work by illness or other like cause, that Insurance Company will pay the amount assured as if the assured had died instead of becoming totally incapacitated."

This scheme is not to affect the Company's rights of suspension and dismissal. The benefits were offered voluntarily, no monetary contribution being required to be made by any employee.

## Cost of Living in Canada

The cost per week of a family budget of staple food, fuel, light and rent, in terms of the average prices in sixty cities in Canada, as compiled by the Department of labor, was as follows for August and comparative months:

	Aug. 1922	July 1922	Aug. 1921	Aug. 1920	Aug. 1919	Aug. 1918	Aug. 1914
Food .....	\$10 44	\$10 27	\$11 44	\$16 42	\$14 43	\$13 41	\$7 68
Fuel and light .....	3 44	3 41	3 64	3 76	3 06	2 85	1 89
Rent .....	6 96	6 95	6 86	6 37	5 31	4 89	4 81
Total, including laundry.	\$20 88	\$20 67	\$21 98	\$26 60	\$22 86	\$21 20	\$14 41

## Employment Conditions in Canada

The volume of employment in Canada, as estimated by the Employment Service of Canada, was as follows:

Month ending	Firms Reporting	Employees at Work	Index Number	Total Payroll
August 31, 1922.....	6,148	756,069	93.7	768,652
July 31, 1922.....	6,305	754,533	93.1	769,306
June 30, 1922.....	6,365	738,462	91.1	749,943
May 31, 1922.....	6,352	723,157	89.2	735,349
April 30, 1922.....	6,312	677,292	83.3	691,235

## Strikes in Canada

The Official Department of Labor figures, showing the number of strikes in existence in August, with comparison for previous months, are as follows. A very large part of the time loss was due to coal strikes in Alberta, British Columbia and Nova Scotia, these accounting for 372,784 of the 437,017 days of lost time. Of 22 strikes in existence in July, 19 were carried over into August. Five strikes commenced in August and 18 were continued into September:

	Disputes	Employees Involved	Time lost in working days
August, 1922 .....	24	24,006	437,017
July, 1922 .....	22	15,736	261,240
August, 1921 .....	31	3,442	73,273

## Immigration in Canada

The Department of Immigration and Colonization reports as follows on immigration for the month of July.

Period	Great Britain and Ireland	U.S.A.	Other Countries	Total
July, 1922 .....	4,305	2,024	1,328	7,757
Second quarter, 1922 .....	11,695	8,425	4,972	25,092
First quarter, 1922 .....	2,480	4,751	2,945	10,176
Second quarter, 1921 ....	22,458	11,831	7,183	41,472



## News Relating to Export Trade

Published by Arrangement with Commercial Intelligence Committee  
and Export Clubs of Montreal and Toronto

### Proposed Sample and Show Rooms at Shanghai

In the reference to the proposed sample and sale rooms to be established at Shanghai by the Department of Trade and Commerce, which appeared in the October issue of *INDUSTRIAL CANADA*, the statement was made that the charge for space was being tentatively quoted at \$50 for six square feet; \$75 for ten square feet, etc. This should have been \$50 for six feet square; \$75 for ten feet square, etc., these being much larger spaces than previously indicated.

### Canadian Exhibits at Nation's Food Show

The Canadian Chamber of Commerce in London advises that most of the Canadian exhibitors at the Nation's Food Show, held at the Olympia, were well satisfied with results. Among them were W. K. Kellogg Cereal Co., Limited; Maple Leaf Flour Mills, Limited; W. Clark, Limited, and MacLaren Imperial Cheese Co., Limited.

The value of the exhibition from an advertising standpoint was great, because many of the visitors had never before heard of the various commodities shown. Many took away various samples, showing that they were new customers, since no one would purchase samples if they could get the goods at their home stores.

### Projected Railway Lines in South Africa

The new railways which the Union Government has decided to construct, as announced by Mr. Jagger, Minister for Railways, in moving the second reading of the Railways Bill in the Union House of Assembly on June 21st, are as follows: Belmont to Douglas, Dunswart to Apex, Ermelo to Lothair, Fort Beaufort to Balfour, a two-foot gauge line from Frankfort to Villiers joining up with the Transvaal Natal main line, Franklin to Kokstad, Franklin to Matatiele, George to Knysna, Harrismith to Warden, Heilbron to Petrussteyn, Hercules to Magaliesberg, Kamfersdam to Winters-rush, Klipdale to Bredasdorp, Lydenburg to Olifantspoortje, Nylstroom to Vaalwater, Oudtshoorn to Calitzdorp, Rustenburg to Boschhoek, Senekal to Marquard, Settlers to Tuinplaats, Touwariver to Ladysmith, Upington to Kakamas, and a two-foot gauge line from Zastron to Wepener. Practically all of these will be agricultural lines. The total length will

be 851 miles, and they will cost £4,087,620. The Railways Bill also authorizes the Government to electrify railway lines, and the Government intend to start on the Maritzburg-Glencoe section.

### Of Special Interest to Canadian Exporters

A gentleman who has over twenty years' sales experience with three well known manufacturers and wholesalers in the United Kingdom and Canada, would like to enter into negotiations immediately with Canadian manufacturers producing goods suitable for the British market.

Established business premises with registered cable address in London, England and Belfast, Ireland, have been already arranged, and this party purposes sailing from Montreal about November 20th. Reference: Royal Bank of Canada, Pembroke, Ontario. Further particulars may be secured from Commercial Intelligence Department, C.M.A.

### Stratford Products Figure in South African Views

Charles A. Moore, president and manager of the Stratford Manufacturing Co., had an interesting experience in Chicago last week, says the *Stratford Herald* of Oct. 24. Mr. Moore's company does a large export business in South Africa. During his visit to Chicago, E. M. Newman was giving an illustrated travel talk on South Africa, and Mr. Moore, because of his large business connections, was naturally interested, and attended one of the lectures. As the pictures were thrown upon the screen, Mr. Moore was surprised and delighted to see, in two of the views shown, park seats made by his company and also some of his company's lawn chairs.

### Recent Overseas Visitors at Head Office

The following have visited the head office of the Association during the past few days:

L. Joseph, L. Joseph, Limited, Sydney, Australia.

G. MacDonald, MacDonald & Barnett, Christchurch, N.Z.

E. A. Belcher and Mr. Eates, British Empire Exhibition Association, London.

Thomas Lyles, London and New York.  
A. E. DaCosta, Kingston, Jamaica.

J. A. Philp, J. A. Philp & Co., Ltd,  
Christchurch, N.Z.

Acknowledgment is also made of the receipt of a letter from Japan from G. L. Braden, of the Russell Gear and Machine Co., Ltd., who is touring the Orient on behalf of his firm. Mr. Braden remembers that he is a Canadian and sends along some information that is of interest to gas engine manufacturers.

### Made-in-Canada Telephones for Australia

A Canadian Press report from Ottawa states that Made-in-Canada telephones will be used in Australia in carrying out the programme of new works and additions outlined by the commonwealth Postmaster-General. In addition to 14,459 telephones in arrears, it is anticipated that 28,498 instruments for new subscribers will be made available during the present financial year.

The Post Office Department has announced that after January 1 next, the rate of postage on letters from Canada to Cuba will be three cents for an ounce or fraction thereof.

### Gratifying Increase in Canadian Exports

Figures of Canada's external trade for the first six months of the current fiscal year, that is, to September 30th, show a remarkable recovery in export trade. For this period exports totalled \$395,000,000, an increase of \$53,000,000 over a similar period in 1921. On the six months' operation, the favorable trade balance was \$32,500,000, while on the operation during the same months last year there was an adverse balance of \$36,000,000.

### Federation of Japanese Industries

A project has been under consideration in Japan for some time past to establish an influential federation of business men's organizations and, the Commercial Intelligence Department is now advised that this project has been successfully accomplished. The name of this new organization is the "Japan Economic Federation."

The prospectus of the Japanese Federation shows that its objects are very similar to those of the Federation of British Industries and the Canadian Manufacturers' Association.

### British Exports Showing an Increase

The Board of Trade returns for the month of September show an increase in exports of British goods. The total, £62,500,000, is the highest since March, and is £2,500,000 more than in August. On the other hand, re-exports of foreign



and colonial merchandise show a further decline, and for the month amounted only to £16,500,000, a million less than in August, two millions less than in July, and nearly four millions less than in March. Imports show a considerable decline, being valued at £77,000,000, so that the apparent adverse trade balance for the month is as little as £8,000,000. The first nine months of this year, compared with the corresponding period in 1921, show an increase in British exports of £16,000,000 and a decrease in imports of £100,000,000.

### Secured Important Overseas Order From Scotland

An interesting overseas order has recently been completed by the Volta Manufacturing Company, Limited, Welling. It was a standard 3-ton electric steel furnace for Renton & Fisher, Limited, of the Hopetown Steel Works, Bathgate, Scotland. The furnace was complete with a 900 K.V.A. 3-phase transformer, built by the Packard Electric Co., of St. Catharines, and switchboard. With the exception of the transformer, electric motors and switchboard equipment, all the rest of the furnace was built in the Volta plant.

### New Map Shows Distribution of Canadian Products

The advancement of Canada in the field of international commerce during the past comparatively few years has been almost phenomenal. This rapid progress, in part due to the war, was and is undoubtedly the result of our unrivalled natural resources. The opening up of our western lands, the development of water-powers, the exploitation of our forests, and the rich mineral discoveries have provided a supply of raw materials and power for their utilization which have placed this country in a position in the foreign trade of the world where her per capita exports and imports exceed those of any other nation.

Canada's position in world economics is such that she must continue to occupy a prominent place in foreign trade. Our immense natural resources must find a market, while on the other hand there are many essential commodities which Canada does not produce or of which our supply is too limited. This trade will continue to expand as our population increases and as foreign demand for our products improves.

A further important factor in our foreign trade has been its wider distribution. Many countries are now trading direct with Canada which before the war only indirectly purchased Canadian goods.

The Natural Resources Intelligence Branch of the Department of the Interior, owing to the important part which the development of our natural resources represents in international

trade, has just issued a Trade Routes Map of the World in co-operation with the Department of Trade and Commerce. To the business man or student interested in Canada's advancement in the export field, or who is a direct importer, the new map is invaluable. Trade routes and shortest sailing distances between Canadian and foreign ports are clearly shown, both from the east and west coasts, either direct or via the Panama or Suez canals. An added feature of much value is tables of important sailing distances in nautical miles. The map has been prepared from the latest authentic information, and readjustments of territory, due to the treaties following the great war, are clearly shown on the map. The principal railways in the more important countries are also shown. Copies of the map may be obtained on request from the Natural Resources Intelligence Branch of the Department of the Interior at Ottawa.

### October Meeting of Toronto Export Club

Two illustrated lectures were the features of the October 31st meeting of the Toronto Export Club. The first was given by J. S. McMurray, who described a business trip to the West Indies which he had taken last winter in the interests of his company, Gutta Percha & Rubber, Limited. The second speaker was E. C. Davies, traffic superintendent of the Canadian National Telegraphs, who described the telegraph and cable connections of Canada.

Mr. McMurray visited on his tour Trinidad, British Guiana, Barbados, Venezuela, Curacao, Panama, Jamaica and British Honduras. In most of these countries he found at the time of his visit that business was not generally good. Sugar the principal product of Barbados, was fetching low prices all last winter, and the result was naturally decreased purchasing power. Cocoanuts, another important product of the West Indies were also not selling well. Mr. McMurray considered, however, that conditions were improving and Canada's prospects for trade excellent. He found everybody anxious to trade with Canada, and pointed out that the West Indies were good customers for almost everything suitable for tropical countries, as they have no factories of their own. One great need in connection with Canadian trade there, the speaker said, was a number of steamers which could carry return cargoes of fruit direct to Canadian ports. At present too much of the shipping is controlled by the United Fruit Company, of the United States, which controls the output of many plantations. At the close of Mr. McMurray's lecture a number of lantern views of the West Indies were shown. These had been taken during the C.M.A. tour last spring.

E. C. Davies, by way of introduction to his subject, spoke of the size of the Canadian National Telegraph System, and urged his audience to patronize it,

as it was their own line. The C.N.T. had 23,000 miles of poles, 110,000 miles of wire and 15,000 offices connecting all Canada and, through other lines and cables, connecting Canada with all the world. The speaker showed some slides picturing the laying of cables and the ships and machinery used. He also described some of the latest improvements being made to speed up telegraph and cable service, and showed pictures of new devices being adopted in this connection.

Alex. Marshall, manager, Commercial Intelligence Department, C.M.A., made an announcement about the export course being arranged at the University of Toronto. It will be given in the last two weeks of January, 1923. The syllabus has been prepared by the University authorities and the Department of Trade and Commerce, and covers both the fundamental laws which govern export trade and practical problems, such as shipping, packing, tariffs, etc. Lectures will be given in the mornings and group discussions will take place in the afternoons. Mr. Marshall stated that full particulars would be available in the course of the next few weeks and would be sent to all members of the club.

### Possibilities of Trade With Mexico

The relief of Mexico's heretofore onerous financial burden, by means of the international agreement whereby the Mexican Government is given a chance to meet current expenditure out of current revenue and to postpone overdue interest payments for five years and then have them spread over a period of forty years, should improve general development and trading conditions in that country.

Mr. Jose Damaso Lemandez, Imperial Life Bldg., Toronto, is the new consul for Mexico and furnishes the following statement of the exportable produce of Mexico. The consul believes that the trade could be more advantageously conducted if it were done directly between the Canadian importer or user and the Mexican exporter. He will be glad to put any required information at the disposal of manufacturers and importers who are interested.

#### Importable Mexican Products

##### Production in Kilograms for 1921.

Sesame .....	9,916,000
Heniquen .....	115,684,000
Tobacco .....	6,548,000
Coffee .....	34,424,000
Rice .....	7,198,000

##### Fruits.

Bananas .....	54,641,000
Lemons .....	6,000,000
Oranges .....	4,630,700
Pineapple .....	2,000,000
Cocanut .....	16,500,000

##### Metals.

##### Production during May, 1922.

Lead .....	4,537,078
Antimony .....	245,639



## Legal Decisions Affecting the Interests of Manufacturers

Reviewed by Hugh Macdonald, Legal Secretary, C.M.A.

### Interesting Decision Under Compensation Act

The question whether a workman who temporarily leaves his work, in order to slake his thirst by taking a glass of beer, and who falls and hurts himself on his way back to duty, can justly claim damages under the Workmen's Compensation Act, was decided recently in the negative by Mr. Justice Rinfret, in the Supreme Court, Montreal.

In some distilleries, we understand, a certain limited privilege is given to employees, in the use of liquor; but in this case his Lordship dismissed the plea, that the employing company tolerated the habit of workmen refreshing themselves with a glass of the company's own beer, during the course of their day's work, and accepted evidence which stated that the company did not tolerate this practice amongst their workmen.

His Lordship stated that "the Court cannot indemnify an employee who meets with an accident on the way back from committing a contravention, especially when he is not actually where his work is situated." Mr. Justice Rinfret added, "in this case the plaintiff's accident did not occur, either in the place of his work, or through the fact, or on the occasion of his work." Consequently he had no legal claim under the Workmen's Compensation Act. His action, therefore, was dismissed with costs.

### Claim on Bankrupt's Estate Postponed

This was a claim for \$6,975 and the claimant was the father of the debtor. The assignment to the trustee was made on 1st May, 1922. On 28th November, 1921, the debtor made a chattel mortgage covering all his stock (he was a dealer in clothing) in favor of the claimant for \$7,350. The claimant agreed to discharge the mortgage, but on the understanding that the debtor was to secure his indebtedness by promissory notes. The mortgage was discharged, and the debtor made the notes. The first which became due was for \$750 and on the day before it fell due, the debtor paid the claimant \$375, and gave a new note at one month for the balance. This reduced the indebtedness to \$6,975. Between the date of the discharge, and the date of the assignment to the trustee the debtor succeeded in purchasing about \$5,000 worth of goods. A company which supplied the goods was misled by the debtor's statement that the chattel mortgage had been discharged. The debtor did not mention the notes, and the Company supposed that the debt had

been paid off. The Court found that the claimant did advance to the debtor the amount claimed, and as a loan, not a gift, but found also that the claimant knew that the debtor intended to represent to those with whom he should deal that he owed \$6,466 less than he actually did, and that it would be contrary to equity and good conscience to allow the claimant now to compete with the creditors who gave credit to the son, as the claimant intended they should.

The claim for \$6,975 was allowed, but no dividends are to be payable to the claimant in respect thereto, until all creditors' claims incurred after the 20th February, 1922, have been paid in full.

The claimant's costs of the appeal should be added to his claim, and the costs of the trustee should be paid out of the estate.

### Breach of Contract—*Ejusdem Generis* Rule Applied

A judgment which involves Canadian, English and French firms and which is of particular interest to those engaged in the canning industry, was handed down recently by Mr. Justice Morrison, British Columbia. The judgment, which gives the plaintiff, Crispin & Co., England, damages to the extent of \$20,606 from the defendant, Evans, Coleman & Evans, Vancouver, concludes a dispute that commenced five years ago, and involves a point of law that is new in local courts.

In 1916, the defendants, Evans, Coleman and Evans, contracted to supply the plaintiffs, Crispin & Co., England, with 5,000 cases of salmon out of the 1917 pack. The latter in turn sold the shipment in advance to M. Le Beaupin, of Nantes, France. The contract for the canning of the salmon was let by the defendant to the St. Mungo Cannery and to the Acme Cannery.

In the former case it was found impossible to make shipment, owing to a defect that developed in the cans when packing was started. By the time fresh cans were secured the run for the season had ceased.

The result was that no shipment was made and M. Le Beaupin in France sued Crispin & Co., England, for breach of contract, and was awarded \$12,500 damages. Crispin & Co., in turn, sued Evans, Coleman and Evans, and are awarded \$20,606 damages by Judge Morrison's decision.

His lordship finds that the whole case hinges on the interpretation that is to be put on the clause in the contract known as the packing clause, which states: "In the event of the packing

being interfered with or stopped or falling short through the failure of fishing or through strikes or lockouts of fishermen or workmen, or from any other cause not under the control of the sellers, this contract shall be cancelled."

The vital words in this judgment are, according to the judgment, "or from any other cause not under the control of the sellers." In such cases, states the judgment, quoting English authorities, these words are taken to refer to things of a similar nature to those things enumerated immediately preceding. Had the word "whatever" been inserted after the word "cause," says the judgment, quoting Lord Hamilton, "it would pass the wit of man to find language more emphatic to indicate the utmost possible generality."

In this case the judgment declares that the usual interpretation, under the *ejusdem generis* rule, applies, and that there is a breach of contract on the part of the defendant as claimed.

### Company's Responsibility for Act of Employee

A judgment recently handed down by the Superior Court, Montreal, is interesting in respect to the legal liability of employers for the wrongs acts of those employed by them.

Complainant alleged that he was attacked by an employee of the Montreal Abattoirs on Dec. 1st last. He was and had been a client of the company for years, and had come to watch the killing of some cattle which he had bought. Noticing that the man in charge of the operations was not doing things to his liking, he gave some directions which the operator resented, and, claimant averred, the latter had given him a severe "beating." As the result, complainant had lost two weeks' business, suffered grave injuries, and was still feeling the effects of his encounter.

The company refused to admit any responsibility for the supposititious act of its employee, which, even if true, was not committed in the fulfilment of his duties as an employee. Besides, complainant had no business on the premises, and had no right to give directions and hints to the workmen.

The Court treated of three points in the claim; the amount, \$2,000, which was asked, was grossly exaggerated; the question of the company's responsibility for the offending workman's alleged act was not maintained by law; and the nature of the proof was such that the attack was not substantiated. The case was, therefore, peremptorily dismissed, the judge observing that an action taken in Circuit Court for less than \$100 would have been more reasonable.

Thos. J. Brown, North Sydney, formerly general superintendent of the Nova Scotia Steel & Coal Co., has compiled and published a book giving the origin of the place names of Nova Scotia.



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C.M.A.

### Recent Judgments of the Railway Board

There appear below resumes of two important judgments recently handed down by the Dominion Board of Railway Commissioners. Both involve complaints against certain freight rates—one, the rates applicable on the L.C.L. movement of fish from Lunenburg, N.S., to Halifax and Yarmouth, N.S.; the other, the rates on butter from points in the Prairie Provinces to Vancouver and Montreal. In both cases, the Board decided against the complainants, largely on the ground that it was not the Board's function to make rates to develop business.

The findings in these cases made it evident that some care should be taken in bringing applications before the Board. There are obviously some cases which cannot be favorably considered. It might therefore save considerable time, effort and expense, if members would consult the Transportation Department before taking action. The Department is at the service of the members and is always glad to give information and advice.

### L.C.L. Rates on Fish in Nova Scotia

This decision, handed down on September 30, by the Assistant Chief Commissioner, S. J. McLean, deals with a complaint filed by Zwicker & Company, Lunenburg, N.S., against rates applicable to L.C.L. movement of fish, dry salted, green salted, or pickled, from Lunenburg, N.S. to Halifax and Yarmouth N.S., the fish being for export to the West Indies. It stated that the evidence submitted at the hearing indicated that the complaint was one of market competition, complainant's representative alleging that he could not meet the competition offered by Halifax on account of the existing freight rates applicable from Lunenburg to Halifax and Yarmouth. Since the complaint was heard a reduction in rates became effective (December 1st, 1921) approximating 7 per cent., this being part of the so-called general 10 per cent., as required by the Board's General Order No. 350.

It is pointed out in the decision that, while there are some eight shippers located at Lunenburg, only the complainant had made any application for reduction in the less than carload rates and the railway companies claim that a number of the other shippers had

stated that no reduction was necessary. This is apparently due to the fact that the bulk of the movement from Lunenburg to Halifax and Yarmouth was in carloads, and the carload rates were considerably lower than the regular fifth class rate.

From the evidence it appeared that the carload commodity rates were established originally to meet water competition, and have been continued to assist shippers in meeting market competition. Dealing with these conditions it is pointed out that the Board on numerous occasions has held that it is in the discretion of the railway company whether it shall or shall not make rates to meet water competition or competition of markets and quotes as authorities:

Canadian Oil Companies vs. G.T.R. *et al*, 12 C.R.C., 351.

Blind River Board of Trade Case, 15 C.R.C., 146.

Montreal Produce Merchants Association vs. G.T.R., *et al*, 9 C.R.C., 232.

British Columbia Sugar Refining Company vs. C.P.R., 10 C.R.C., 171.

In summing up the following statement is made:

"This complaint is based on market competition and, apart from the foregoing considerations, the extent of the evidence adduced by complainants bearing on such competition is the bare statement that they are unable to meet Halifax competition. For an application to succeed on such grounds, it seems to me to be incumbent upon complainants to furnish some conclusive, confirmative evidence in support of their contentions."

The decision then goes on to point out some of these factors as follows:

"How much business do the Halifax merchants obtain in L.C.L. shipments to the West Indies; is the volume large

or small? What proportion of this might the complainants reasonably expect to share? Are there other considerations, apart from the question of the rate, that have a bearing on the situation? What reduction in rate would be necessary to give complainants an opportunity of competing?"

It was then pointed out that all these considerations are particularly relevant, but no evidence is before the Board in respect to them.

### Rates on Butter From Western Canada

This decision, handed down on September 26, by the Assistant Chief Commissioner, S. J. McLean, covers a complaint of the National Dairy Council of Canada, on behalf of the manufacturers' section of the Alberta Dairymen's Association, against freight rates on butter from Calgary and Edmonton to Vancouver and Montreal.

During the hearing the complaint was enlarged by counsel to include rates from points in the Prairie Provinces other than Calgary and Edmonton, to the destinations mentioned. Complainant's counsel requested that rates in effect in 1917 should be re-established; or in other words, reinstating rates which were in effect prior to the war. From the decision it would appear that the question involved here is similar to that involved in the Zwicker and Company's complaint, namely, competition of markets. The decision goes into the matter rather fully, pointing out that the Board has on numerous occasions ruled that there is no section in the Railway Act requiring railway companies to equalize costs of production by lowering rates, although it is pointed out that they can do so if in their discretion they consider this proper. The following cases are referred to in connection with this point.

Canadian Portland Cement Company vs. G.T. Railway *et al*, 9 C.R.C. 209.

Dominion Sugar Company vs. Canadian Freight Association, 14 C.R.C. 188.

Western Retail Lumbermen's Association vs. C.P.R. *et al*, 20 C.R.C. 155.

### Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Aug. 1	Sept. 1	Sept. 15	Oct. 1	Oct. 15
Total Cars on Canadian Lines	201,028	197,988	196,297	196,267	199,035
Allowance for bad order cars (A.R.A. Basis)	14,072	13,859	13,740	13,739	13,932
Actual bad order cars	19,655	14,910	14,446	13,797	12,918
Excess bad order cars over A.R.A. allowance	5,583	1,051	706	58	1,014
Surplus cars in good order	30,603	15,871	3,868	none	none
Total idle cars	36,186	16,922	4,574	none	none
Shortage	none	none	none	7,667	7,914



The decision also points out that the question of water competition was developed by counsel for complainant and in that connection they refer to the fact that the carriers are not obligated to meet water competition or competition of a foreign road, the following cases being cited:

Edmonton Clover Bar Sand Company vs. G.T.P., 17 C.R.C., 95, *re* passenger tolls, 20 C.R.C., 223.

Dominion Sugar Company vs. G.T.R. *et al*, 17 C.R.C., 249.

Blind River Board of Trade case, 15 C.R.C., 146.

Nanaimo Board of Trade vs. C.P.R., 20 C. R. C., 224.

Canadian Manufacturers' Association *et al*, vs. Canadian Freight Association, 21 C.R.C., 77.

Graham Company vs. Canadian Freight Association, 22 C.R.C., 355.

Canadian Oil Companies vs. G.T.R. *et al*, 12 C.R.C. 350.

Referring to the questions of water and market competition, it is pointed out in the decision that there are two ways of establishing a case.

1. Evidence may be adduced showing that the railway rates, as rates, place an unreasonable burden upon the commodity concerned as compared with other commodities. This has not been done, nor has it been alleged that there is an unreasonable burden from the railway rate standpoint. As already indicated, what has been emphasized is the question of the need of the producer.

2. In the absence of an attack upon the reasonableness of the rates, then it may be alleged that the rates are unjustly discriminatory. It has not been established that the rates involved are unjustly discriminatory.

Referring to presentation of the complaint in connection with this matter, the decision contains the following statement:

"The method of presentation involved in this phase of the matter is not unusual, and on this account a word of comment making clear the nature of the jurisdiction of the Board is justifiable. The Board is given power to deal, *inter alia*, with the reasonableness of the rates. It is nowhere authorized by Parliament to be an arbiter of industrial policy. Opinions may differ as to different lines of development, but the Board's functions in approaching a rate situation are concerned with ascertaining the reasonableness of the rate, not with applying to a rate situation a preconceived opinion as to what type or method of industry should be helped by a modification of the rate.

"In other words, while members of the Board may and do, as Canadians, sympathize with policies of economic development which may through increasing diversity lead to greater economic solidarity, it is not

their general opinions, but the powers conferred on them, by the Railway Act which determine what they can do. Very wide powers, it is true, are given under the Railway Act; but the Railway Act is not to be construed as if it were a blank cheque to be filled in as members of the Board see fit. It is not the Board's function, as delegated by Parliament, to make rates to develop business, but to deal with the reasonableness of rates, either on complaint or of its own motion."

The decision also refers to the fact that the rates from Prairie Province points to both Vancouver and Montreal have been considerably reduced since the peak reached in September, 1920, the rates to Montreal having been reduced, effective June 8th, 1922, by the following percentages:

From Manitoba points .....	10%
From Saskatchewan points ..	15%
From Alberta points .....	20%

below the rates complained of at the hearing.

The decision concludes by refusing any further reduction, the following language being used:

"While sympathizing with the conditions involved, the position is that it has been absolutely necessary, on account of the conditions with which all Canadians are acquainted, to increase freight rates. Since the increases were made in 1920, there have been from time to time such decreases in rates as the Board has found justifiable. The commodity herein involved has shared in the general decreases. In addition, as pointed out, a special revision has been made on the movement to Montreal.

"On full consideration, it does not appear that at the present time, and on the record before the Board, a further reduction can be directed."

### Shipments in Glass and in Bulk

This decision, handed down October 19th, covers complaint of the Connecticut Oyster Company, Limited, Toronto, against the rating charged on oysters in glass.

The contention of the applicant was that these articles should take the same rate as oysters in bulk, namely second class, instead of first as at present. Comparisons were made with the ratings on such articles as aerated and carbonated beverages in glass, which are given the second class rate. The ratings on these articles, however, were specifically dealt with in the Board's judgment July 17th, 1919, as reported in the Board's orders and judgments of July 28th, 1919, volume 9.

In declining the application, the Assistant Chief Commissioner pointed out in the judgment that, while there was nothing very clear on the point, it would

appear that the articles shipped in glass were more valuable than those shipped in bulk. Comparison was also made with the ratings on such articles as honey and meats, which when shipped in glass are rated at first class, while they are given a second class rating when shipped in other containers.

### The Idle Car Situation in Canada

The car situation in Canada has been dealt with by a circular issued by the Transportation Department, No. 371, dated October 24th. This circular asks the members for certain information as to their position regarding the question of supply of cars, as well as the handling of equipment both by the members and the carriers. A few replies to this circular have already been received, which would indicate that the greatest difficulty would appear to be in securing cars for shipments destined to United States points. This is due to the difficulty of securing the necessary American cars for this business, as the Canadian carriers are necessarily reluctant to allow their cars to be used for shipments to the United States until some of their cars now in the United States are returned. We understand that there is a very large number of Canadian cars now in the United States, and while the railway companies have certainly made very great efforts in various quarters to secure their return, the American lines are in such a condition that they are not returning cars in anything like the numbers they should.

The car supply situation, as exhibited by the statement just received from the Railway Association of Canada, for the period ending October 15th, shows an improvement in the bad order car situation. We would point out that the bad order car situation, as of October 1st, was practically normal, only about fifty-eight cars being under repair above the normal figure. It will be noted that now they are better by 1,014 than normal, which shows that the Canadian roads have certainly done very much in the way of improving their equipment and, if it was not for the cars in the United States, there would certainly be no difficulty whatsoever on Canadian lines. It is also interesting to note that the number of cars is shown as having increased 2,868, while the car shortage has increased by 247 cars. This would indicate that the Canadian situation is not alarming at the present moment and, when compared with the situation in the United States, is very favorable.

H. J. Mero, for the past fifteen years vice-president and general manager of the Trussed Concrete Steel Company of Canada, Limited, has recently been appointed vice-president and general manager of the company.



# Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department C.M.A.

## Association Excise Tax Pamphlet

Under the date of June 30th, the Association issued a new Excise Tax Pamphlet (Circular 360) corrected to that date, containing information and rulings respecting sales tax, stamp taxes, etc. Members who have not received their copy or who desire additional copies may obtain same on application to the Tariff Department, or to the divisional secretaries.

## United States Tariff Information

The Tariff Department has on file a comparison of the rates under the new customs tariff of the United States with the rates under the former tariff. Information respecting the operation of, or rates under, the new tariff may be obtained from the Tariff Department of the Association.

## Shipments to British West Indies via United States

The attention of Canadian firms exporting to the West Indies is directed to the procedure which should be followed in respect of Canadian goods which are trans-shipped at a United States port en route to British West Indian Colonies.

Where goods are shipped from Canada to a port in the United States for forwarding to the British West Indies—in order to be entitled to the preferential rates extended to Canada—the shipment should go forward in bond through the United States, accompanied by a through bill of lading or railway consignment note from Canada to the colony to which the goods are destined.

Where a through bill of lading or railway consignment note is not available, the ocean bill of lading from the United States port of shipment must bear a certificate signed by the steamship company before a British Consul, that the goods have passed through the United States "in bond," giving the empire country of production and the number of the bonded car, in which case the certificate of origin should also be attested by the British Consul.

## Shipments to South Africa via United States

Where Canadian goods are shipped to South Africa by way of the United States,

evidence is required by the South African customs authorities to show that the goods went forward in bond through the United States. Where a through bill of lading is not obtainable, the exporter should forward to his customer in South Africa a copy of the inland freight note from the point of shipment in Canada to the port in the United States, bearing an endorsement by a Canadian customs officer or an impress of the official date stamp of any freight officer of the Canadian railway, with the agent's signature.

## Invoice Requirements—Jamaica

In the August and September issues of INDUSTRIAL CANADA, it was stated that certain British West Indian Colonies, including Jamaica, had adopted the form of invoice and form of certificate of value and origin recommended by the Imperial Customs Conference. The form of invoice and the wording of the certificate was published in the April issue of INDUSTRIAL CANADA, on pages 74 and 75.

According to the latest information the customs authorities in Jamaica, while still requiring this certificate of value and origin, do not require the form of invoice above referred to. Under the revised invoice form it is not necessary to include the column showing the "Current Domestic Value," nor is it necessary to enumerate the various charges which appear at the bottom of the invoice recommended by the Imperial Customs Conference.

Full information as to the revised form of invoice for Jamaica may be obtained on application to the Tariff Department.

## Tariff Changes

Under an order-in-council dated the 21st day of September last, and effective on and after September 1st, 1922, "Crude peanut oil, for refining, for edible purposes" was transferred to the list of goods which may be imported into Canada free of duty at customs, until otherwise provided.

## Board of Customs Decisions

Barnett's Color Paste, red, per sample, from Joseph Burnett Company, Boston, U.S.A., found to contain lactose and

glycerine, but not sugar, declared dutiable under tariff item No. 711, at the rate of 17½% under the general tariff.

"Nulomoline," declared dutiable under tariff item No. 711, at the rate of 17½% under the general tariff.

Declared that cross, vase and candlesticks of brass, for use only on church altars during communion service are entitled to free entry under tariff item No. 691.

Declared that brocaded sateens, per samples submitted, may be admitted as sateens under Tariff Item No. 527, at the rate of 20% under the general tariff.

## Departmental Ruling

Woodward's Celebrated Gripe Water, from W. Woodward Limited, London, England, rated for duty under tariff Item No. 220 (c), at 60 per cent., plus sales tax.

On importations claiming entry under Tariff Item No. 532 as "Cotton yarn, No. 40 and finer," or under Item No. 535 as "Cotton sewing thread in hanks," invoices and entry should show the turns per inch of the final twisting, as well as the counts of the yarn. Importers of such material should be advised of this requirement in order that exporters may be governed accordingly. Entries presented on and after the 1st day of January, 1923, when not containing the above information, should be treated as sight entries and samples of the material forwarded to the Department for examination.

## Sales Tax Rulings

Declared that cattle and poultry feeds, which contain ingredients other than grains mixed or crushed, are subject to sales tax.

Declared that Allenbury's Milk Foods, Numbers 1 and 2, are not entitled to exemption from sales tax, as "powdered milk."

Sales tax paid on wooden patterns at time of importation is not subject to refund when patterns are exported after having been used in Canada for the purpose of making castings.

## Important Customs Ruling on Fire Brick

At a meeting of the Board of Customs held in Ottawa on the 1st November, 1922, the following declaration was made:—

Declared that Silica Firebrick composed of not less than ninety per cent. of silica, Magnesia Firebrick and Chrome Firebrick, are of a class or kind not made in Canada and are entitled to entry free of Customs duty under tariff item 281. All other Firebrick are held to be of a class or kind made in Canada and subject to duty under tariff item 282. This ruling not to apply to firebrick *bona fide* ordered prior to 1st November, 1922, and entered for consumption prior to 1st January, 1923.



# Conditions in Industrial Centres Reviewed

## What Secretaries of Boards of Trade and Managers of Chambers of Commerce have to say about the Situation.

(Reports for October, 1922)

**BORDER CITIES:**—General employment conditions here are fairly satisfactory. Through the Government Employment Agency, surplus workers, most of whom have drifted in from elsewhere, have been sent to lumber camps and other outside employment. With few exceptions, factories are fairly busy; in several instances, they are quite active. Export business, particularly in automobiles, is brisk and hopeful. Orders coming to hand render the outlook for the coming winter more encouraging than we have known it for some time. Retail business during the past three weeks has indicated distinct improvement. Upon the whole, the general situation and outlook is very satisfactory.

F. MACLURE SCLANDERS,  
*Commissioner, Border Chamber of Commerce.*

**BRANDON:**—There is plenty of employment at the present time in this district, mostly on farms, railroads and road grading work, also timber cutting. Factory operations are about the same as usual, with orders much better than last year, as far as can be ascertained. There has been a boom in the construction of dwellings. No new industries have located here this year, and there have been no plant enlargements of any big nature.

H. L. CRAWFORD,  
*Secretary, Board of Trade*

**CALGARY:**—General conditions of employment here are only fair. With harvesting operations practically over, the number of men out of employment is on the increase. Work in factories is very steady, iron foundries working to full capacity. Orders received compare favorably with last month, and all factories look for good business through the winter season. Construction of Imperial Oil Company's refinery is relieving unemployment situation somewhat, and, with continuance of fine weather, it is expected employment will be given one hundred or more men during the winter. Arrangements made by the city to take care of unemployment situation this winter are such that we do not anticipate any great difficulty.

JNO. WILSON,  
*Asst. Secretary, Board of Trade.*

**CHATHAM:**—Labor conditions are about the same as last month, except that the Dominion Sugar Co. have started operations on their fall beet campaign and are employing about 400 men in the factory. In addition there are the loading stations throughout the country and therefore all ordinary labor is fully taken care of at the present time. Two or three factories report slightly in-

creased activity. Building operations are not at all extensive.

W. R. LANDON,  
*Manager, Chamber of Commerce.*

**FREDERICTON:**—There is practically no unemployment in Fredericton. Factory operations are showing improvement and there is activity in building. No new industries are reported or in view and there have been no plant enlargements since the Chestnut Canoe Co. rebuilt their plant. Up to September 30 exports from Fredericton to the United States increased by \$704,768 and imports by \$530,933. The lumber situation is slowly improving.

R. H. SIMONDS,  
*Secretary, Board of Trade.*

**GUELPH:**—Business conditions of Guelph are exceptionally favorable at the present time. Manufacturers all report increasing business, and they are practically all running on full time. At present the textile and rubber industries are working overtime, and the woodworking concerns are running in part overtime. The city of Guelph has just completed a very extensive paving programme, having laid nearly seven miles of concrete pavement within the last year. In addition to this the Suburban Road Commissioners have just completed eight miles of concrete pavement from the city limits, running in various directions from the city. Building in the city has been fairly extensive during 1922. Building permits in the city proper amounted to nearly \$900,000 and outside of the city, at the Ontario Agricultural College, several very large buildings are just being completed. Conditions for the coming winter are very much better than they have been for the last two years, and as far as can be seen, there will be practically no unemployment in this city to speak of.

H. WESTORY,  
*Secretary, Chamber of Commerce.*

**HALIFAX:**—Local industries are all working full time, several with somewhat lessened staffs, owing to a lessening in business, but on the other hand, additions have been made to several factories so as to increase output or the variety of work turned out. The wholesale trade does not appear to be optimistic, owing to continued lessened volume of business compared with one or two years ago. At the present time the retail trade reports business as somewhat dull, acknowledging, however, that at this time of the year, which is between seasons, this state of affairs generally prevails. Exports through this port for September totalled \$2,109,508, compared with \$1,512,904 for same month of last year; imports were valued at \$1,548,629, compared with \$1,041,309; customs re-

ceipts amounted to \$208,336, compared with \$195,408; bank clearings, \$11,883,333, compared with \$13,345,726. The above comparisons leave no room for pessimism.

E. A. SAUNDERS,  
*Secretary, Board of Trade.*

**OSHAWA:**—There is little or no unemployment in the town; in fact, it has been hard for the town engineer to get men to work on municipal construction undertakings. Factories are all busy and turning out capacity stock. The motor industry is still very busy, and cars are being exported daily from here to Europe. The new models in the Chevrolet are now out and this branch of the industry is very busy. Building is still brisk in all lines. It has been difficult to secure labor for building trades lately, but the demands seem to have settled to normal again.

J. A. MCGIBBON,  
*Secretary, Board of Trade.*

**OWEN SOUND:**—There is not much change in the industrial situation here. I believe our factories are operating in some cases up to capacity and there is very little unemployment in this city.

R. D. LITTLE,  
*Secretary-Treasurer, Board of Trade.*

**PORT ARTHUR:**—State of employment in Port Arthur is good, with factories operating at normal capacity. The Provincial Pulp & Paper Co., Limited, are constructing a new pulp mill which will employ 600 people in addition to the present pulp mill employees. The Thunder Bay Pulp Mill is about to be extended and a paper mill added.

D. K. GERRARD,  
*Secretary, Port Arthur Board of Trade.*

**ST. JOHN:**—The industrial situation here has not undergone very much change since the last monthly report. The lumber business continues to show an improvement. Several mills are working to full capacity, for example. Stetson, Cutler & Company have all three of their mills working. The manager of Wilson Box Company notes an improvement in that line. The pulp situation is becoming brighter. The foundries are not very active just yet except in repair work. The New Brunswick Rolling Mills, which have been closed for some weeks, are again operating. Building work continues to show a slight advancement. The lime plants are doing a fair amount of work. The Atlantic Sugar Refinery is having a good run of business. The port outlook for the coming winter, particularly in grain, is very encouraging. The C.P.R. will start their first grain trains from Fort William for St. John about Nov. 1. The frost-proof warehouse on





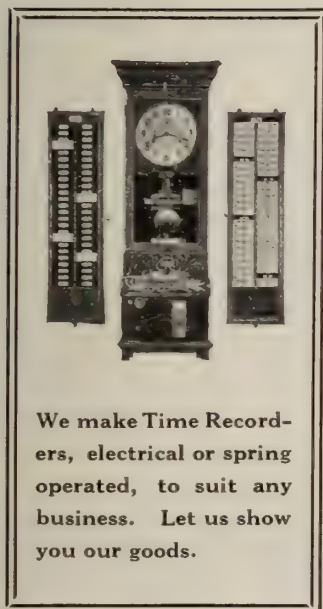
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shippers, is nearly completed. Potato shipments, outside of those to Cuba, have not developed to any extent yet. Drydock construction is being pushed rapidly.

R. E. ARMSTRONG,  
*Secretary, Board of Trade.*

**SARNIA:**—Employment conditions have been very satisfactory during the period covered by this report. There is very little unemployment and the outlook is good for the coming winter. None of the manufacturing plants have made any marked increase in their forces, due to transportation troubles which delay shipments of raw material. Conditions in the buildings trades are good, and there are no skilled men out of work here. There will be considerable building carried on here during the winter months. There is a demand for stevedores and sailors, as this is the busiest freight season by water. There is a shortage of sailors here, as American boats have been calling at this port to pick up men owing to the strike on the other side.

GEO. P. FRANCE,  
*Manager, Chamber of Commerce.*

**REGINA:**—Owing to approach of end of construction season, labor in building trades is not fully employed. There is also a certain amount of surplus labor, which came in from the harvest fields, but most of these men are gradually leaving for their homes in the east. Wholesale lines report steady return in direction of normal. Good effects of harvest are beginning to be felt and increased business is looked for until close of year.

SECRETARY,  
*Regina Board of Trade.*

### Drewrys, Ltd. Social Club

The Social Club of Drewrys, Ltd., has reorganized for the 1922-23 winter months, the meeting being attended by over fifty members. With men behind it such as the president of the club, Capt. W. S. Drewry, and F. W. Drewry, vice-president of the company, who are well known in the West for their kind and genial dispositions, the work of the club this year should be most successful.

Estimates for improvements to the clubrooms and other progressive measures were approved, the sum of \$500 being set aside for this purpose. The orchestra, which is made up of employees or relatives of employees of the company, has been rehearsing many new compositions and should be a means of affording some real entertainment in the course of the winter activities of the club.

Otto Homuth & Sons, Preston, manufacturers of woolstock, state that business with them has much improved. They have added more employees and prospects for the future are better. Output in weight is as high as usual, but in value is much less, owing to prices of woollen stock being low.

## What Is Heathization?

By B. A. Reddick

Manager, Cornwall Creameries, Cornwall, Ont

**I**N December, 1920, there was introduced into Canada a new process in the manufacture of butter, ice cream and other food products, which has been adopted since then by between fifty and sixty Canadian manufacturers and is thus in fairly general use. It is a process known scientifically as "Heathization," so named after its inventor, Professor W. P. Heath, a food-sanitation expert of Chicago. Its object, in brief, is to substitute carbon dioxide for air in the manufacture of these food products.

Butter contains ten per cent. of air in imprisoned bubbles, and ice cream must contain quite an appreciable quantity of air bubbles else it would be a solid, frozen block of sweetened cream ice, wholly unpalatable. Now, air is very damaging to foods, especially when it is permanently sealed within the food mass. Air damages a bottle of preserved

*Mr. Reddick is one of the new members of the Association, who is making a marked success of the creamery business in Cornwall. Having adopted the "Heathization" process and this being something comparatively new, he has suggested that an explanation of its basic principles be published in INDUSTRIAL CANADA for the information of other members of the Association. We are pleased to devote the following space to his description.*

THE EDITOR.

fruit and that is why it must be sealed air-tight. Similarly, when an apple is bitten and the pulp exposed to the air, the chemical action of the air turns the apple brown very quickly.

Heathization aims to keep this decomposing and possibly germ laden air out of bread, butter, ice cream and certain kinds of beaten candies. Instead of air, carbon dioxide, which constitutes a pure, dustless and sterile atmosphere, is employed. The manufacturing operation is carried on in this atmosphere, the carbon dioxide being bought in cylinders under pressure just as it is bought by thousands of soda fountains in Canada where carbonated beverages are dispensed.

It is claimed for the process that it intensifies flavors, making a good butter taste better and a bad butter worse, thus limiting its use to the manufacture of good butter. It is also claimed that while air destroys vitamins, heathization preserves them—a result that has been proved by animal-feeding tests.

Dr. Victor K. La Mer, Ph.D., of Columbia University, after making extensive experiments on the feeding of rats has found that two rats under the same conditions, fed on butter made from the the West Side, which the Government is establishing for farmers and potato-

same cream, one batch churned in the ordinary way and the other Heathized or "Carbonated," that the one fed on Heathized butter developed to the extent of a ratio of eight to one over the rat fed on the ordinary butter covering a period of fourteen days. He closes his report by saying:

"My investigation shows that "Heathization" (Carbonation) is scientifically sound, and a decided step forward in the sanitary handling of foods. Air contains impurities (dust particles, fungoids, bacteria), making it desirable in foods from the stand points of cleanliness and purity. In fact in many States there are laws Prohibiting the Exposure of Foodstuffs to Air for this reason. Besides this, the presence of air sets up oxidative reactions that are destructive to flavor and vitamins, a point that is just beginning to be appreciated."

### Conditions and Developments in Hamilton

The location in Hamilton of the Canadian branch of the Beech-Nut Packing Company of Canajoharie, N.Y., one of the largest and most widely advertised food products industries in the United States, was the outstanding feature of industrial activities during the month of October. While the Company intends to start on a very moderate scale, it has plans for future development which should ultimately make it one of the city's leading industries. In the United States it manufactures upwards of fifty diversified food and allied products, but it is the intention to try out the Canadian market with confections and chewing gum before entering extensively into the manufacture of the company's other specialties. The plant and equipment are now being installed in the vacant Dalley building, at the head of Sanford Avenue, on the line of the T.H. & B. Railway, and it is expected that manufacturing will be started about the first of the new year. Between fifty and seventy-five hands will be employed at the outset.

Generally speaking, industrial conditions show a slight improvement during the month of October, which was a surprise to many manufacturers. Reports received during the month, indicate that most buyers are still purchasing very cautiously. Orders are being received in greater numbers, but in most instances for smaller quantities than was the case prior to the depression of the last couple of years. The employment situation is greatly improved over that of a year ago and while it is expected that there will be some unemployment during the coming winter, it is not thought that it will be anything like as marked as during last winter. On the whole, a most optimistic tone prevails in practically all business circles and the manufacturers in particular, look for a very marked improvement in business conditions during the year 1923.

C. W. KIRKPATRICK,  
*Commissioner of Industries and Publicity.*



# The Pulse of Business in Canada

**G**ENERALLY favorable conditions are indicated by the statistics which depend on business movements. The favorable balance of trade for September, \$12,615,871, is the highest for the year. Bank clearings show a large increase, from \$1,172,146,000 in August to \$1,253,212,000 in September. Earnings of the three transcontinental lines increased by almost five million dollars during September. Wholesale prices, which declined slightly in September, have risen again, Professor Michell's index number for October standing at 166.2, the highest point it has reached this year.

Building activity was a little less in October than in the preceding month. The production of iron and steel in September showed a decline. Commercial failures are still high, averaging about 16 more a week than last year. The detailed statistics are given in the following tables:

## Trade Returns

Canadian exports during September declined slightly, amounting to \$72,934,281 as compared with \$74,486,419 in August. Imports for the same month fell off by over seven millions, so that the favorable balance for the month is the highest of the year, being \$12,615,871. For the first six months of the fiscal year exports amounted to \$395,459,144, imports, \$363,915,736, favorable balance, \$31,543,408. For the same period of 1921 exports amounted to \$342,895,474, imports, \$378,815,250, unfavorable balance, \$35,919,776. Following are the figures for the present year with comparisons for the month of September:

1922	Exports	Imports	Balance
January	46,198,080	\$ 51,476,253	—\$ 5,278,173
February	46,046,449	54,294,255	— 8,247,806
March	59,539,313	79,337,378	— 19,798,065
April	31,917,500	47,861,454	— 15,943,954
May	69,146,171	66,121,374	+ 3,024,797
June	71,760,563	61,668,729	+ 10,091,834
July	71,820,628	60,757,019	+ 11,063,609
August	74,486,419	67,354,750	+ 7,131,669
August, 1921	62,362,993	65,147,301	— 2,784,303
August, 1920	113,767,395	124,318,014	— 10,550,619
August, 1919	120,878,593	81,357,385	+ 39,521,208
September	72,934,281	60,318,410	+ 12,615,871
September, 1921	59,590,199	59,805,487	— 215,288
September, 1920	96,403,744	115,121,588	— 18,717,844
September, 1919	108,119,115	85,506,012	+ 22,613,103

## Railroad Earnings

Gross earnings of Canadian railroads during the month of September show the usual seasonal improvement due to the movement of grain, standing at \$39,158,392, as compared with \$34,937,328 in August and \$39,679,815 in September, 1921. The table below gives gross earnings of the three roads up to the end of September, with comparisons for the past two years:

	1920.	1921.	1922.
January	\$25,990,052	\$32,992,871	\$26,053,085
February	24,394,259	30,794,644	26,052,758
March	29,006,698	32,191,984	31,965,714
April	29,001,567	28,425,422	26,808,549
May	31,636,540	29,751,609	30,798,588
June	31,565,828	30,442,873	30,536,255
July	36,250,660	33,058,872	32,623,597
August	38,548,747	35,759,764	34,937,328
September	40,680,687	39,679,815	39,158,392
October	48,624,965	43,328,213	
November	46,351,214	39,104,220	
December	47,103,014	37,076,980	

## Bank Clearings

Total bank clearings for September from the twenty-nine Canadian clearing houses were \$1,253,211,814, an increase over the August figure of \$1,172,146,000, but lower than in September, 1920 and 1921, when there were only twenty-eight

clearing houses. The high mark for the present year was reached in June. The trend was downward till the end of August, and in September it starts on its upward course. Comparison with the past two years seems to indicate that the upward tendency should continue during October and November, as will be seen by the table below:

	1920. (27 cities).	1921. (28 cities).	1922. (29 cities).
January	\$1,639,275	\$1,485,076	\$1,349,310
February	1,412,225	1,305,629	1,148,589
March	1,584,554	1,336,919	1,345,912
April	1,580,905	1,466,734	1,192,568
May	1,681,439	1,515,202	1,496,764
June	1,664,698	1,472,568	1,323,292
July	1,684,453	1,365,276	1,278,018
August	1,535,109	1,288,870	1,172,146
September	1,607,058	1,338,715	1,253,212
October	1,935,870	1,542,908	
November	2,034,257	1,663,424	
December	1,923,712	1,593,710	

## Production of Iron and Steel

The monthly report on the production of iron and steel issued by the Dominion Bureau of Statistics shows that in both commodities there was a falling off during September. The production of pig iron, 24,794 tons as compared with 27,123 tons in the previous month, brought down the monthly average to 31,000 tons. Steel ingots and castings totalled 35,787 tons as compared with 59,201 tons in August. The following table shows the year's production with comparisons:—

1922	Pig Iron.	Steel Ingots and Castings.
January	32,184 tons	33,011 tons
February	33,572 "	42,388 "
March	41,733 "	29,941 "
April	32,572 "	21,935 "
May	23,363 "	17,000 "
June	28,763 "	32,805 "
July	31,705 "	62,767 "
August	27,123 "	59,201 "
September	24,794 "	35,787 "
September, 1921	44,000 "	56,000 "
Monthly Average, 1922	31,000 "	37,000 "
Monthly Average, 1921	50,000 "	56,000 "
Monthly Average, 1920	81,000 "	92,000 "
Monthly Average, 1919	68,000 "	77,000 "
Monthly Average, 1918	89,000 "	140,000 "
Monthly Average, 1917	87,000 "	130,000 "
Monthly Average, 1914	58,000 "	62,000 "
Monthly Average, 1910	60,000 "	61,000 "

## Bank Loans and Deposits

Call loans, current loans and deposits, as shown by the returns of Canadian Chartered banks, increased during September. The total of call loans for the month, \$106,982,838, is the highest of the year, the increase of over seven million dollars being due to improving business and the harvesting of the crops. As compared with the same month last year, call loans are slightly higher, but current loans and deposits are lower. Below are given the monthly totals of loans and deposits in Canada up to the end of September:—

1922	Call Loans	Current Loans	Deposits
January	\$162,630,461	\$1,138,151,455	\$1,720,361,570
February	100,379,637	1,143,538,489	1,719,428,075
March	103,638,801	1,149,187,869	1,714,861,914
April	102,005,932	1,162,975,332	1,720,566,061
May	101,239,898	1,140,425,500	1,691,975,243
June	99,804,892	1,117,844,707	1,687,162,049
July	96,770,236	1,104,122,176	1,668,194,202
August	99,939,844	1,102,446,692	1,639,485,234
September	106,982,838	1,114,678,735	1,648,647,585
September, 1921	106,729,270	1,239,637,351	1,798,071,304
September, 1920	114,669,611	1,417,520,756	1,947,481,002
September, 1919	96,912,709	1,058,572,202	1,868,180,730

## Price Index Numbers

Wholesale prices moved higher during October, the index number constructed by Professor H. Michell, of McMaster University, standing at 166.2, as compared with 162.9 in September. Both foodstuffs and manufacturers' goods ad-



vanced, the index number of the former from 171.3 to 175.9, and of the latter from 154.6 to 156.5. An advance in the price of raw cotton is responsible for the rise in the manufactured goods index number.

The latest Department of Labor index number is for September, and stands at 220.5, as compared with 222.8 for August and 232.7 for September, 1921. The table below shows the course of both index numbers over a series of years:—

#### Michell Index Number.

(Based on 20 foods and 20 manufacturers' goods.  
Average 1900-1909=100)

	1919	1920	1921	1922
January	223.2	265.1	214.2	165.2
February	221.3	264.1	197.1	163.7
March	220.0	264.0	192.6	161.0
April	222.9	268.4	190.0	161.2
May	228.8	270.2	180.5	160.9
June	236.2	269.9	176.6	164.5
July	245.7	269.4	174.3	165.3
August	249.3	254.4	176.7	164.7
September	240.7	247.4	172.9	162.9
October	238.7	238.4	168.2	166.2
November	241.4	225.4	164.9	....
December	244.7	217.4	168.2	....

#### Department of Labor Index Number

(Based on about 271 commodities. Average 1890-1899=100)

	1914	1918	1919	1920	1921	1922
January	136.5	258.7	286.5	336.4	281.3	227.7
February	136.6	263.5	279.8	343.5	270.1	229.5
March	137.0	269.2	277.6	349.0	263.1	225.6
April	136.7	269.4	279.6	353.1	253.7	225.0
May	136.3	275.8	284.1	356.6	247.3	226.1
June	135.3	280.6	284.1	349.3	242.6	224.3
July	134.6	284.0	294.0	346.8	233.6	225.3
August	136.3	284.3	301.1	330.2	236.4	222.8
September	141.3	285.3	301.5	326.6	232.7	220.5
October	138.7	289.6	299.6	317.6	229.2	....
November	137.5	290.9	307.7	304.2	227.3	....
December	137.6	288.0	322.7	290.5	230.7	....

#### Building Conditions

Construction contracts awarded in Canada during October, according to MacLean Building Reports, Limited, amounted

to \$24,270,300 as compared with \$29,313,500 in September. The number of projects was 2,104. Of the October total residential building made up 36.2% and amounted to \$8,794,600. Industrial building was \$3,221,500 or 13.3%. The table below shows the monthly totals for the present year with comparisons:—

#### Building Conditions

1922	Total	Residential	Industrial
January	\$ 8,392,600	\$ 2,363,700	\$ 288,500
February	10,718,300	4,049,200	610,000
March	13,465,000	5,930,800	260,000
April	29,428,400	12,472,200	3,176,400
May	34,827,300	15,633,500	801,500
June	35,620,400	12,985,900	4,914,300
July	26,694,200	9,434,400	1,397,800
August	25,187,500	8,612,000	2,649,000
September	29,313,500	9,534,100	5,170,200
October	24,270,300	8,794,600	3,221,500
October, 1921	18,997,200	7,214,900	1,616,600
October, 1920	18,169,500	4,362,500	6,849,500
October, 1919	25,579,300	4,923,200	11,319,200

#### Commercial Failures

Commercial failures in Canada and Newfoundland, as reported by R. G. Dun & Company, are still numerous, the average for the two months ended October 20th, being 64.2 a week, as compared with 48.8 for the same period of 1921. The province of Quebec has the largest total, the failures there during the period under review numbering 227, out of a total of 578 for the whole of Canada and Newfoundland. More detailed figures are given in the table below:—

1922	Ont.	Que.	West	East	Total	1921
October 20	13	28	23	5	69	63
October 13	13	29	19	5	66	42
October 6	22	18	12	5	57	60
September 29	26	19	21	5	71	52
September 22	17	27	16	10	70	40
September 15	15	21	21	1	58	41
September 8	11	29	16	3	59	42
September 1	14	26	23	4	67	50
August 25	14	30	10	7	61	45



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**SANDPAPER**



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# When the G.M. Talks to the P.S.



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Imperial Lubrication Engineers will be glad to advise regarding any lubrication problem. Write to 56 Church Street, Toronto.

## IMPERIAL OIL LIMITED

*Branches in All Cities*



# Canada's Industrial Expansion

## RECORD OF PROGRESS

### **Tobacco Company Expand**

**W. C. Macdonald, Reg'd., Inc., Montreal, Now Erecting a Large New Addition**

On September 18th work started on a new addition to the tobacco factory of W. C. Macdonald, Reg'd., Inc., Montreal, and it is hoped to have it completed by New Year's Day, 1923. The building is practically a duplicate of the one erected in 1919-1920 and is to be used to extend the firm's cut tobacco and cigarette business.

The building was designed by Featherstonhaugh and McDougall, Montreal, and E. G. M. Cape & Company are the contractors. Its dimensions are 130 x 62 feet, and it is three storeys high. On its completion the plant will measure 244 x 62 feet.

The cost of the present addition is approximately \$71,000. The foundations are reinforced concrete, the walls brick and the roofing tar and gravel. The basement flooring is mastic asphalt, and the other floors maple. The building will be heated by low-pressure steam.

### **Adding New Building**

**British American Oil Company, Limited, Are Enlarging Refinery in Toronto.**

The British American Oil Company, Limited, are enlarging their Toronto refinery by adding a new process building which contains the very latest machinery for the production of certain lubricating oils. This plant will enable them to manufacture oils at present in demand which heretofore they have not made in large quantities.

The company have also established six new branches in Ontario and Quebec, each of which has large tank storage accommodation as well as warehouse and office facilities, and garage buildings for housing their motor tank truck delivery system. These developments will all involve increased output and the employment of additional labor in all departments of the business.

### **Buy Milk Plant**

**The Baumert Company, Limited, Operating Borden Company Plant at Huntingdon**

The Baumert Company, Limited, a Canadian branch of F. X. Baumert & Company, Incorporated, Antwerp, New York, have bought the plant at Huntingdon, Que., formerly operated by the Borden Company in the manufacture of condensed and evaporated milk. The new owners, operating under a Canadian charter, will specialize in the manufacture of fancy cheese, including Camembert, Brie, Roquefort, Neufchatel, cream and pimento, while with the surplus milk they will make Cheddar cheese and butter.

It is probable that Oren S. Pickard will be in charge of operations at Huntingdon. The company will, as far as possible, employ only Canadians.

### **Ontario Potteries Company**

**New Oshawa Industry Completing, and Expect to Open by Christmas**

The Ontario Potteries Company, Limited, expect to complete additions to the plant they have purchased in Oshawa, Ont., and to be in production by Christmas. The building they have bought has 3½ acres of land. At the south end they are putting up a one-storey building 100 x 45

feet, and on the east side they are making an addition 120 x 40 feet. These extensions will make their plant approximately 240 x 140 feet.

In the slip room the company are installing a twin blunger, agitators, slip pump and a seventy-two-chamber filter press, pug mill, etc., for the preparation of their raw material. In the formation department they are putting jiggers for the manufacture of cups, bowls, jugs, hollow ware and flat ware, and a turning lathe, etc. In the glost room they are installing a Paterson D-type pebble mill for grinding glazes. They are building two pottery kilns, sixteen feet, six inches interior diameter, and expect to install five more early next year. The cost of the additions at present being made will be about \$60,000.

The products of the company will be semi-vitreous table ware, a full dinner set, plain and decorated, hotel and restaurant ware, bowls, jugs and art ware. They state that they can obtain seventy-five per cent. of their raw materials cheaper laid down in Oshawa than they can be bought in England.

The company feel confident of success, as their product is one which everybody uses and the market has hitherto been chiefly in the hands of English manufacturers. Their machinery is all bought, and most of their building material, so that they should soon be able to start turning out their goods.

### **Buy Windsor Site**

**Dodge Brothers Motor Company, Limited, Planning to Establish Canadian Factory**

The Dodge Brothers Motor Company, Limited, have bought property in Windsor, Ont., where they hope eventually to have a manufacturing institution with ample facilities for taking care of the Canadian market. The site consists of 7½ acres with 1,934 feet of frontage on the Canadian Pacific Railway. Plans for buildings have not yet been announced. The company state that they do not intend to take any precipitate action. Their plans are being sketched to be worked out over a period of years, rather than in the next few months.

### **Stanley & Aylward**

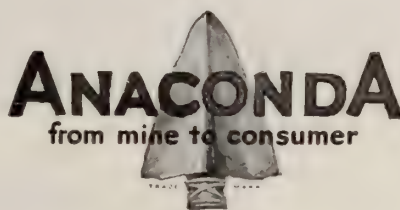
**Former Toronto Silver Plate Manufacturers Have Established Factory in Kingston**

Stanley & Aylward, Limited, who recently moved their silver plate manufacturing business from Toronto to Kingston, are well established in their new quarters and are getting their production well under way. They have sufficient orders to keep them busy for some time and are employing thirty men.

The company's product, "Norman Plate," is made from start to finish in the new plant. They have two and a-half floors, with about 14,000 square feet of floor space, in a fine cement building, which has been altered to bring it up to the most modern factory standards. The machinery has been arranged so that manufacturing operations proceed in the proper sequence, lowering waste time and labor cost. The heavy stamping machinery is on the ground floor. The blanking, piercing, edging, spinning, soldering and making processes are carried on the third floor, which is connected with the stamp room by an electric lift. The polishing and plating rooms are on the top floor, with the packing, billing and order departments.

(For further news of industrial expansion see pages 100 to 110.)





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The trademark of Anaconda American Brass Limited identifies copper and brass products in which the highest skill in manufacture is embodied in metals of utmost purity. At every stage of production, from mine to consumer, Anaconda products are subject to standards which insure unsurpassed quality. This Company is successor to Brown's Copper and Brass Rolling Mills, Limited, Canada's pioneer producers. Ample manufacturing facilities enable us to give prompt attention to the inquiries of our customers.

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ANACONDA AMERICAN BRASS *Limited*  
NEW TORONTO, ONTARIO, CANADA

# ANACONDA



## Deaths Among Prominent Manufacturers

### Sir John Wallace Carson

Major-General Sir John Wallace Carson died in Montreal on October 13th, after a lingering illness. He was born in Montreal in 1864, and from an early age was connected with the militia. For his services in charge of the Canadian Records Office during the war he received the decoration of Commander of the Bath in the New Year's honors of 1916.

His business activities included insurance, mining and manufacturing. He entered the service of the Royal Insurance Company at the age of 16, and was later manager of the fire department of the Insurance Company of North America. In 1892 he began business in the insurance line on his own account.

In 1909, with the late Robert Reford and Colonel W. I. Gear, he organized the Crown Trust Company. He was widely interested in the Cobalt and Porcupine mining regions and was president and managing director of the Crown Reserve Mining Company, Limited, and the Porcupine-Crown Mines, Limited.

His manufacturing connections were numerous. He was a former president and director of Consolidated Asbestos, Limited, director Lake of the Woods Milling Company, director Keewatin Flour Mills Company and director Cassidy's, Limited.

### Emile Galibert

On October 9th, Emile Galibert, head of C. Galibert & Company, died in Montreal at the age of seventy-five. He had lived in Montreal most of his life, coming from his birthplace in France at the age of sixteen. His father Calixte Galibert founded the present firm, which was one of the first tanneries in Montreal. The son assisted him during his lifetime and became head of the business on his death.

The late Mr. Galibert was a chevalier of the Legion of Honour, president several times of l'Union Nationale Francaise and a charter member of the Chambre de Commerce Francaise de Montreal, of which body he was also president more than once. He also belonged to the Board of Trade and Chamber of Commerce of Montreal.

### Hon. J. A. Stewart

After a lingering illness, Hon. James Alexander Stewart, K.C., Minister of Canals and Railways in the reconstructed Meighen administration of 1921, died in Montreal on October

7th. In addition to his legal and political attainments, Mr. Stewart had been successful in industrial life. He was president of Henry K. Wampole & Company, Limited, the Andrew Jergens Company, Limited, and the Perth Shoe Company, Limited. He was also a director of Frost and Wood, Limited.

The late Mr. Stewart was born in Perth, Ontario, in 1867, and was educated there and at Ottawa College and Osgoode Hall. He was a King's Counsel and head of the legal firm of Stewart, Hope & O'Donnell, Perth. He was first elected to the House of Commons in May, 1918, and received the portfolio of Minister of Canals and Railways in 1921. In the general election last year he retained his seat for Lanark.

### H. T. Gagnier

H. T. Gagnier, president and manager of H. Gagnier, Limited, who publish *Saturday Night* and a number of trade papers, died in Toronto on October 29th. He was born in Toronto 49 years ago and in his youth was associated with his father, Edward Gagnier, in the tobacco business. The knowledge which he acquired there made his first publication, *The Cigar and Tobacco Journal*, a success from its foundation twenty-five years ago. Early in 1908 he bought *Saturday Night* which he enlarged and improved with the introduction of new features and the employment of the best literary talent available. Later he bought or founded many other trade papers. He built the Graphic Arts Building in Toronto in 1912, and this has been the headquarters of his publications and the Consolidated Advertising Agency, another of his successful adventures.

### Charles Gill Cooper

Charles Gill Cooper, manager of Fowler's Canadian Company, Limited, Hamilton, on October 22nd, was struck down and instantly killed by a shunting engine on the spur line serving the Fowler plant. Mr. Cooper had been in the employ of the Fowler Company and their predecessors, Armour and Company, Limited, for the past seventeen years and before that was associated with Cyrus Birge at the Screw Works. He was born in Hamilton forty-two years ago. He took a keen interest in civic affairs and was an efficient member of the City Council from 1916 to 1921, inclusive.

### Frank Rankine

Frank Rankine, for many years one of the leading manufacturers of St. John, N.B., died there on October 9th, at the age of 66. Mr. Rankine had all his life been connected with the firm of T. Rankine and Sons, Limited, biscuit manufacturers. The business, founded by his grandfather, passed to his father, Thomas A. Rankine, and then to himself and his brothers. Mr. Rankine was president until his retirement on account of ill health, two years ago.

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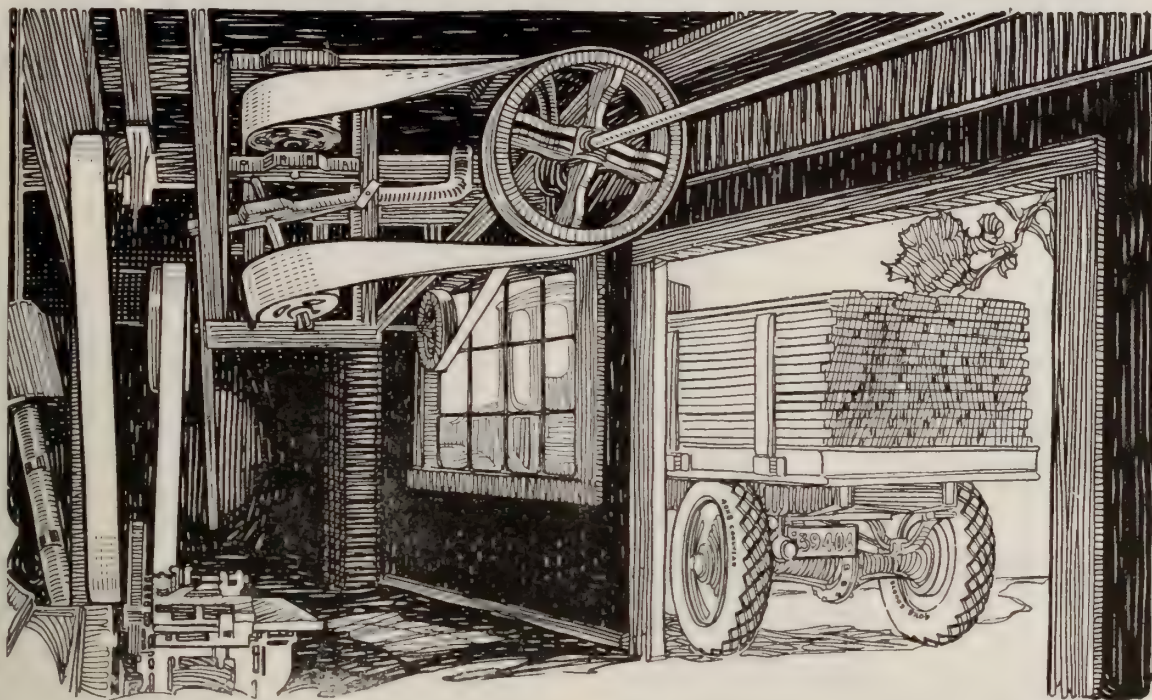
**YOU NEED OVERSEAS TRADE**—you want it if it can be had economically and safely. It can be so had only if your overseas trade department is directed by a capable, experienced man of broad vision and sound judgment.

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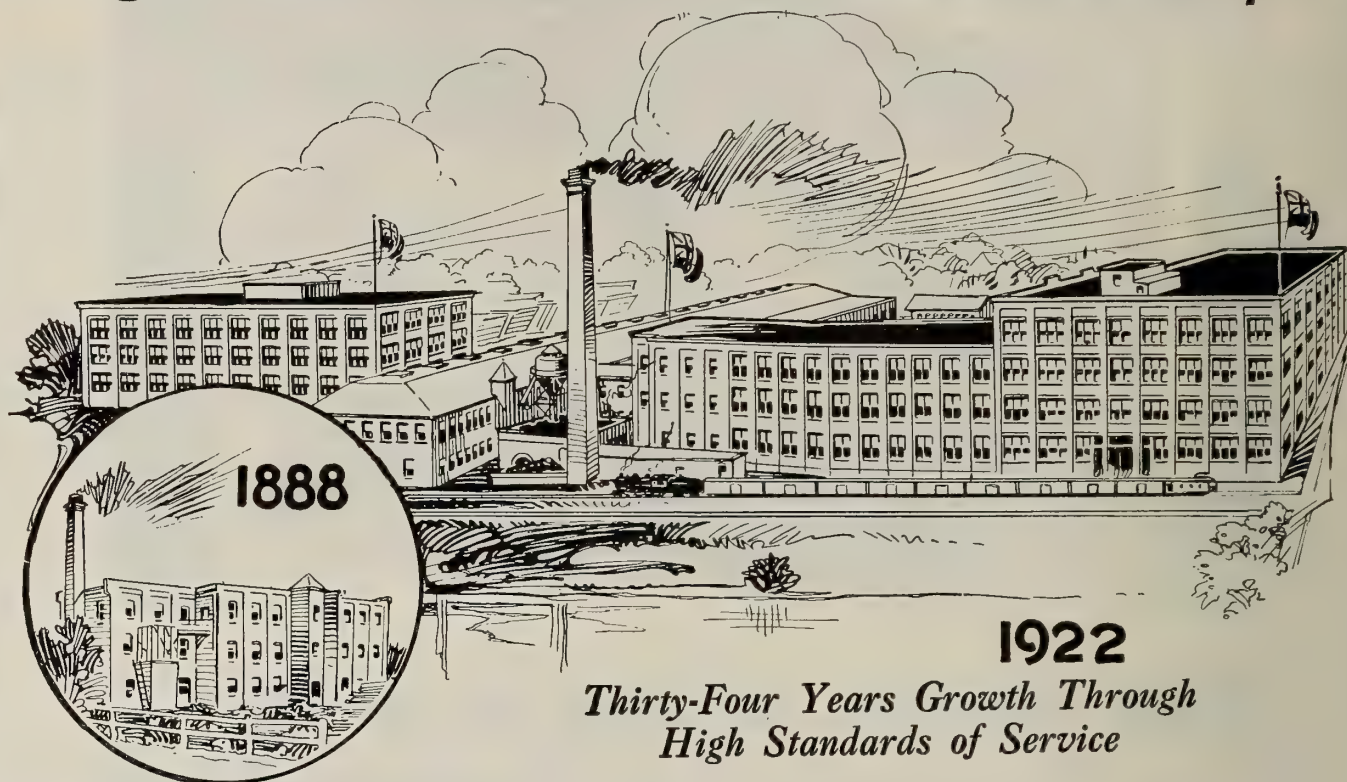
Goodyear gained world-leadership in tires by producing the best tires.

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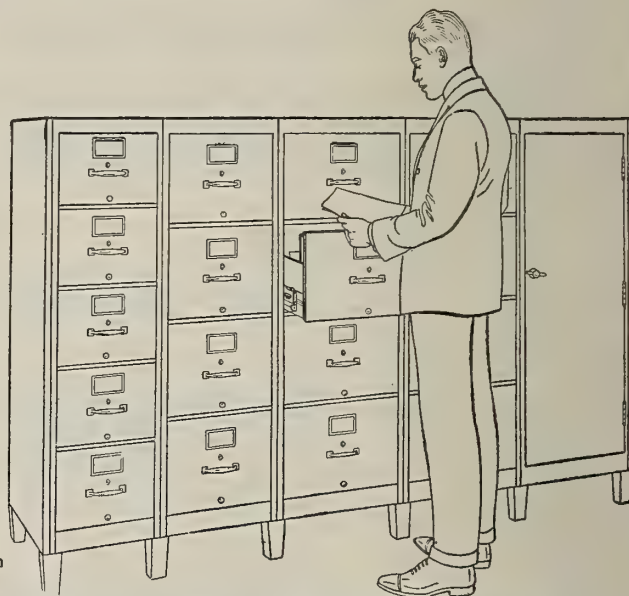
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# OFFICE AND FINANCE

## Operation and Effect of Bankruptcy Act

By Lewis Duncan

### PART 2

(Concluded From October Issue)

**I**N section 89 of the Bankruptcy Act some eighteen of the more common practices of fraudulent traders are specified and these are made crimes punishable with two years' imprisonment. These offences may be classified as crimes before bankruptcy, crimes during bankruptcy and crimes after bankruptcy. Crimes before bankruptcy include first, falsification of books and secondly, obtaining property on credit by fraud. Now that is a common device and it is not generally known that there is a two-year punishment for it. A retailer possibly obtains from a wholesaler property on credit on the representation that he is not in financial difficulties. That is obtaining property on credit by fraud and the punishment is two years. Thirdly, disposing of property which has been obtained on credit otherwise than in the ordinary course of business—that is to say if any person obtains property on credit and then pawns it or pledges it or disposes of it otherwise, other than in the ordinary course of business, he commits a crime. Fourthly, by making or causing to be made a false statement in writing with respect to his financial condition. Fifthly, concealing any of his property. A man is guilty of a criminal offence if within six months after doing any of these things he becomes bankrupt or makes an authorized assignment.

#### Crimes during Bankruptcy

Then, what are the crimes during bankruptcy? First, not discovering all his property to his trustee; secondly, any material omission in his statement of affairs; thirdly, allowing a false debt to be proved; fourthly, obtaining credit of \$500 or upwards without notifying the person from whom he obtains the credit that he is an undischarged bankrupt; fifthly, trading under a name other than that under which he was adjudged bankrupt.

Crimes after bankruptcy include failing to keep proper books. Once a man has been made a bankrupt he must keep proper books, and if he does not keep them and is later adjudged bankrupt he may be punished with two years' imprisonment.

#### Provisions in Criminal Code

In addition to these there are four provisions in the Criminal Code, some of which overlap those that I have mentioned. One is destruction or falsification of a company's books, and the punishment is seven years. Another is a gift or removal of property with intent to defraud, or giving property to someone with intent to defraud, the punishment being one year.

If the offences provisions of the Bankruptcy Act were known to creditors, the majority of fraudulent debtors would be punished, but it is most unfortunate that apparently those provisions are not widely known, and cases illustrating this ignorance continually occur on the examination of the debtor. Perhaps it will be a foreigner keeping a small shop and having \$3,000 a year ago. On examination he is asked, "Where did it go to?" "I don't know." "Well, what did you do with such and such a piece of equipment?" "Oh, I gave it to my brother." "Where did your money go?" "I don't know." "You must know. You must tell." "Oh well, I put it on the horses," and that generally gets past with a laugh. Now, in that conversation

he has admitted sufficient facts to justify the court in refusing him his discharge, and has given information, which if followed up and supplemented, may result in criminal proceedings.

#### Defects in the Act

Then, are there defects in the Bankruptcy Act? There is a very serious defect in the authorized assignment provisions. I do not need to dilate on it, but there is a loophole there. It is also necessary to make the provisions of the Bankruptcy Act which have to do with companies fit more closely to the subject with which they are dealing. Then there is a criticism which is heard in various directions, that the debtor can choose his own trustee.

The inference contained in that criticism is not justifiable, as regards the majority of trustees; but there is an element of danger in permitting the debtor to choose his own trustee where so little supervision is exercised over the choice of trustees. In one province an undischarged bankrupt is said to have been appointed an authorized trustee.

If no real control is to be exercised over the appointment of authorized trustees what can be done to minimize the obvious dangers? Under the English system, there is what is called an official receiver. He is a member of the Board of Trade or under the Board of Trade. When a petition is presented in bankruptcy he takes charge and he carries on the administration of the estate up to the point where the first meeting of creditors is called and then he hands over to a trustee who is elected at that first meeting by the creditors. That has the advantage that you have an impartial person to begin with at a time when it is important to discover the true state of affairs. He is an expert because he is doing nothing else. It is his duty to examine the debtor, and ask him searching questions. He does it by rote to a certain extent, because there are not so very many ways of being fraudulent, and after a man has had some knowledge of human nature as it displays itself in business, he can pretty well deal with any case that is likely to come up before him. In England the official receiver performs a further duty. Under our system once the trustee is discharged there is no hand outstretched to receive any property which may fall in to the estate of the undischarged debtor. Under the English system the official receiver takes charge.

#### Composition Proceedings

What are composition proceedings? At common law, if the debtor wishes to get rid of his liabilities for a less sum than 100 cents on the dollar, the only way he can do it is to obtain the consent of his creditors to his proposal. He cannot compel any creditor to consent. The policy of the Bankruptcy Act is this, that what appears a reasonable proposal to a majority in number and two-thirds in value of his creditors shall not be allowed to be defeated by a few persons.

There are one or two other important provisions it may be well to mention. There is the fraudulent preferences section. No creditor may take a preference within three



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Undivided Profits	-	-	\$579,675
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months of the bankruptcy. If he is paid a preference or paid more than the other creditors, that money can be recalled by the trustee and put into the common fund; but for bankers it is important to remember that if a debtor has paper coming due and he pays it on the due date, that is not a fraudulent preference. That is an exception to the fraudulent preferences section, and amounts to this, that a debtor who is trying by meeting his paper as it comes due, to keep his head above water, is presumed not to be intending to give a preference.

## Secured Creditors

Perhaps one should mention secured creditors, because bankers are mainly secured creditors. Section 46 is the section which deals with secured creditors. In reading that section one is liable to fall into a misconception, because the section does not mention one of the ways in which secured creditors may proceed. A secured creditor has the option of proceeding in one of four different ways. He may first of all rely solely on his security. He may say, I am not going to prove in bankruptcy at all. That is, I do not want any dividend; I have got enough or I have got nearly enough and I am not going to take any chances with what may happen to my security. Secondly, the secured creditor may realize on his security and then prove for the difference. That, too, is a safe way of proceeding. Thirdly, he may surrender his security and then prove for his whole debt. That might be done if his security was not worth very much. If the secured creditor surrenders his security then he is no longer a secured creditor, and he can prove for his whole debt. Fourthly, he may prove for the unsecured portion of his debt, but to do this he must value his security and the value he places upon his security in that document of proof is the value at which the trustee can take it over from him. So that if you value your security at \$10,000, when your debt is \$20,000, hoping to be able to prove for \$10,000, and so get a large dividend, whereas your security is really worth \$15,000, your position is unfortunate because the trustee may take it over at that sum.

## Initiation of Proceedings

There are three ways in which proceedings under the Bankruptcy Act may be initiated. Firstly, any insolvent debtor may make what is called an authorized assignment. It is a very short document which does not occupy more than one sheet of foolscap. By operation of law, as soon as the debtor signs the document and gives it to the trustee, all his property in Canada vests in the trustee without the execution of any further deed or transfer. The title, as it were, skips into the trustee, and that raises some important questions in conveyancing. The debtor is incompetent from that moment to deal with his property. If he makes an assignment to-day and to-morrow he sells you his lot in Hamilton, and you pay him money for it, you have got nothing, any more than if his son sold it to you and signed the deed. He is not competent to transfer it, because the property has gone from him.

The second way in which proceedings may be initiated is on the motion of a creditor. Any creditor who has a debt of \$500 or over may present a petition in bankruptcy against the debtor, and on the hearing of that petition, if the creditor proves his debt, and proves that the debtor has committed what is called an act of bankruptcy, then he can get a receiving order made against the debtor and the debtor is adjudged a bankrupt. As soon as the receiving order is made, all the debtor's property, wherever situated, vests in the trustee.

Now under both the first and second methods of proceeding, the duty of the trustee is identical. He must notify all the creditors of whom he has knowledge that an assignment or a receiving order has been made, and call a general meeting of the creditors. At that meeting inspectors of the estate are appointed. One thing to remember with respect to inspectors, as also with respect to the trustee,

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tee, is that they are in what the law calls a fiduciary relation to the creditors. They may not make any profit out of their trust. That is one of the principal doctrines of equity. The court is quick to prevent any inspector or trustee from making a profit out of the estate. For instance, an inspector may not buy the property of the debtor because his duty and his interest would conflict. He would not buy it if he were going to lose on it, but he would buy it because he might hope to make something from it, and the court says he would be making or might be making a profit out of his trust, and he may not do that.

The third way in which proceedings may be initiated under the act is by the debtor making a proposal for a composition.

The Bankruptcy Act is a great improvement on the previous chaotic state of the law. Amendments are required and will in due course be made; but there will always be a certain amount of dissatisfaction with a new law until its provisions are understood. The chief difficulty at present is that creditors do not know their rights and are too inclined to assume, once a debtor has made an assignment or a proposal for a composition, that they have no rights and that the debtor has the whip hand. The contrary is the fact, for the Bankruptcy Act gives creditors very considerable and far reaching rights and puts it in their power to make the lot of the fraudulent debtor a most unenviable one.

### Profits Were Lower

#### Russell Motor Car Company, Limited, Annual Statement for Year Ended July 31st

Net profits of the Russell Motor Car Company, Limited, for the year ended July 31st, were lower than in the two preceding years, standing at \$117,499 as compared with \$158,124 in 1921 and \$339,453 in 1920. The usual preferred dividend of seven per cent. was declared, amounting to \$84,000. The common dividend was four per cent., amounting to \$32,000 as against \$56,000 in each of the two preceding years. The table below gives comparative figures for the three years. The investment reserve of \$600,000 was transferred from profit and loss account in order that revaluation of the company's investments would be on a sufficiently conservative basis.

	1922	1921	1920
Net profits .....	\$117,499	\$158,124	\$339,453
Balance forward .....	1,071,618	1,053,494	\$54,041
Preferred dividend ..	\$1189,117	\$1,211,618	\$1,193,494
	84,000	84,000	84,000
Common dividend ..	\$1,105,117	\$1,127,618	\$1,109,494
	32,000	56,000	56,000
Investment reserve ..	\$1,073,117	\$1,071,618	\$1,053,494
	600,000	.....	.....
Balance .....	\$473,117	\$1,071,618	\$1,053,494

### Operations Show Deficit

#### Trying Conditions Experienced by National Steel Car Corporation in Past Year

The trying conditions of the year ended June 30th, caused by lack of orders for new railway equipment, are reflected in the National Steel Car Corporation's annual statement, which shows a loss on the year's operations of \$79,733. For the preceding nine months there was a net profit of \$422,674. Deductions of \$73,470 for depreciation reserve, \$107,653 for bond interest and \$46,516 for interest on borrowed money reduced the balance from \$2,820,324 to \$2,513,950. The balance sheet shows current assets at \$2,746,341 and current liabilities at \$1,343,655 leaving the working capital at \$1,402,686 as compared with \$1,947,757 on June 30th, 1921. President R. J. Magor is optimistic concerning the future as business revival will increase railway traffic and consequently will mean orders for new equipment.



## A Message to Canadian

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

## THE ROYAL BANK OF CANADA

Total Resources \$500,000,000

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## IMPERIAL BANK OF CANADA

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HEAD OFFICE - TORONTO



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The Union Bank of Canada placed the headquarters of its Foreign Department in Montreal, because at this point it is best able to serve Canadian business men in foreign trade.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg and connections with Vancouver, enable us to keep closely in touch with conditions in Canada and abroad.

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## Show Profitable Year

### Annual Statements of Four Canadian Milling Companies for Year Ended August 30th

The four flour companies whose financial years end on August 31st, have issued their annual statements, which show them to have had profitable results from their year's operations. The profits of the Western Canada Flour Mills Company, Limited, at \$318,125, are practically the same as last year, when they stood at \$325,970. The working capital position shows an improvement of \$68,304. The large special dividends which have been declared in previous years were not declared this year. Following are the profit and loss figures for the past fiscal years:

	1922	1921	1920
Profits .....	\$318,125	\$325,970	\$414,723
Bond interest .....	70,560	74,703	79,253
Net profits .....	\$247,565	\$251,267	\$335,470
Dividends .....	230,000	222,500	250,000
Balance .....	\$ 17,565	\$ 28,767	\$ 85,470
Previous balance ..	202,103	548,335	712,865
Balance .....	\$219,668	\$577,102	\$798,335
Special dividend ..	.....	375,000	250,000
Profit & loss balance .	\$219,668	\$202,102	\$548,335
Current assets .....	\$2,167,092	\$2,448,507	\$2,243,371
Current liabilities ..	1,144,007	1,493,726	1,194,094
Working capital ...	\$1,023,085	\$ 954,781	\$1,049,277

The Ogilvie Flour Mills Company, Limited, show an increase of \$210,686 in their net profits, which stand at \$846,989. Preferred and common dividends took \$440,000 and a special bonus, not declared last year, \$250,000, leaving a balance of \$156,989, which, added to the previous balance, leaves \$1,866,875 at credit of profit and loss. Working capital is also higher. The comparative statement follows:

	1922	1921	1920
Net profits .....	\$846,989	\$636,303	\$959,065
Preferred dividend .	140,000	140,000	140,000
Common dividend ..	\$706,989	\$496,303	\$819,065
Special bonus .....	250,000	.....	375,000
Previous balance ..	\$156,989	\$196,303	\$144,065
Balance .....	\$1,866,875	\$1,709,886	\$1,513,582
Current assets .....	\$10,455,013	\$10,209,788	\$9,841,854
Current liabilities ..	2,269,229	2,331,903	2,273,240
Working capital ...	\$8,185,784	\$7,877,885	\$7,568,614

The Lake of the Woods Milling Company, Limited, show earnings of \$713,087, slightly lower than last year. Preferred and common dividends took respectively \$105,000 and \$42,000 as in 1921 and bond interest \$54,000. As in last



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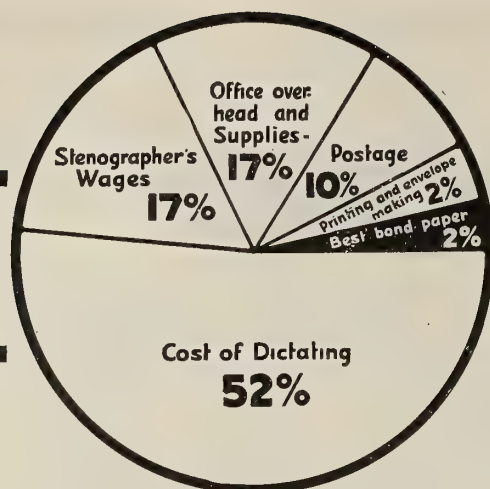
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For instance, the difference between the cheapest bond paper on the market and the best—Superfine Linen Record—is roughly, a quarter of a cent a sheet.

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year's statement \$118,500 was written off from property and goodwill accounts leaving \$15,587, which makes the balance \$1,278,455. Current assets are higher than last year by over \$300,000, and the working capital is about \$70,000 greater. The comparative statement for the past three years follows:

	1922	1921	1920
Net earnings .....	\$713,087	\$762,073	\$732,232
Bond interest .....	54,000	54,000	54,000
Preferred dividend ..	\$659,087	\$708,073	\$678,232
Common dividend ..	105,000	105,000	105,000
Written off .....	\$554,087	\$603,073	\$573,232
Previous balance ...	420,000	420,000	294,000
	\$134,087	\$183,073	\$279,232
	118,500	118,500	100,000
	\$ 15,587	\$ 64,573	\$179,232
	1,262,867	1,198,293	982,414
	\$1,278,455	\$1,262,867	\$1,161,646
Current assets .....	\$5,199,619	\$4,868,321	\$4,658,629
Current liabilities ..	1,270,680	1,009,524	1,177,540
Working capital ...	\$3,928,939	\$3,858,797	\$3,481,089

The St. Lawrence Flour Mills Company, Limited, have maintained their strong working capital position and, after paying preferred dividends of \$40,250 and common of \$72,000, have \$34,853 surplus, which brings their balance at credit of profit and loss to \$417,132. This company did not declare bonuses this year. Below is a comparative statement for the past three fiscal years:

	1922	1921	1920
Profits .....	\$169,365	\$147,801	\$215,077
Bond interest and taxes .....	22,262	27,101	41,828
Net profits .....	\$147,103	\$120,700	\$173,249
Preferred dividend ..	40,250	40,250	40,250
Common dividend ..	\$106,853	\$ 80,450	\$132,999
	72,000	96,000	120,000
Previous balance ..	\$ 34,853	\$ 15,550	\$ 12,999
	382,279	397,829	384,830
Balance .....	\$417,132	\$382,279	\$397,829
Current assets .....	\$878,588	\$884,455	\$939,620
Current liabilities ..	458,517	418,184	408,177
Working capital ...	\$420,071	\$466,271	\$531,443

### Carriage Factories, Limited

#### Further Loss Shown on Past Year's Operations and Working Capital Impaired

Carriage Factories, Limited, suffered a further loss during the year closed July 31st, the total loss amounting to \$348,627, of which \$119,982 was incurred in connection with the Canadian Briscoe Motor Car Company, Limited. Miscellaneous adjustment of \$1,898 and previous deficit of \$116,941 makes the total deficit \$467,467. The working capital position has also been impaired, current assets exceeding current

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liabilities by \$383,451 as compared with \$495,480 in 1921 and \$580,538 in 1920. Below is a comparative statement for the past three years:

	1922	1921	1920
Previous deficit .....	\$116,941	\$64,132	\$27,532
Loss for year .....	228,645	92,952	36,845
	\$345,586	\$157,085	\$64,377
Loss in connection with Canadian Briscoe Motor Co. .	119,982	.....	.....
	\$465,568	\$157,085	\$64,377
Adjustments .....	1,849	40,144	245
Deficit .....	\$467,467	\$116,941	\$64,132
	1922	1921	1920
Current assets .....	\$184,225	\$900,310	\$1,311,643
Current liabilities ..	100,774	404,860	731,105
Working capital ....	\$383,451	\$495,480	\$580,538

## Ford Motor Company

**Profits for Year Amounted to \$5,006,521. Total Income Lowered by Reduced Prices**

Profits of the Ford Motor Company of Canada, Limited, on operations during the fiscal year ended July 31st, totalled \$5,006,521. These compare with \$2,368,407 in 1921. Total sales and other income, however, amounted to \$29,273,254 a reduction of over eight and one-half millions from last year's figure of \$37,836,473. This reduction is accounted for by the lower selling prices of Ford products. The comparative figures for three years are given below:—

	1922	1921	1920
Profits .....	\$5,006,521	\$2,368,407	\$5,664,834
Shipping reserve .....	133,144	.....	.....
Balance forward .....	9,518,934	8,216,305	5,270,061
Tax adjustment .....	.....	231,128	.....
	\$14,658,599	\$10,815,840	\$10,934,895
Taxes .....	20,627	246,906	968,590
	\$14,637,972	\$10,568,934	\$9,966,305
Dividends .....	2,100,000	1,050,000	1,750,000
Balance .....	\$12,537,972	\$9,518,934	\$8,216,305

## New Bond Issue

**Bathurst Company, Limited, Sell \$1,500,000 of Bonds to Finance New Newsprint Mill**

The Bathurst Company, Limited, Bathurst, N.B., have sold to the Royal Securities Corporation \$1,500,000 of 6½ per cent. first mortgage convertible sinking fund gold bonds, series "B," due June 1st, 1941. The proceeds are to be used to finance construction of a newsprint mill of 15,000 tons annual capacity, and to increase the sulphate pulp capacity to 19,500 tons.

The Bathurst Company are one of the largest manufacturing enterprises in Canada. They manufacture some 30,000 tons of sulphate and sulphite pulp per annum and about 30,000,000 feet of spruce lumber. They lease timber limits in New Brunswick and Quebec totalling 2,563 square miles in area, and estimated to contain supplies of wood sufficient for many years' requirements. Their recent hydro-electric development supplies them with 9,000 h.p. They have deep-water docks at Bathurst from which export shipments are made to Europe, the United States, British West Indies and South America.

The new bond issue is the balance of a closed first mortgage of \$3,000,000, the first \$1,500,000 of which was sold in the United States a year ago. Properties securing the bonds have an appraised value of \$9,250,000 plus over \$1,000,000 to be spent on the new newsprint mill.

The Diamond State Fibre Company of Canada, Limited, are now putting on the market Diamond Fibre swift braces for use in textile mills. These braces are designed to be placed on the swift and make possible a smooth, even winding without injury to the silk or yarn. The makers state that they are practically indestructible and will not stretch, shrink or sag.



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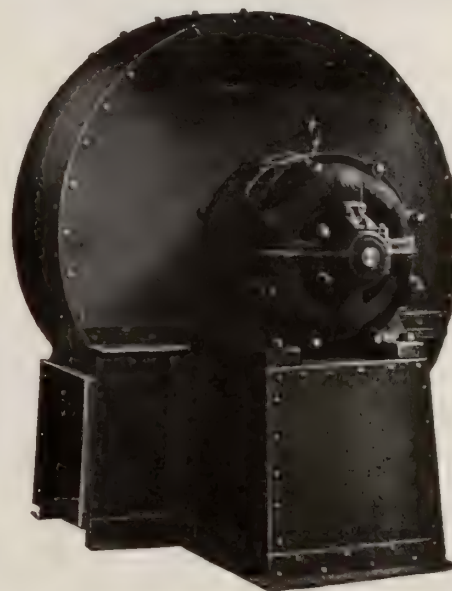
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One-third Lower  
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And these savings over other standard mill  
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Our engineers consider hood suction, amount  
of material to be handled, proper pipe sizes,  
correct fan size and speed, and proper size of  
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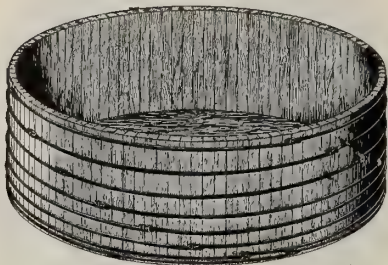
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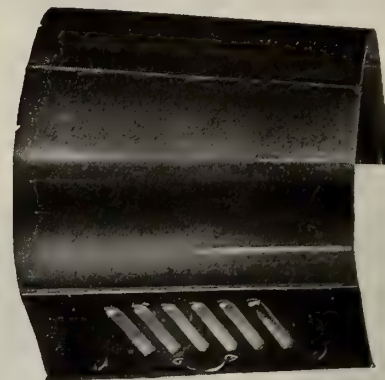
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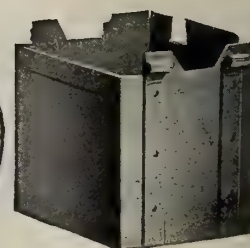
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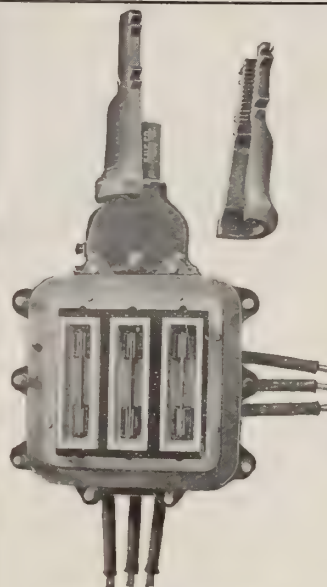
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insure economy in the installation and maintenance of electric cable systems, permit rapid disconnection of branch circuits and give absolute protection to the cable against moisture.

The box illustrated is a three-way sectionalizing box largely used in mines and designed for mounting on the wall of the mine shaft. The main line is connected solid through the box and the branch cable has the disconnecting feature.

The clamps which protect the lead nipple and enclose the armor wires of the cable and hold them in place are also shown in the illustration.

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The only Plant that can be bought in separate Units, —starting with the Engine then adding Pumping and Electrical Units later as required.

The CARON Patented Valveless Engine with only three moving parts is the greatest advance made in gas engine construction in recent years.

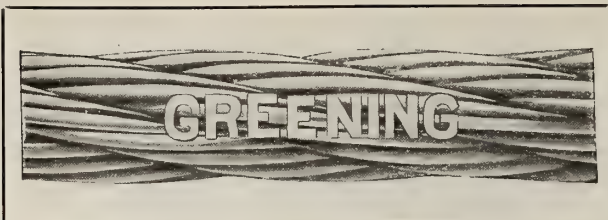
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The Greening name is likewise an assurance of satisfaction. Close study of conditions under which their products are used, combined with long experience in their field makes it certain that buyers obtain an article that meets their requirements.

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## Have Increased Capital

**Medalta Stoneware, Limited, Become Medalta Potteries, Limited, and Plan Expansion.**

The Medalta Stoneware, Limited, who manufacture at Medicine Hat, Alberta, a large proportion of the stoneware used in Canada, have increased their capital to \$500,000 and changed their name to Medalta Potteries, Limited. They have been enjoying good business, and are now expanding by starting the manufacture of whiteware. The reorganization will mean doubling the capacity of their plant and will involve considerable building.

## Bulman Brothers, Limited

**Installing Additional Machinery to Increase Facilities of Photo-Litho Department**

Bulman Brothers, Limited, Winnipeg, are increasing the facilities of their photo-litho department by installing additional machinery which is said to be the very latest improvement in this class of work. It will enable them to handle photo-litho work, in black and multi-color, in all sizes usually required for practical purposes, and in the most efficient way known.

Bulman Brothers state that the prospect of improving business has brought them more orders than usual for calendars, show cards, cut-outs, posters and other similar advertising aid. Their new equipment will put them in a most favorable position for handling work of this class.

## Installing New Machinery

**Hantsport Fruit Basket Company, Limited, Prepare to Make Additional Lines**

The Hantsport Fruit Basket Company, Limited, Hantsport, N.S., are installing new machinery for the manufacture of larger baskets, such as bushel baskets for apples, market baskets and veneer crates for fruit and vegetables. The principal item of the new installation is a 66" Coe veneer lathe and clipper and there are also several other machines for the manufacture of heavier baskets.

The company have also been making a tight-folding-corner berry box for blueberries, which has not been made in Nova Scotia before, and crates to contain 32 of these boxes. Since their organization in 1913 the company have been making quiet but steady progress, and with their improved plant they plan to increase output 100%, and add new lines as they see their way clear to make them profitably.

## Enlarge Tank Room

**Nothern Varnish Company, Limited, are Manufacturing Several New Products**

The Northern Varnish Company, Limited, Owen Sound, Ontario, have recently completed an extensive enlargement to their tank room and put in new varnish tanks. They are taking up the manufacture of a number of new lines, including automobile varnishes, top and seat dressing, tire preserver in black and white; cement waterproofing, which will keep cement from sweating or absorbing moisture; waterproof varnishes, spar, interior, exterior and floor; bronzing liquid; liquid dryer; house painters' and coach painters' Japan; liquid wood filler; flat finish and oil stains.

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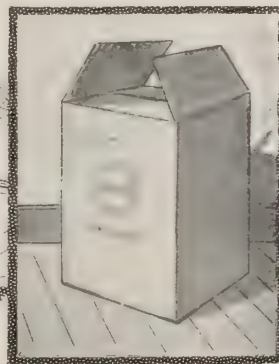
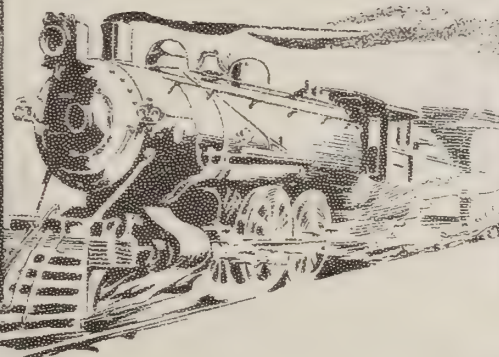
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CONTAINERS will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

**The Hinde & Dauch Paper Co., of Canada, Limited**  
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### Will Increase Equipment

#### Canada Tack and Nail Company, Limited, Report Increase in Demand for Products

The Canada Tack & Nail Company, Limited, who took over the business in Morrisburg, Ontario, from the Morrisburg Tack Manufacturing Company, Limited, in 1918, have been gradually increasing their business by specializing on quality products to give the best possible service to their customers. They plan to increase their wire machine equipment this fall to enable them to keep up with demands for shoe rivets and fine wire nail products.

### Industrial By-Law

#### Tillsonburg to Vote on November 14th to Guarantee Bonds Wilkie Products Company

The town of Tillsonburg, Ontario, will vote on November 14th, on a by-law to guarantee bonds of the Wilkie Products Company to the extent of \$14,000 and to give them a factory site, the cost of which is not to exceed \$1,000. The company have been organized to purchase the equipment of the Windsor Machine and Tool Works, Limited, Windsor, Ontario.

Under the terms of the agreement with the town the company will erect a brick building 200 x 60 feet and will employ fifty hands. They will be exempt from all taxes except school taxes for ten years. The products manufactured will be piston rings and automobile accessories.

### Organize New Company

#### B. C. Howard & Company, Limited, Purchase Mills and Limits of Murray & Gregory, Limited

B. C. Howard & Company, Limited, Sherbrooke, Ont., have purchased the mills and limits of Murray & Gregory, Limited, at Lake Frontier, Que., and have organized a new

company to be known as the English Lake Lumber Company, Limited, which will continue in the sawmill business, manufacturing shingles, lath, dressed lumber, etc., from Quebec spruce.

The new company will also erect a large tub, pail and box factory at English Lake, Maine, to produce these articles for the United States market. In this enterprise B. C. Howard and Charles B. Howard will be associated with Charles Bienvenu, J. W. Bienvenu and Philip Bienvenu, the largest stockholders of the D'Israeli Box Company, D'Israeli, Que. B. C. Howard & Company, Limited, will continue their operations, as in the past, with full lines of lumber, ties, shingles, etc, and mills at Lake Frontier. The new company will operate as a separate concern.

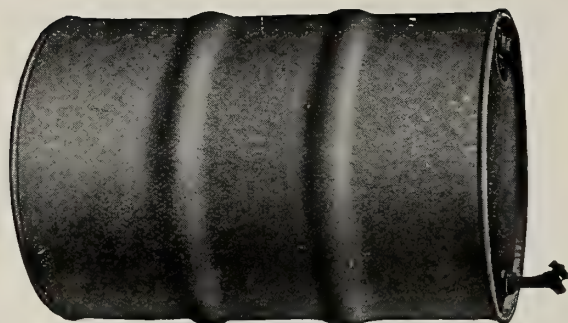
### Will Complete Addition

#### Preston Woodworking Machinery Company, Limited, Have Been Adding New Equipment

The Preston Woodworking Machinery Company, Limited, propose next spring to complete an addition of 100 feet square which was started a few years ago, provided that business continues good. This year they have added to their equipment a Bullard 36" vertical boring mill and a 36" Stirk planer.

The company state that they are gradually developing their line of ball-bearing machinery. The machines are not altogether new, but are elaborations of the line they already make, so that they are able to offer their customers increased production and quality.

The Leggett & Platt Spring Bed Company, Limited, are making an addition to their plant at Windsor, Ont. This extension was rendered imperative by a fire, which occurred some time ago, and by a steady increase in their business of making bed and auto cushion springs.

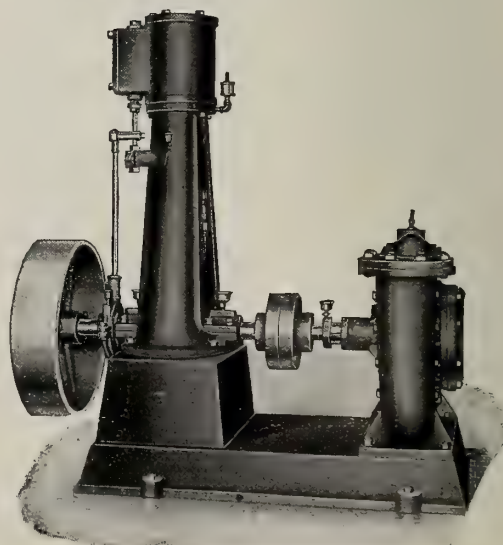


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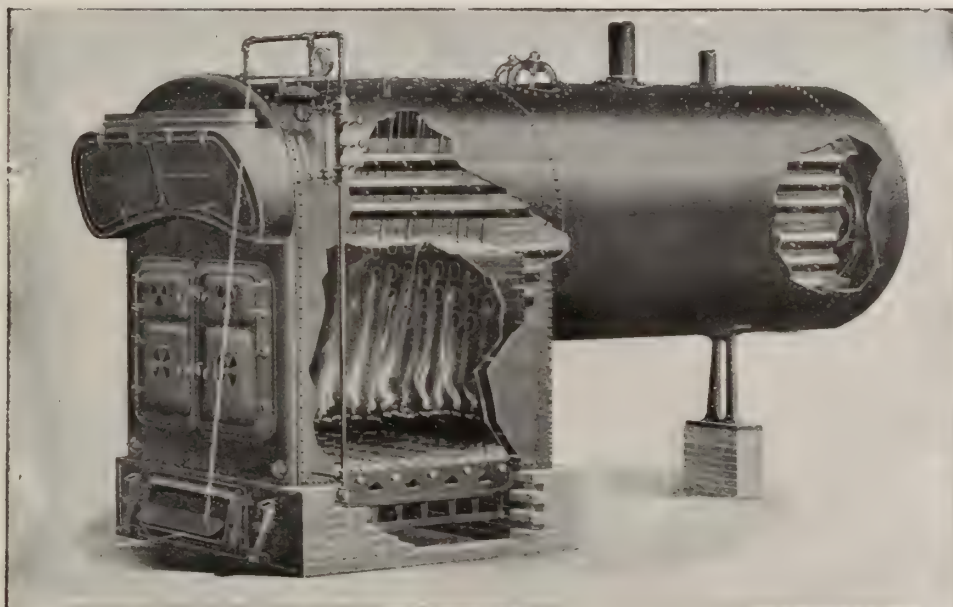
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### Moving to Kingston

#### Dufton's, Limited, Closing Stratford Woollen Mills and Opening Plant at Kingston

Dufton's, Limited, who for some time have operated woollen mills at Stratford, Ont., are discontinuing operations there and moving their plant to Kingston. They have purchased at Kingston Junction the building formerly operated by the Frontenac Moulding and Glass Company. This is a modern two-storey plant, 80 x 130 feet, light mill construction, erected seven years ago. When operating at full capacity they will probably employ seventy-five hands and have an output estimated at half a million. They expect to be operating their new mill by the beginning of December.

The name of the company will be changed to Collie's Limited. William Collie, owner and manager, has been in control of Dufton's, Limited, for several years and has been in the woollen business all his life. His progressive spirit is shown by the fact that the Stratford plant was burned on July 28 and if plans work out as expected the business will be operating in another city within four months from the fire.

### Increase Floor Space

#### Canadian Pad and Paper Company, Limited, Take Another Flat in Gurney Foundry Building

The Canadian Pad and Paper Company, Limited, 520 King Street West, Toronto, have taken over an additional flat in the Gurney Foundry building, thus bringing their floor space to a total of 16,000 square feet. They have also added to their equipment a Seybold 48" automatic power cutting machine, a 30" paper folding machine and a Frohn Simplex automatic feeder ruling machine. These machines and others which they have on hand are now running at full capacity. At their present rate of production the com-

pany will turn out over 4,000,000 school exercise books and 1,000,000 writing pads this year, besides a good many tons of examination and foolscap paper for schools and universities.

The Canadian Pad and Paper Company have had an enviable growth. In July, 1918, they commenced business in a small flat on Wellington Street. Three years later they moved to their present location, and this year they have brought their floor space to four times that of their original plant. They have concentrated on a few lines and attribute their success to this.

### New Leather Industry

#### Chesley Artificial Limb Company, Limited, Found Subsidiary Company to make New Lines

A new leather industry has come into existence at Hantsport, N.S., known as the Leather Goods Manufacturers. The Chesley Artificial Limb Company, Limited, of the same town, are the founders and sole owners of the business. Last March, anticipating a gradual and healthful trade revival, they started to organize a branch industry which would utilize the balance of their factory space, two upper floors. They have now fitted this space with machinery and stock for the making of many lines of leather goods, such as suitcases, club bags, harness and several smaller specialties. Manufacturing began on October 9th.

Owing to the fact that they are making use of factory space which they did not require for other purposes and equipment which was lying idle a greater part of the time, and so have a proportionately lower overhead expense, the company feel that they can put on the market the best quality of leather goods at more reasonable prices than are generally in vogue. For the first year they will confine their manufacturing to leather goods of the best quality.

One specialty which the company will turn out will be called the travellers' triplets. It will be a three-piece set of suitcase, club bag and portfolio, in matched cowhide.

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### Making Sound Boards

#### Williams Piano Company Manufacturing New Product and Increasing Their Output

The Williams Piano Company, Oshawa, Ontario, for the past year have been making sound boards for their own pianos and are now offering to supply them to other Canadian manufacturers. They are, they believe, the only firm in Canada making sound boards, which in the past have been imported from the United States.

The company states that they are quite optimistic as to the future trend of business and are making arrangements to take care of a maximum demand. They are adding one veneer drier to their equipment and are again making grand pianos, the manufacture of which they discontinued about four years ago. They are also increasing their output considerably, though they are somewhat handicapped by the difficulty of securing skilled workmen.

### Will Double Capacity

#### Addition to Boot and Shoe Factory of J. A. McCaughan & Son, Montreal

An addition to the plant of J. A. McCaughan & Son, Montreal, which they expect to have completed by the beginning of December, will increase their output of boots and shoes from 3,000 to 6,000 pairs weekly. The new building will be 90 x 40 feet, three storeys and basement. The estimated cost is \$22,000.

The Oxford Knitting Company, Limited, Woodstock, Ont., are buying new machinery and equipment for finishing additional lines and a greater production of heavy lines of fall and winter underwear.

Belleville Electric & Stampings, Limited, are placing two new products on the market—three and six pound irons and

toaster. They will also have a new heater ready in a short time.

### Niagara Falls Industry

#### F. W. Roberts Manufacturing Company of Canada, Limited, Making Pulp Mill Specialties

The F. W. Roberts Manufacturing Company of Canada, Limited, are a new industry at Niagara Falls, Ontario, a branch of the F. W. Roberts Manufacturing Company of Lockport, New York. They have been operating since last March in a temporary building and may build a permanent shop in the spring. Their products are paper and pulp mill specialties, principally the Roberts steel shell burrs for dressing ground wood pulp stones and the Yellow Jacket shower, which is used for maintaining clean cylinder and Fourdrinier wires, with a considerable reduction in the amount of water ordinarily used.

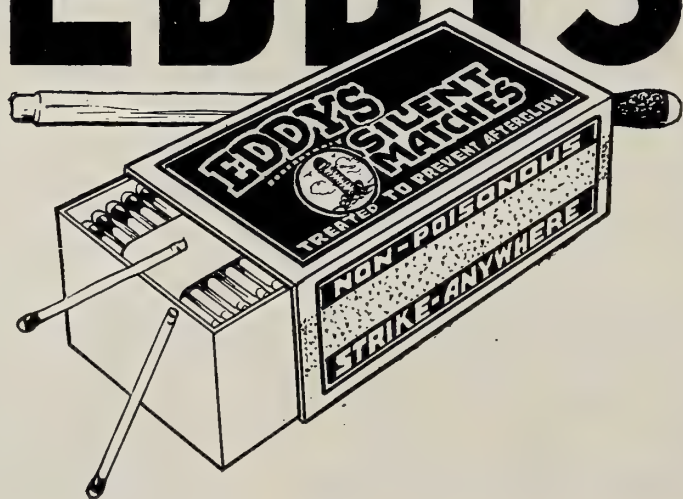
F. W. Roberts is president and R. M. Kinzly, secretary and treasurer of the company. They are capitalized at \$50,000.

The Collins' Never-Fail Products, Limited, Hamilton, Ont., are adding several new products to their line, the particular feature being an electric incubator, which, from the tests they have made, they consider to be the best on the market.

Wickett & Craig, Limited, leather manufacturers, Toronto, have just completed a new beam house, with finishing rooms on the second floor. They will convert their old beam house into an additional tanyard.

The Blue Label Bottling Company (Calgary), Limited, are manufacturing a new orange drink known as "Whistle." This has had a large sale during the season and has been the means of enlarging their sales to about double those of 1921.

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Your money cannot buy better Matches than Eddy's.

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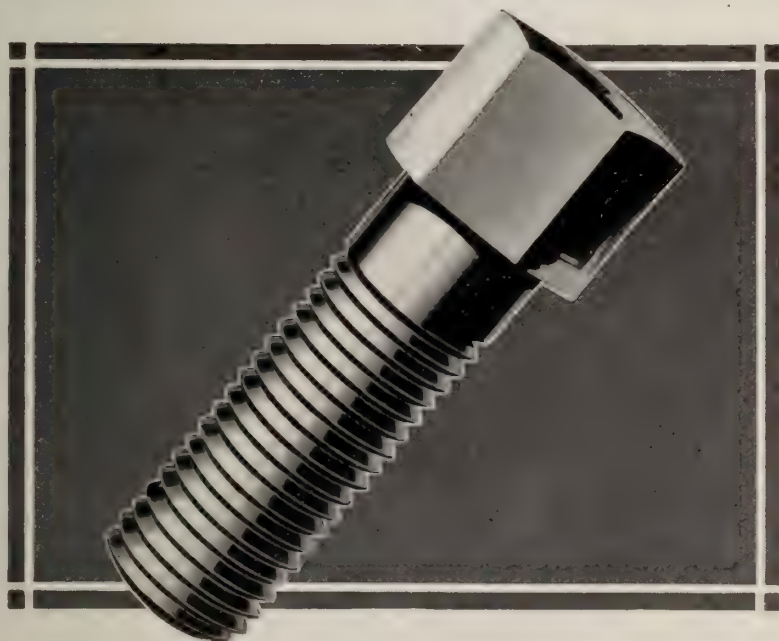




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Smith & Stone, Limited, electrical manufacturers, Georgetown, Ont., have commenced construction of three pottery kilns in connection with their plant.

John H. Emmett, Limited, Halifax, are operating a new cold storage and manufacturing plant which they erected last year, to take care of an increasing demand for their products. They state that their output is increasing.

The Winnipeg Top & Trimming Company, Winnipeg, have enlarged their plant about fifty per cent. during the year and have moved into premises of their own, an all-steel building with cement floor, equipped with up-to-date machinery.

Operation of the Young Tom soap factory at Regina, Saskatchewan, has been resumed, following a reorganization of the company. W. D. Mair, formerly with the Macdonald Crawford Company, is the new manager.

The Autographic Register Systems, Limited, Montreal, have increased their capacity about forty per cent. by installation of new equipment and machinery, and they expect to fill up the increased capacity by some new Canadian products which they will put on the market early next year.

The Eastern Townships Furniture Manufacturing Company, Arthabaska, Que., have built an addition which they are using as a warehouse. They are not making any new products, but have changed their patterns to a little higher grade of imitation surfaces.

The Gibbard Furniture Company, Limited, Napanee, Ont., are enlarging their plant by a two-storey addition, 60 x 120 feet. They will install a new power plant and put in additional machinery during the winter and spring.

Chappells, Limited, Sydney, N.S., are considering the installation of some new machinery, in particular equipment for the manufacture of hardwood flooring, which will be a new product for them. They are also thinking of putting in a new endless belt or drum sander.

The Canadian Stamp Company, Winnipeg, have added a new department for manufacturing celluloid buttons and novelties, and have installed some new equipment.

Announcement is made of a sale of 500,000 acres of timber lands by the Algoma Eastern Railway. The limits are situated along the Algoma Central Railway line between Oba and Hearst. The names of the purchasers have not yet been disclosed.

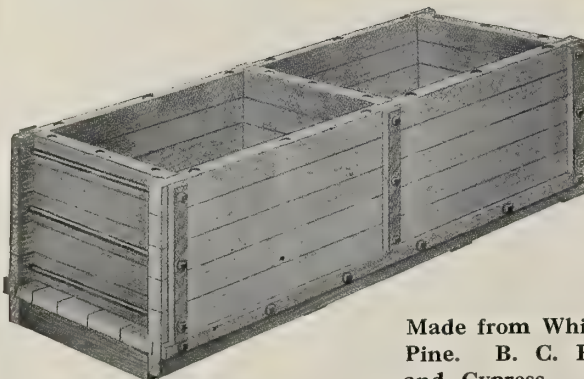
The Twin City Separator Company, Limited, Winnipeg, are now making a complete line of boys' wagons. The new product, they expect, will increase their operations and output.

The Nova Scotia Bedding Company, Limited, Windsor Junction, N.S., are increasing their capital from \$25,000 to \$50,000, with a view to doubling their output. With additional working capital they state that they will be in a position to take on a great deal of new business.

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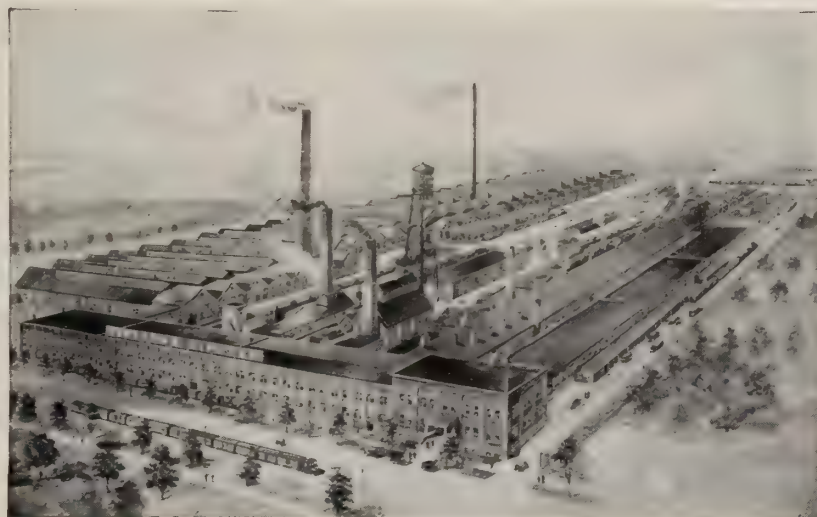
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Canada



The Eastern Canada Motor Truck Company, Limited, Hull, Que., have developed an all-Canadian gasoline railway coach with a passenger capacity of from thirty to sixty people. They are marketing this in both Canada and the United States. This is perhaps the first time that a Canadian automotive product has appealed to the people of the United States. The company are also making motor buses carrying from thirty to sixty passengers, as well as trucks of from one to ten tons capacity.

The Schofield Paper Company, Limited, St. John, N.B., who manufacture several paper specialties for the printing trade, have installed a new Robinson rotary card cutter for cutting visiting cards, and cut cards of all sizes and grades. This machine cuts with discs and so avoids burr or rough edges sometimes found on cards cut by a straight paper cutter.

The Callander-Shore Company, Limited, Vancouver, are being reorganized and a charter has been granted them under the new name, "The Shore-Wallace Company, Limited." Mr. G. Wallace, formerly British Columbia representative of the Reg. N. Boxer Company, Toronto, is the new member of the firm. The capital is \$100,000. The company are bringing on the market a new exterior paint, called "Exterior Floglaze."

The Canadian Oil Companies, Limited, have completed a warehouse, garage, tank storage and filling station at Port Arthur, Ont.

The firm of A. Stewart, Peterborough, Ontario, are again fully equipped after their severe fire loss on May 2nd, and are manufacturing batting, yarn and blankets.

The new buildings of the Port Arthur Division of the Provincial Paper Mills, Limited, are now completed and installation of machinery is proceeding rapidly. The new mill provides for two book machines, one of which will be installed this year. The company expect to have the new plant in operation by the beginning of February.

J. P. Abel Fortin, Limited, Montreal, have added a few machines to their wooden box plant and are commencing the erection of another warehouse. They are specializing on doors and trims of British Columbia fir and are planning to increase their output in these lines.

The Empire Brass Manufacturing Company, Limited, London, Ont., have installed a second electric furnace for melting brass. They are now melting from thirty to thirty-five tons a week and find the new furnace a great asset, giving them uniform metal free from any tendency to oxidize and cause blow holes.

During the past year the Volta Manufacturing Company, Limited, have designed and put on the market a new type of electric soldering copper heaters, which have been thoroughly tested in several plants. Other new products are improved designs of electric babbitt heaters for use in melting babbitts, type metal in printing plants, etc., and an electric water heater.

The Wood Hydraulic Hoist & Body Company, Windsor, Ont., are just completing an addition to their plant which will enable them to double their present production. They are also adding new machinery and manufacturing a new product in the form of their latest type of underbody hoist. Hitherto they have made only the vertical type of hoist.



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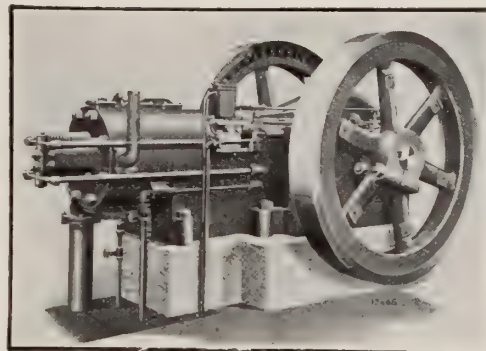
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## Books and Catalogues

### Information for Investors

*The Annual Financial Review.* Volume 22. Toronto, June, 1922, Houston's Standard Publications.

For any investor in Canadian securities there is probably no book published that gives such complete information as the one under review. It consists of the annual statements of Canadian incorporated companies with details about their history, personnel, capitalization, dates of annual meetings, dividends, etc. There is also included a record of high and low selling prices of stocks over a series of years.

The companies covered include banks, insurance companies, loan and investment companies, industrials, mining companies, light and power companies, railways and navigation, telegraph, telephone, and cable companies. There is a record of prices on the Montreal and Toronto stock exchanges during 1921, a directory of members of both exchanges and a list of representative brokers in several Canadian cities. The care with which the book has been arranged reflects credit on its compiler, W. R. Houston, and makes it one of the standard works of reference.

### Standard Specifications

*British Standard Specification for Porcelain Insulators for Overhead Power Lines (3,000—150,000 volts).* British Engineering Standards Association. London; Crosby, Lockwood & Son. 1s. net.

This specification is the first of a series covering overhead transmission line material which is in preparation. In preparing this specification for porcelain insulators the Committee considered that, in view of the number of de-

signs available at the present time, none of which could be said to represent finality, it was not desirable to standardize the shape or dimensions of the insulators. The specification is therefore confined to the conditions of test and performance of two types of insulators. Considerable difficulty was experienced in finding suitable terms for these types and finally the terms "Supporting" and "Tensioning" were adopted. They are defined in the specification as follows:

"The term 'Supporting Insulator' denotes one which supports the conductors, but is not intended to withstand the load due to the full tensile stress in the conductor.

"NOTE: Pin type supporting insulators are generally used for declared pressures up to about 60 kilovolts and suspension type are employed generally for declared pressures in excess of 60 kilovolts.

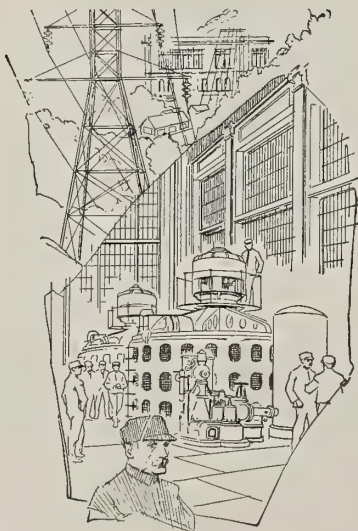
"The term 'Tensioning Insulator' denotes one which is designed to withstand the load due to the full tensile stress in the conductor.

"NOTE: Tensioning insulators are of the disc and shackle type, but the latter are practically obsolete. Disc type insulators are divided into interlinked and metal-hooded types."

### Pulp and Paper

*Pulp and Paper,* 1920. Ottawa, 1922, F. A. Acland, King's Printer.

This blue book constitutes part of the 1920 Census of Industry, and has been compiled by the Dominion Forestry Branch in collaboration with the Department of Crown Lands, Nova Scotia; the Department of Lands and Mines, New Brunswick; the Department of Lands and Forests, Quebec, and the Department of Lands, British Columbia. The year, 1920, marked the climax of a period of great expansion in the pulp and paper industry. In 1917, eighty-three mills pro-



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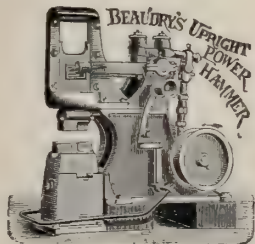
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duced pulp and paper valued at \$96,340,327; in 1920, one hundred mills had productions valued at \$236,420,176, an increase of 145.40 per cent. Part of this increase is, of course, due to the high prices in the autumn of 1919, when contracts were made for the 1920 supply. News print, for instance, had increased 34.80 per cent. in price over the preceding year.

The book contains complete information about the various factors of this important industry, such as production, fuel consumption, machinery, power, expenses, exports and imports. This is arranged for the most part in tabulated form, and so is convenient for reference.

### Link-Belt Catalogue

The new general catalogue (No. 400) of the Canadian Link-Belt Company, Limited, Toronto, is now ready for distribution and will be sent on request to those interested in the company's products. The catalogue is a volume of 832 pages, and is the most complete and costly book which the company have issued. It includes descriptions of their new line of helicoid screw conveyors, machine moulded gears, etc, Link-Belt chains and wheels, conveyors for many purposes, power transmission machinery and many other products. It should be a useful book for all users of power transmission, elevating or conveying machinery.

### A Valuable Course

Under the auspices of the Department of Metallurgy at McGill University, an extension course in metallography will be given, as in previous years, by Harold J. Roast, F.C.S., F.C.I.C., and Charles F. Pascoe, F.C.I.C.

The course consists of fifteen periods, held on Monday nights at the Chemistry and Mining Building, McGill Uni-

versity, commencing on Monday, November the 6th, at 8 a.m. Application should be made to either of the lecturers, their address being McGill University, Department of Metallurgy. The fee for the course is \$20.00, payable to the bursar. Inasmuch as only twelve members can be accommodated at one time, students will be enrolled in the order of their applications.

In past years, the class has been composed of mechanics, engineers, chemists and those desiring a winter hobby, or whose business brings them in contact with metals and who desire to have more knowledge of their composition. No previous knowledge is assumed and the course is essentially practical from first to last.

If any students from a previous year desire to continue their work, provision will be made for an advanced course if sufficient members are obtained.

Ferrous and non-ferrous metals are dealt with equally, training being given in preparing them for examination under the microscope, and finally photographing the various structures developed.

### Ingersoll-Rand Bulletins

Two bulletins, numbers K701 and K702, issued by the Canadian Ingersoll Rand Company, Limited, describe their standard steam and electric hoisting equipment. The company will send copies of these to any reader of INDUSTRIAL CANADA on request.

### Herbert Morris Bulletins

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Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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# Industrial Canada

ISSUED BY

The Canadian Manufacturers Association

INCORPORATED

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TORONTO, DECEMBER, 1922

NO. 8

## Editorial Comment

### New Members of the Association

ONE of the services which INDUSTRIAL CANADA is now attempting to render is the introduction of new members of the Association to the older members. A department has been established in which information is supplied regarding the history, products and personnel of each manufacturing company entering the membership. The idea is not only to acquaint the membership with the names and businesses of new members, but to show the latter that the Association is taking an interest in them individually and is anxious to serve them.

Older members, who have had direct personal experience of what the Association can do for them, will be of assistance to the new members if they will only instruct them, as opportunity offers, in the various services rendered by the organization. At first they will not be familiar with the several lines of work in the interests of members carried on at head office, and unless they are told about these and urged to make use of them, they will not derive the greatest advantage from their membership.

### Making the Campaign Practical

"MAKE your Made-in-Canada campaign practical," urges a Montreal member of the Association. Not that the work done thus far has been ineffective, but that, in his opinion, it might be made more direct and brought right home into the factory. And this is the way he sizes up the situation:

"The boss in the factory is ready and willing, nay even eager, to buy Canadian-made goods. He talks it. He thinks it, and, so far as he as an individual is concerned, he practises it. Outside in the office, conditions are different. The smooth salesman of a foreign product, with shining pompadour

and faultless clothes, arrives, and in the absence of a purchasing agent he secures an order for his foreign product, perhaps from a stenographer or a book-keeper who has not been sufficiently drilled by the management in the importance of purchasing Canadian-made goods."

The advice of the Montreal member is that the head of each industrial concern should issue a bulletin to every man and woman in his employ, who might be called upon to make any purchase for his firm, pointing out that, wherever possible, Canadian goods should be insisted upon in preference to goods of foreign manufacture. In this he held that manufacturers would add greatly to the effect of their preaching the doctrine of buying Made-in-Canada goods, by putting it into actual practice in their own plants.

### The Problem of Taxation

THOSE who follow closely the work of the Association will have observed how each year seems to bring to the fore some one subject which is of special interest and demands the principal attention of the organization. This year the question of taxation is taking the foremost place in the Association's agenda. It is a matter that, under present industrial conditions, when manufacturers are finding it so difficult to operate their plants profitably, is of very great importance, and one that merits close study and investigation.

It is fully recognized that expenses of administration must be met, including the charges arising from the war debt. Where relief is sought, if relief is at all possible, would be in methods of incidence and collection. Can present methods be improved upon? Can economies be introduced? Is it possible to make the taxation system of the country more equitable? These are questions in which every Canadian is interested, and to the study of which the best minds should direct their attention.

There can be little doubt that duplication of taxation is an uneconomic condition, which calls for



remedy. There are in existence three great taxing bodies, the Dominion, the Province and the municipality. Each has its organization for the collection of taxes, and while in most cases these taxes are levied on a different basis, there are such duplications as the income tax which account for much waste effort.

It is gratifying to note that the members of the Special Committee of the Association, who have been entrusted with the task of studying taxation, are taking such a keen interest in the matter. The first meeting of the Committee, held last month, was well attended and most representative.

### Car Supply Showing Improvement

**T**HE figures covering the car supply situation in Canada, compiled by the Canadian Railway Association, are showing improvement. While there is still a nominal shortage of several thousand cars, reports received from members of the C.M.A. indicate that they are not experiencing any great difficulty in securing cars to meet their requirements. The number of cars on Canadian roads is increasing, due no doubt to the efforts of the railway companies to recover their cars from the United States. The number of bad-order cars is decreasing, showing that the work of repairing out-of-order equipment is proceeding satisfactorily, and there is a substantial margin of cars in good repair over the allowance for bad-order cars. All these conditions indicate improvement in the car supply situation in Canada.

### The Treatment of Correspondence

**O**UR comments last month on the subject of the treatment of correspondence have created some interest and have been directly accountable for the article appearing this month in the Office and Finance Department on checking up answers to correspondents. There is undoubtedly great need for efficiency in handling correspondence, both in the way of giving prompt attention to inquiries and in the style of writing letters. Canadian business, particularly that concerned with export trade, would have a higher standing if more care were devoted to this important matter.

A member, referring to our editorial, said that there was often a disposition to ignore inquiries which did not directly interest the company addressed. This, he felt, was a great mistake. A reputation for courtesy goes a long way and may have far-reaching results. The correspondent who to-day may ask some question or seek some information which is not just in the line of your business, may to-morrow be in the market for your product. How much better to oblige him while you can and create a favorable impression than to ignore his request and find yourself passed over when it comes to doing real business.

Many, many factors contribute to reputation. It is made up of a complexity of little, often apparently trivial, circumstances. That business will succeed best in the long run which takes the greatest pains to see that each action is based on courteous consideration for the interests of those with whom it deals.

### Why Good Roads Are Needed

**A**BULLETIN issued by the Highways Branch of the Department of Railways and Canals emphasizes the advantages accruing from a system of good roads, particularly in relation to the use of the automobile and motor truck. It is stated that in 1920, out of 447,384 miles of road open to public travel in the Dominion, 93 per cent. were without road metal of any kind. It is further shown by statistics gathered from all Canada that the average cost per ton mile of hauling over unimproved dirt or earth roads is 37 cents, as against 35 cents over improved dirt roads, 34 cents over gravel roads and 25 cents over macadam roads. The gain in haulage costs resulting from the grading and macadamizing of an unimproved dirt road amounts to 12 cents per ton per mile, or 32 per cent. The financial advantage accruing from road improvement is thus apparent.

### Colonization, Canada's Need

**U**SEFUL work is being done by the officers of the Canadian Colonization Association in directing the attention of the business men of Canada to the pressing need of more population, especially in the West. As is being pointed out, the country is already well equipped to supply the needs of double the present population. Railways exist, with millions of acres of unoccupied land in close proximity to their tracks. There are factories with sufficient capacity to turn out the goods demanded by millions more people. The distribution system of the country, both wholesale and retail, is adequate. All that is needed is more consumers.

The aim of the Canada Colonization Association is to make it possible to put settlers on those large tracts of privately-owned land in Western Canada, which are as yet unoccupied and uncultivated. They have evolved a system which they hope will achieve this object. Whether it will actually prove to be the solution of the problem remains to be seen. It will no doubt be given a thorough trial and every effort will be made to render it effective. Should it prove successful, a great forward step in the progress of the Dominion will be taken and needed relief will be secured from the burden of taxation now imposed on the Canadian people.

It will be the part of wisdom, however, not to emphasize the taxation feature too strongly. While it is quite true that one of the main objects of the Canada Colonization Association is to secure sufficient population to lighten the load, this should not



be paraded before the prospective settler. The attractions of Canada and its possibilities for betterment of individual conditions should in themselves be strong inducements to bring desirable settlers to our shores. We believe that we have something worth while to offer and if, as is proposed, the Association gives the newcomer an opportunity to settle on desirable land, places him in a district or community where he will feel at home and supplies useful advice and information, we feel that a valuable service will be rendered, not only to the new arrival, but to the country as a whole.

### The Cost Question in Manufacturing

A CHICAGO advertising expert, addressing the recent annual meeting of the Association of Canadian Advertisers, described as tragic the lack of accurate information regarding costs of production possessed by the average manufacturer. Far too often, he contended, prices were determined by the quotations of competitors and far too seldom on the basis of cost plus profit. He gave as an illustration a personal experience with a brush manufacturer, who had started business in rented premises, four miles from a railway station, in a town outside Chicago. The manufacturer was convinced of the value of advertising and came to the expert with an appropriation of \$50,000. Instead of taking the money on the spot, the expert asked a few questions. He soon perceived that the manufacturer had but the haziest idea of what his product was costing him. He thought that he was making a somewhat better article than his competitors and his price was a little higher than theirs. Selling at this figure, he calculated that he was making a nice profit.

The advertising expert persuaded the manufacturer to let him spend \$1,000 of the \$50,000 on hiring a cost accountant to make a study of his business. This was reluctantly agreed to but it had the fortunate result of proving that, instead of making a profit, the manufacturer was losing money. Had he continued operating on his former basis, it would have been only a question of time until he reached insolvency. However, steps were taken to remedy the mistakes that had been made. The industry was removed to another town where rent-free premises were secured alongside a railroad. Other economies were introduced and to-day the undertaking is on a sound and prosperous footing.

The object of the advertising expert's address was to convince advertising agents and advisers that it is not right to take a manufacturer's appropriation and spend it, without being sure that the business is being run on solid lines. He counselled them to make a study of cost accounting and finance so that they would know the right kind of advice to give. There is a lesson, however, for the manufacturer himself in what was said, apart altogether from the advertising

aspect, and that is to make certain that selling price in relation to cost is such as to give the margin of profit necessary to solvent operation.

### Building Costs Retarding Progress

ONE of Canada's most aggressive industrial commissioners notes a disinclination on the part of manufacturers, wishing to locate in Canada, to build at present construction costs. If they can be supplied with suitable factory premises, good and well. If not, they will either go where such premises are available or postpone their location.

He instances the case of a large national advertiser, with whom he has been negotiating for five years. This man would come in to-morrow, provided he could rent factory space of the necessary dimensions, but he has no confidence whatever in present construction costs. His experience in writing-down inventories has been somewhat bitter—like that of most manufacturers—and he declares that he is not anxious to extend this writing-down process, say a year or two hence, to a building erected at to-day's cost.

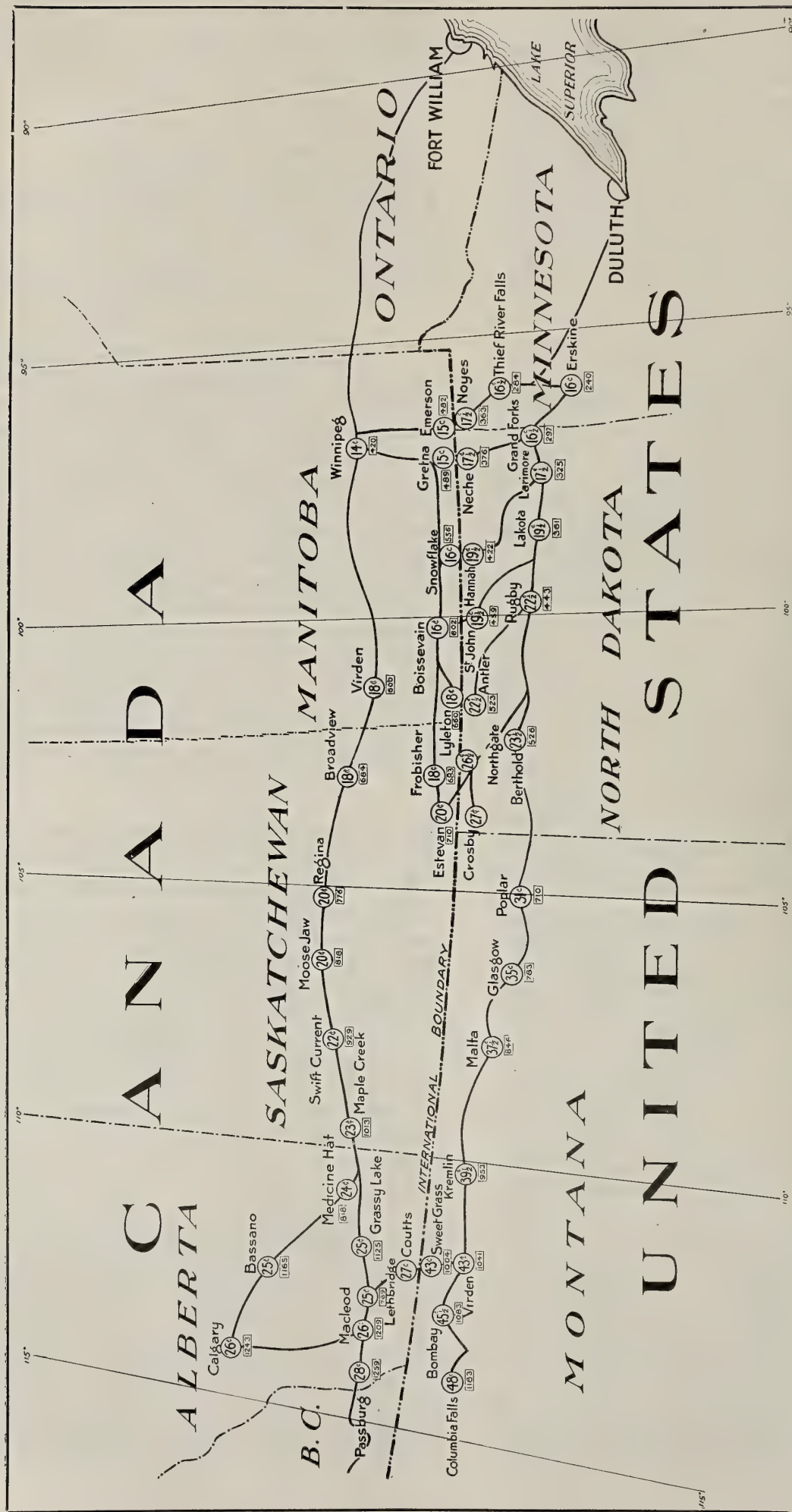
This attitude is stated to be very general and evidently it is delaying industrial development. Some doubt may be felt as to whether there can be any early reduction in building costs. Just now the tendency is in the opposite direction. It is to be hoped, however, that prices will be kept at the lowest possible level consistent with profitable operation.

### Donations to Veterans' Organizations

THE existence of a somewhat bewildering number of veterans' organizations, each making appeals from time to time for financial support, raises the question as to whether some co-ordination might not be effected along the lines of the Federation of Community Service in Toronto and other cities. The latter system, which aims to centralize all collections, has proved a success. It does away with the frequent individual appeal, and enables the contributor to lump together his annual givings to charitable organizations. Further, it provides a certain assurance that money contributed will be properly expended and will not be devoted to undeserving causes.

There is no doubt that the veterans' organizations, in the alleviation of suffering and distress among returned soldiers, are doing a fine work, and manufacturers as a class are thoroughly in sympathy with their efforts; but there are such a number of such organizations, and appeals have become so numerous, that it is impossible to meet them all, or in fact to know which are the more meritorious. A step that would be of advantage to both the veterans' organizations and those to whom they appeal for support, would be the formation of a common board, to which





A COMPARISON OF CANADIAN AND UNITED STATES GRAIN RATES TO HEAD OF LAKES.

This illuminating map, prepared by the Railway Association of Canada, shows the charge for hauling a bushel of wheat from various points in Western Canada to Fort William and by way of comparison the charge for hauling a bushel of wheat from points across the border in the United States to Duluth. The mileage is indicated under the rate. It will be noted that, without exception, the Canadian rate from points at approximately the same distance from the Lake Superior Ports, is much more favorable than the American rate. A comparison such as this shows how much more favorably situated is the Canadian farmer than the American farmer, who is at a like distance from the head of navigation.



donations could be given, and through which the money so raised could be distributed among the different organizations interested. Until some such arrangement is made, it is to be feared that appeals for funds will not receive the support that they would otherwise obtain.

### Policy of British Empire Producers' Organization

ON the eve of the British elections, Ben. H. Morgan, Chairman of Council, British Empire Producers' Organization, addressed a letter to the candidates, laying before them the views of the organization.

"Whatever divergence of opinion there may be as to the means to effect it," wrote Mr. Morgan, "there is universal agreement that increased production is an absolute necessity if we are to discharge our liabilities and our peoples are to be re-established in prosperity. Unemployment and dependence for necessities upon foreign countries are the two most dangerous ills by which we are beset and are those which only Empire development can remove."

Dealing with agriculture, Mr. Morgan points out that, with regard to wheat and meat, there has been no continuity or co-ordination of policy. As for tropical and sub-tropical products there is urgent need for the development of Empire sources of supply, if dangerous dependence on foreign countries is to be avoided. Turning to manufacturing industries, he says:—

"The manufacturing industries of the dominions and colonies, notably Canada, Australia and South Africa, are growing up without the proportion of United Kingdom interests that ought to be brought to bear upon them. Canada particularly is being made the venue of branch factories from the United States, and these factories, which are bringing returns to American capital, have the same advantage in regard to preference as purely Canadian or British-Canadian concerns. The systematic development of relations in regard to industries throughout the Empire is imperative if the devolution of industry which is inevitable is to be accomplished, not only without disaster to home industries but with advantage to them. Then the manufacturers of the United Kingdom must have some special consideration. Foreign tariffs are doubled against them and dumping continues. The Safeguarding of Industries Act might be some defence if properly worked, but it is imperative that Government and public-body contracts of all kinds should be confined to Empire firms using Empire materials, and to secure this a substantial margin of preference in tendency should be given in all cases."

Preference of investment of capital in the Empire is urged and attention is also directed to the needs of shipping and the great desirability of directing migration to the Empire overseas.

### Conditions in the United States

REVIEWING business conditions in the United States for the month of November, the National Bank of Commerce in New York finds that commercial and industrial activity has been reflecting the stimulation of fall and winter demand. Retail trade in the larger cities is more active than at the corresponding period of last year, and seasonal acceleration is evident throughout the country. Uncertainty as to the volume of purchases by the farmers of the grain and livestock states has not been dispelled, however. Wholesale trade has been good throughout the current period. Stocks of many kinds of goods in the hands both of wholesale and retail dealers are light, but neither this fact nor threats of higher prices have been sufficient to induce buyers to make substantial forward purchases. The conservatism shown justifies the belief that the catastrophe of 1920 has not been forgotten.

Total car loadings and loadings of merchandise of less than carload lots are practically at the record levels established in 1920. Despite car shortage, especially for coal and for the movement of farm products, the railroads are handling freight remarkably well. Coal has been rapidly moved to the lake ports for shipment to the Northwest before the close of navigation. Receipts of wheat at primary markets to date, while somewhat less than for the corresponding period of 1921, are well above receipts for 1920. The livestock movement is satisfactory. Cotton is moving more rapidly than in 1921. Some industrial consumers are beginning to accumulate coal reserves, and the disappearance of premiums for immediate delivery is evidence of improved transportation for steel.

The manufacturing industries as a whole are operating at not far below normal. Steel output is at seventy-five per cent. of capacity. There has been a notable expansion of pig iron production, which for October exceeded any month since December, 1920. Railroad orders continue heavy. Demand from the automobile and building industries is good, due account being taken of seasonal declines. Buying by agricultural implement makers is still light. The indications seem to be that demand for steel may slacken somewhat during the remainder of the year, but that recovery will be made early in 1923. Demand for machine tools is fair.

The woollen and worsted industry is at between eighty and eighty-five per cent. of capacity. Boot and shoe manufacturers range from eighty per cent. in New England to capacity at St. Louis. Cotton consumption in October was 533,950 bales, compared with 494,745 and 401,325 bales in October 1921 and 1920 respectively. October output of automobiles made a new high record for that month. Building is exceptionally active for the season, this condition being reflected in the various industries producing building materials.



# An Example of the West's Industrial Growth

## Garment Manufacturing Industry in Edmonton Demonstrates Possibilities of Achievement in the Prairie Provinces

By J. P. Melville

**S**LOWLY, but surely, the conception of Western Canada as a land of wheat fields and elevators, with here and there a town or city boasting the possession of extensive distributing warehouses, is being dissipated. The purely agricultural West is passing away, as did the ranching West before it. More and more is it being demonstrated that in their waterfalls, their mineral resources, their cattle, their wool and their wheat, the Prairie Provinces possess the raw material and the forces on which great manufacturing industries can and will in time be built.

Already, between the Great Lakes and the Rockies, there are 650 manufacturers, members of the Canadian Manufacturers' Association. This represents over fifteen per cent. of the total membership of the Association and, as such, is an illuminating commentary on the spread of industry west of the Great Lakes. True it is that comparatively few of these industries have as yet reached large proportions, but they are steadily shaping that way, and with the growth of population in the West

will eventually attain corresponding importance.

As an example of what the West is accomplishing industrially, the story of the Great Western Garment Co., Limited, Edmonton, may be taken as an object lesson. Here is an undertaking which has already attained considerable size—it is now the largest industry in Alberta—and yet it was only started eleven years ago, just three years before the Great War. The initial capital was very small and the industry was launched in modest circumstances. To-day assets are figured at half a million dollars, production at several millions annually, and the market extends from the Great Lakes to the Pacific Coast.

The industry owes its inception to the foresight and enterprise of C. A. Graham, president of the company. Mr. Graham had been engaged in the wholesale dry goods business in Edmonton. He saw the opportunity for the development of a clothing industry in the West and made a start in 1911, occupying certain small

premises in the city. The undertaking met with immediate success, and by 1917 larger quarters were necessary. A department store building on 97th Avenue, which had been erected during the boom days, was acquired and remodelled for manufacturing purposes. It is a substantial building, 100 feet square, containing 40,000 square feet of floor space. Here the industry has had scope to expand, but it has now reached the limits of capacity and more space will have to be secured.



PLANT OF THE GREAT WESTERN GARMENT CO. LIMITED

The building is well adapted for manufacturing. It obtains light from all sides and its large windows make the interior bright and airy. The floors are divided as follows: basement, storage and cafeteria; ground floor, stock room and offices; two upper floors, workrooms. The company have now in their employ 375 people, and these are engaged in the production of overalls, shirts and pants for men and boys, and Mackinaw clothing, the four lines in which the company specialize.

In their dealings with their employees the company have adopted modern ideas. Mention has been made of the location of a cafeteria in the basement. This was installed when the present building was taken over in 1917. Though, during the period of high prices, it was an expense to operate, the cafeteria has been worth while from the standpoint of service and fair dealing. Ever since it was started, no change has been made in the prices, which are still on the same level as in 1917.

The cafeteria is so arranged as to be readily converted into a recreation room. Once a month, some sort of social gathering is held—either a lecture or a concert or some other form of entertainment, winding up with a dance. These are always popular events and are well attended. In the summer the company arrange a big picnic, with sports, for the employees. It has been found from experience that the best plan on which to conduct these events is under the supervision of the management. When left to

their own devices employees do not always secure the best results, and the infusion of a little leadership is desirable.

Profit-sharing has not been attempted, but the company have made it possible for employees to subscribe on easy terms for shares of the capital stock. The opportunity to become shareholders has now been embraced by about seventy-five of the workpeople. No attempt is made in this or in any other way to influence the free action of the employees. They are not urged to buy stock or to do anything under what might be misunderstood as coercion. The company

simply make the opportunity and employees are free to do as they please.

One evidence of the good relations prevailing between the company and their employees was the stand taken by the latter during the labor troubles of 1919. When labor throughout Western Canada was in a turmoil and strikes were general, the employees of the Great Western Garment Co. stood firmly by the company and refused to be drawn into the trouble. It is believed that their action in this crisis did much to stabilize labor throughout the province of Alberta.

Mr. Graham, who has taken an active interest in C.M.A. activities in Alberta and has served as chairman of the provincial executive of the Association, is a thorough-going believer in the ability of Canadians to develop their manufacturing industries to a high level of quality. What he claims the country needs above all is more technical education, so that the workers may be trained for the effort. While he does not consider that the West is as yet adapted for general





THE AMAZING GROWTH OF A DECADE

In the upper left hand picture is shown the extent of the work room of the Great Western Garment Co., Limited, in 1911; to the right, the size of the room after six years' expansion; below, one of the two immense workrooms now being operated.

manufacturing, he is confident that many lines of light manufacturing can be profitably undertaken and instances his own industry as an example of the successful development of such industries.

In an article on the growth of the industry, which appeared recently in the *Edmonton Bulletin*, a forecast was made of its future in these words:

"The C.W.G. is at present in the transition stage. The building now occupied will very shortly be nothing more than a landmark representing earlier efforts in its progress. The work of this industrious organization is at the moment confined only to the final process of textile manufacture. The future importance of its business will lie in the complete control of all processes, from the purchase of the famous Alberta fleece—superior to any at present secured in Ontario—to the delivery of the finished garments at the merchant's store.

"The achievement of this will be of considerable benefit to the West—to the consumer, from the point of view of quality and the fair price principle of the G.W.G.; to the retailer, from the point of

view of selling the product of a home industry for which there is a big demand; to the farmer, who will have a home market for his fleece. Nor is this all; the employment of hundreds of men and women in the woollen mills and factory will reflect favorably on the community at large. Finally, the necessity for increased local wool production will open up a splendid field of opportunity. The achievement of this control of processes will signify the fulfilment of the prophecy suggested—Alberta wool, Alberta weave and Alberta manufacture.

"F. A. Patrick and Company, of Duluth, are perhaps the only organization on a similar basis of industry with which a comparison may be drawn. This huge industrial concern started up modestly twenty years ago. To-day it has at its command modern, fully-equipped mills and factories for the spinning and weaving of woollen yarn and cloth and making of coats, blankets, sweaters and other wool products. Its success has been due to the observance of those underlying principles, so necessary in the evolution of a great enterprise. The observance of these principles on the part of the

Great Western Garment Co., of Edmonton, has given it a definite assurance of its future position.

"This is more or less the half-way stage and the objective, ten years hence, has been mentioned. When it is reached, there is every reason to suppose that the Edmonton concern will rival its American competitor.

"Western Canada is still very young and it is of course foolish to draw industrial comparisons as yet. But she is almost of age and is beginning to show her independence by starting to fend for herself. Like many human beings of that age, she will get no help. Her ultimate position in the world will depend entirely on her people and their efforts.

"A desire to show the industrial importance of the West to-day in its business relationship to the East has been already expressed and the activities of the Great Western Garment Co. of Edmonton have been offered as an example. Special care has been taken to protect these remarks from erroneous impressions caused by super-optimism and expose only facts with the natural deduction that they offer."





#### GLIMPSED ON THE WAY

To the left, a charming vista on one of Trinidad's fine roads; above, one of the dummy engines which guide the ships through the locks of the Panama Canal; to the right, an interesting view on shipboard.

# The Log-Book of a Canadian Exporter Abroad

## Observations During a 7,500 Mile Tour of the British West Indies—Openings for Canadian Trade

By J. S. McMurray

Gutta Percha & Rubber, Limited, Toronto

**T**RINIDAD was my immediate objective. Sailing from New York by the S.S. *Maraval* of the Trinidad Line, I arrived at the island in eight days. Ordinarily we would have remained part of a day at Grenada en route, but on account of bad weather after leaving New York, we were delayed and did not reach Grenada until 3 a.m. on the eighth day. As the *Maraval* had no cargo to discharge, we merely put off the mails and proceeded to Trinidad.

Trinidad, which lies off the delta of the Orinoco, is in latitude ten degrees north, has an area of about 1,750 square miles and a population of about 300,000. The population is composed of black and colored people of African descent, some families of English, French, Spanish and German extraction and a large number of East Indians, who were first introduced into the West Indies in 1845 and who, until a few years ago, were arriving in Trinidad from Calcutta under an indenture system at the rate of 2,400 a year.

The principal articles of export are cocoa, cocoanuts, sugar, asphalt and oil. The latter product, which is of good quality, is being shipped in increasing quantities. Nineteen oil companies are now operating in Trinidad, though only a few are at present producing. Ten sugar factories grind cane on an average of five months a year. However, the latter claim to be losing money on account of the high cost of the cane and the low price of sugar. Cocoa, which is the chief product, had risen in price early in the year and the estates were more hopeful, but cocoanuts bring little

or no return at present prices. The asphalt lake continues to produce a seemingly never-ending supply and ships can usually carry away a load of asphalt when other commodities are lacking, a condition which attracts shipping to the island.

Port-of-Spain, the capital, where I stayed nearly a month, is the most important city, with a population of about 65,000. It is the distributing point for the island. The stores are numerous and carry large stocks, and all seem to be doing a good business. At first I was struck by the bareness of the houses, there being no carpets, rugs or hangings to speak of. Window shades are seldom used and wall paper is seldom seen. These features are of course due to climatic reasons.

#### Trinidad's Roads Excellent

Roads in Trinidad are generally good and one can motor for miles round the island on roads made of asphalt or tarvia, with little or no dust. There are about 2,400 motor cars in the colony, mostly of American make and of the open type. Closed cars are not used on account of the climate.

San Fernando, the second city of importance in Trinidad, is situated about thirty-five miles from Port-of-Spain. It is the distributing point for the southern part of the island, where the asphalt lake and oil fields are located. Many stores seem to be doing a good business in this growing city.

The next colony visited was British Guiana, where I spent two weeks. The colony has a coastline of nearly 250 miles

and extends inland to a depth of about 600 miles. Its area is roughly 90,000 square miles, of which quite ninety-nine per cent. is undeveloped. Nearly one-half the population of 300,000 consists of East Indians who have been introduced on an indenture system similar to that in Trinidad.

Financial conditions in British Guiana were not good last winter owing to the low price of sugar and the failure of the rice crop, these being the most important industries in the colony. Gold and diamonds are found in the interior, and in 1921 two million dollars worth of diamonds were exported, but as these industries do not give employment to large numbers of laborers, the benefit derived is confined to a few. Many kinds of timber are exported in varying quantities, British Guiana greenheart having a high reputation for submerged work such as docks and canal lock gates owing to its extraordinary freedom from decay.

Georgetown, the capital and principal city, has a population of about 60,000 and is the chief distributing point for the colony. Its shops are large and, while perhaps not so numerous as those of Port-of-Spain, are important and do a large business with the surrounding country. The second city of importance is New Amsterdam, with a population of 10,000. It lies seventy miles from Georgetown and can be reached by motor car over a road bordered on either side by a deep drainage ditch of muddy water and by coolie huts.

From Georgetown, I returned to Port-of-Spain for a few days and then took passage on the C.G.M.M. *Canadian Har-*



vester for Barbados. Here I had to cut my stay down to two days as I had engaged a passage on the S.S. *Crynssen* of the Royal Netherlands West India Mail Line for Colon. Barbados is the most easterly of the West India Islands. It is about twenty-one miles long by fourteen miles wide and its total area is 166 square miles. The population, mostly of African descent, is around 172,000, or over 1,033 to the square mile. The principal industry is sugar planting, but last winter, owing to the low price, the people were feeling very poor. Until this commodity increases in value, conditions cannot be expected to improve. The largest city and capital is Bridgetown. It has a population of 20,000, with numerous large stores.

#### A Round-About Route

My next objective was Jamaica, but, in order to reach that island from Barbados or Trinidad, it is necessary either to return to New York or to go to Colon, 1,200 miles west, and connect there with a steamer for Jamaica. I chose the latter alternative.

I was fortunate in having four days at my disposal in the Canal Zone, while waiting for a connection to Jamaica, and this gave me an opportunity to pass through the Panama Canal from Colon to Panama, a distance of fifty miles.

Jamaica is the largest of the British possessions in the West Indies, lying towards the north of the Caribbean Sea, about ninety miles south of Cuba and 1,150 miles to the north-west of Barbados. The total length of the island is 144 miles, with a breadth of 49 miles and an area of land at various altitudes well suited to the cultivation of all tropical and sub-tropical products.

Bananas are now the principal product and in good years from sixteen to twenty million stems are exported. Bananas are shipped all the year round but planters endeavor to ship the largest crops during February, March and April, as higher prices are then ruling in the markets. It is claimed that, if four shillings can be obtained during these three months and two shillings and sixpence for the rest of the year, good profits can be made. This constant supply gives continuous employment to many laborers, as well as cargo for ships, and keeps the planters continually in funds. Sugar, which at one time and during the war, was a large industry, is fast being replaced by bananas and only about 40,000 tons is now exported, as compared with a single plantation in Cuba which ships this quantity annually. Coffee from the Blue Mountains fetches the highest price of any in the world. Bitter-wood, ebony, lignum vitae and logwood are among the woods exported. Tobacco is grown and excellent cigars are manufactured.

#### A Prosperous City

Kingston, the capital and chief city, is on the coast and has a population of 60,000. Many large and prosperous stores are located in the city and surrounding towns. On account of the fre-

quent service given by the steamers of the United Fruit Company, merchants have been in the habit of importing largely from the United States. Now that the Canadian Government Merchant Marine has started a direct service, Canada has an opportunity, but prompt shipment must be made in order to compete.

From Jamaica I proceeded to British Honduras, on the east coast of Central America. This country has an area of 8,600 square miles of which only a very small portion has as yet been developed. Mahogany cutting is the chief industry and quantities of logwood and hardwood of various kinds are also shipped. Chicle is exported to the United States where it is used in the manufacture of chewing gum. In the southern part bananas are being cultivated with success and, with the completion of the Stann Creek Railway, this industry is likely to increase.

Belize, the capital, has a population of 10,000. A number of stores do a good

The accompanying article forms the substance of an address delivered by Mr. McMurray before the Canadian Export Club of Toronto on October 31st. So delighted were the members of the Club with the address, that they requested that it be published in INDUSTRIAL CANADA. We hope that it will be the first of a series of similar articles describing the experiences of Canadian manufacturers and their representatives in the overseas markets, towards which increasing attention is now being directed.—THE EDITOR

business with the interior, but until recently British Honduras had no direct connection with Canada or the British Isles; consequently, the merchants have been obtaining supplies for years from New Orleans and New York by steamers of the United Fruit Company. The Canadian Government Merchant Marine are now calling at Belize every three weeks and, as British Honduras grants a preferential tariff to Canada, our exporters have an opening if prompt shipment can be made.

From British Honduras I returned home by way of Jamaica and New York, having travelled 7,500 miles by water on nine different ships and being away 111 days.

I would strongly advise any Canadian manufacturers who are thinking of entering the West-Indian market, to send down representatives this winter. Everywhere I found merchants and buyers anxious to do business with Canada. There is a good market for all kinds of building material, lumber, cement, hardware, paint and food supplies, such as flour, canned goods, preserves and biscuits. No manufacturing is carried on and all articles suitable for tropical countries have a ready sale.

Ships of the C.G.M.M. have already done wonders in helping to get our products to the various islands and colonies and it is to be hoped they will continue to extend the service as opportunity arises. Ships suitable for carrying West Indian fruits direct to Canadian ports are urgently required.

A few notes are appended with respect to the climate and some of the customs of the Islands, which may prove of service to those who contemplate a visit to them.

#### West Indian Climate

Taken as a whole, the climate of the West Indies is decidedly healthy. Climatic conditions vary, of course, very much according to location, those places farther from the equator, and those more exposed to the north-east trade winds, being naturally better off than others less favorably placed. The rainy season sets in as a rule, about June, and lasts until the end of the year with a break in about August or September, or later, as in the case of British Guiana, but the days when the sun does not shine at all are very rare. The nights are transcendently beautiful, the moon shining with a brilliancy unknown in Canada. With the exception of Trinidad, Tobago and Grenada, the islands are subject to occasional hurricanes in August, September and October. There is an old negro adage concerning hurricanes which runs:

June—Too soon.

July—Stand by!

August—Come it must?

September—Remember.

October—All over.

Hurricanes of such violence as to cause serious damage to buildings or loss of life are happily not frequent in any given place.

#### Meals

Coffee is the first meal of the day in the West Indies. It consists of coffee or tea, whichever is preferred, and is served in one's room with toast and fruit at the early hour of six or six thirty a.m. Breakfast is somewhat of a movable feast. It may be served at any time between ten and twelve thirty, according to the locality, and it will be found to partake more of the nature of luncheon in Canada. Tea follows at four thirty or five p.m., and dinner at seven thirty or eight p.m. At first the difference in the hours of meals in various islands is rather bewildering, but one soon gets accustomed to changed conditions.

#### Money

With the exception of Jamaica, where sterling is used exclusively, each island issues its own one and two-dollar notes. The local banks issue the denominations of five dollars, but as no silver is coined in the West Indies, British silver and pennies are used on the basis of twenty-four cents to the shilling, and in exchange for one dollar, one gets four shillings and two pence.



# This Year's Progress on the Welland Ship Canal

What has been Accomplished on this Great Project  
and how it Stands in Relation to the Finished Work

By Lloyd Moore

**C**ONSTRUCTION work on the Welland Ship Canal gained momentum during the past season and substantial progress was made on several sections of the new waterway by the various contractors. At the height of the season the working force exceeded two thousand men. Operations for the year are now practically discontinued and work will not be resumed until early in April of next year. Slightly more than one-third of the work is now finished. The entire project will involve an expenditure of approximately \$100,000,000, which contrasts with the pre-war estimate of \$55,000,000.

While the canalization of the St. Lawrence is still a matter of controversy, both internal and international, the Welland Ship Canal project is progressing steadily, without reference to the final link in the chain of water transportation between the head of the lakes and the Atlantic seaboard. Apart altogether from the merits or otherwise of the St. Lawrence waterways and power project, it is admitted by the engineering profession that the Welland Ship Canal cannot be of maximum usefulness until there is ready access to tidewater.

## The Financial Problem

Progress is comparatively slow in carrying the work to completion, the difficulties being related principally to finance. The size of the appropriations that can be made annually by the Dominion Government have distinct limitations, the sum voted this year being only \$8,000,000. It is conservatively estimated that, from an engineering standpoint, the work could be finished within five years but, considering the amount of money available annually, it is probable that the Canal will not be open for traffic in less than nine or ten years. The depth of Canada's national purse is the determining factor.

The work has been subject to continuous interruptions. The war placed an effectual barrier in the way of rapid completion of the enterprise. Construction costs increased rapidly, and market conditions became so unstable that it was impossible to continue the work on the basis of the original contracts. Now, the legacies bequeathed to posterity by the Great War continue to hold back the construction work. In the face of these difficulties the Government is persisting in its effort, and the big ditch is looking more and more like the great waterway that it will ultimately become.

The Welland Ship Canal project is the largest engineering project in progress anywhere in the world. Measured by the dollar standard, it is conceded that the Alabama Muscle Shoals power scheme takes first place, but from a professional viewpoint, the Ship Canal is easily the most formidable task, ranking close to the Panama Canal in size and economic importance, and actually exceeding it in the magnitude of some of its structures.

## Capacity of Canal

Lacking a fully developed canal system on the St. Lawrence, the Welland Ship Canal is subject to much the same limitations as the New York Barge Canal, since through shipments of considerable cargoes will have to terminate at the eastern end of Lake Ontario. The Barge Canal locks have only 12 feet of water on the sills, however, while the Welland Ship Canal will have 30 feet of water on the sills of its locks. For the present the reaches of the canal are being excavated to a depth of 25 feet, but all structures are being built so that an additional five feet in depth can be attained. Incidentally the dredging of the reaches to the 30 foot depth can be done much more economically than excavation at this stage of the work.

The intention is to provide a waterway of useful depth for the next few years, and to deepen it when circumstances warrant. The economy of such a plan is easily apparent, and is therefore to be commended especially in view of the fact that actual construction costs will be approximately double the original estimates.

Better progress was made in 1922 than in any year since ground was first broken nine years ago. Chief Engineer Alex. J. Grant took the writer over several important sections of the Canal recently. Close to 2,500 men were steadily at work at mid-season though that number was reduced as the season neared its end. The men were laboring as strenuously as if the project might be soon finished, instead of eight or ten years hence.

## Details of Construction

The difference in level between Lakes Ontario and Erie is 326 feet. The seven locks will be so constructed that they will fill in eight minutes, and a boat can pass through in twenty minutes. It is expected that the trip down the new canal can be made in eight hours, as compared with sixteen hours in the pre-

sent water-way. Each lock will lift a vessel forty-six and one-half feet comparing with a maximum lift of 26 feet in the Panama Canal. The concrete work is of mammoth proportions, modern equipment throwing 1,600 cubic feet of concrete into the locks that were under construction this year. Earth excavation will reach an aggregate of 40,200,000 cubic yards and of this considerably more than 50 per cent. has already been done. The total amount of rock excavation will be 6,740,000 cubic yards. Watertight embankments make a total of 2,700,000 cubic yards of concrete work so that the amount of all kinds of concrete work will be 2,850,000 cubic yards. Steel reinforcing will be used to the amount of 18,500,000 lbs.

Lock No. 1 at Port Weller is ninety per cent. completed. Only about three per cent. of the concrete work on this section remains to be done. Next season's work should finish the Port Weller section. Lock No. 2 is almost equally advanced. Ten per cent. of the concrete work is still unfinished. In locks Nos. 3 and 4, the excavating work has been partially done, and concreting will be carried on there next season, in all probability.

## Great Cement Work

It is interesting in connection with the cement work to note that concrete is poured for the floor of the locks as soon as the excavation has been carried to the required depth. The shale disintegrates readily when exposed to the weather. The practice is to pour the concrete before the rock becomes pulverized. The weathering process is thus prevented. Subsequently, drill holes are made in the concrete floor and the floor covering is locked to bed rock by means of two-inch rods.

A study of the profile of the canal shown herewith shows that the construction from the Lake Erie side as far as Lock No. 7, a distance of about sixteen miles, is largely an excavating job. The elevations along the way have to be cut away, even in the sections where the old and new canals coincide.

The most remarkable section of the Ship Canal in many respects is in the Thorold district, where the waterway encounters the steep descent of the Niagara escarpment. Four locks are located here within the space of one mile, each with a change of level of 46½ feet, making a total drop of 186 feet. Three of the four locks are twin locks in flight, which will allow vessels to pass





#### PROGRESS OF CONSTRUCTION ON THE WELLAND SHIP CANAL

This interesting group of photographs, taken within the past few months, shows how the big canal linking Lake Erie with Lake Ontario is gradually taking form. (1) Looking down into Lock No. 1, at the crest of the Niagara escarpment, showing the massive nature of the concrete construction. (2) Looking up into Lock No. 2. (3) Excavation for Lock No. 5. (4) An interesting view of the work on Lock No. 6, looking towards Lake Ontario from the upper west entrance wall (5) The upper entrance to Lock No. 7, the last in the series of locks, bringing the water down to the Lake Ontario level. (6) Excavating work in progress in the bed of the canal.



without losing time. The direct line of the canal down the face of the cliff, and the topography of the lower plateau made it permissible to adopt these high lifts, which are without parallel for locks of their size.

During the current year, work has been carried on on sections 1 and 2 by the contractor, J. P. Porter. Port Weller harbour is being dredged and concrete cribs required for the dock there are being built and placed in position. Concrete is being placed at Locks 1 and 2 and their weirs, and these structures are well advanced towards completion. Excavation work is being carried on in the Canal Prism south of the Queenston Road and elsewhere on the sections.

Work was carried on under the cost plus percentage basis on Section 3 and 4 until May 15, 1922, when, after public invitation, tenders were received for the work of completing them on a unit price basis. The contract was awarded to P. Lyall and Sons, who have carried on the work since June 28, 1922. Excavation of the canal prism north of Lock 4 and throughout the greater part of Section 4 is being done. Concrete work is well advanced on Twin Locks No. 6, and it is commencing on Lock No. 7. The diversion of the Welland division of the Grand Trunk Railway on Section 4 has been graded and is now being ballasted. About 840 men were employed on sections 3 and 4 when the writer visited the Canal at the end of October.

Section 5 which is under contract with the Canadian Dredging Company is nearing completion. Dredging operations have been carried on throughout the present season and the substructure of Bridge No. 2 is being built. There were about 170 men employed on this work at the time of inspection.

The Canal is now under construction from Lake Ontario to Port Robinson; from the latter place to Lake Erie no construction work has yet been done.

The Parliamentary Appropriation for the Ship Canal for the fiscal year ending March 31, 1923 was \$8,000,000. About one-half of this amount had been spent in the six months ending October 1.

### Course of the Ship Canal

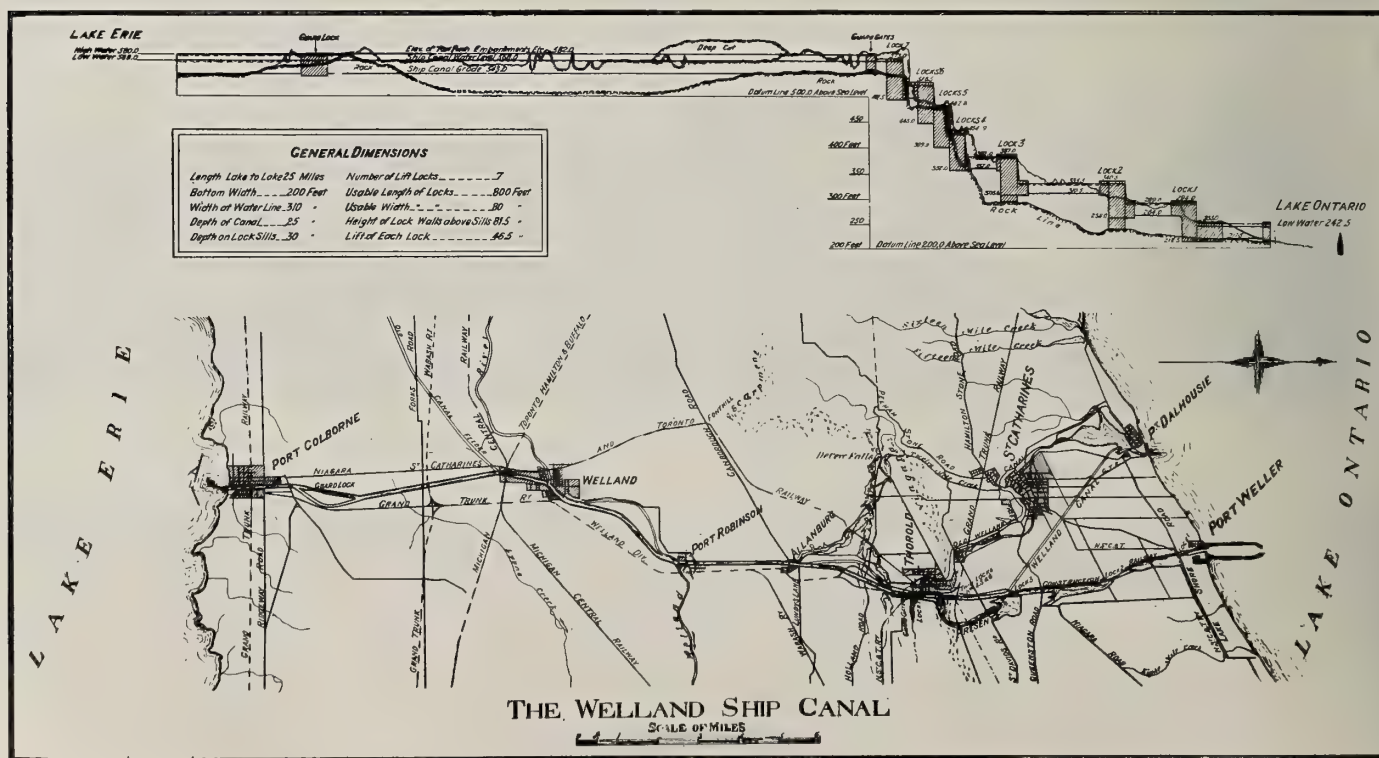
The Welland Ship Canal as finally located, follows the valley of Ten Mile Creek between its mouth at Port Weller on Lake Ontario, and Thorold. The present canal is crossed at Lock No. 11, where the level of both waterways is 382 feet. A new cut is made between Thorold and Allanburg, straightening out the alignment of the canal between those two points. The present canal is crossed below Lock No. 25, at an elevation of 568 feet. The course of the present canal will be closely followed from Allanburg to Port Colborne.

The locks will have a usable length of 820 feet. The walls are 81 feet high, and the usable width of the locks is 80 feet, with thirty feet of water over the mitre sills at extreme low water in the lakes.

The lock gates will be of the single-leaf type, swinging on a hinge at one side of the lock and resting in a notch cut in the opposite wall. The lock gates will be 88 feet in length, 83 feet in height and will weigh about 1,100 tons. Side ponds or regulating basins will be formed to fill all locks, thus eliminating objectionable surges and currents that might otherwise be caused by filling from the canal above.

The utility of the Welland Ship Canal as an isolated waterway, with a barrier in the Upper St. Lawrence preventing ocean shipping from reaching the Great Lakes is an open question. It will undoubtedly serve the needs of lake shipping much better than the present inadequate canal. It should help to relieve the annual blockade at Georgian Bay ports by permitting grain carriers to unload at Kingston or Prescott. This year a lamentable tie-up involving very heavy loss occurred at the lower lake ports. Scores of lake freighters were obliged to wait their turn at Georgian Bay ports. Grain carriers were delayed at Buffalo for from two to three weeks, on account of the shortage of railway cars. Inadequate elevator space at the Canadian ports caused the congestion on this side of the border.

The delays at unloading ports were serious. A repetition may be avoided when there is a through passage to Prescott, providing that grain-handling facilities are provided in the meantime. It will then be possible to carry grain to the seaboard, with only one short rail haul from Prescott to Montreal, at much lower cost than at present. The Prairies will yield bumper crops in the future, and these can be handled expeditiously and economically, only if adequate transportation is available. The Welland Ship Canal will do much to facilitate the export movement of Canadian grain, and should cause a diversion of much that now goes via Buffalo and New York. Estimating an annual Parliamentary appropriation of about the same size as the one voted for the current fiscal year, with the absence of further unforeseen handicaps, the Welland Ship Canal will be open for traffic about eight years hence.





# Canadian Universities to Give Export Courses

## Importance of Having full Knowledge of Preliminary Conditions Governing International Trade

By Alex Marshall

Manager, Commercial Intelligence Department, C.M.A.

**T**HROUGH the co-operation of the Department of Trade and Commerce, the Universities of Toronto and McGill and the Commercial Intelligence Department of the C.M.A., short courses in export trade are being established at the two Universities. The courses are expected to attract and are specially devised to interest men who are at present engaged in carrying on the export business of their companies.

These courses last two weeks. The Toronto session is from January 15th to 27th, and at McGill from January 29th to February 10th. Applications should be made to Professor R. M. Sugars, Director of the School of Commerce, McGill University, Montreal, or to W. J. Dunlop, Director of the Extension Department, University of Toronto. The fee is nominal.

### Desirability of Exporting

Nearly everyone these days has more than a glimmer of the desirability of increasing our exports. Statesmen, bankers, business men and the rest of us are in general agreement. In discussing the development of export trade, some justification exists for the aphorism that "nothing is impossible." During, and immediately after, the war, Canada sent cotton goods to Manchester, hardware to Birmingham, and came within an inch of sending coals to Newcastle.

War conditions caused that, one may say. Quite! But these were only extreme examples of the international exchange of commodities that is going on continuously, and were proofs that it is the underlying conditions and special economic causes which create opportunities for the development of trade among nations.

It is well known how carefully Canadian financial, crop and general business conditions have to be studied in order to make continuously successful selling campaigns in the most favorable localities. It is certainly advantageous to know how to get the same broad knowledge of export markets. Having this broad knowledge as a basis, such factors as the partial failure of the cotton crop in West Africa for several years in succession will mean, not so much the reduction of the market for enamelware, shirts, burlap and baling hoops, but rather an increased demand for fencing, mowers, binders, and other implements, lumber, metal roofing and cream separators, etc., because the land formerly used for cotton will now be used for mixed farming.

It is an interesting commentary on the application of science to business that the Rt. Hon. Reginald McKenna, former Chancellor of the Exchequer in

the British Government, and now Chairman of the London Joint City and Midland Bank, was able to say to the Convention of the American Bankers' Association in New York recently that "It is not many years ago—it is well within my own recollection—that a want of understanding of sound principles of banking led to repeated financial crises which were then believed to be inevitable. As they usually happened at intervals of ten or eleven years, many serious persons attributed them to the variations which occur in the spots on the sun. These spots may affect the weather and, through the weather, the harvest, but a wider knowledge of banking and of currency requirements has taught us how to escape their malign influence on credit."

If excuse were required for reiterating the importance of the study of broad economic relationships, surely it is afforded by this pronouncement from a great English economist and statesman.

A number of large Canadian exporters have given much time, thought and study to the development of export markets for their commodities. Generally speaking, those who have prospered best in export trade are those who have gone most fully into the preliminary conditions before actually making a start. In other words they have been ready to apply larger measures of science and detailed knowledge to their conduct of export affairs. The main objects of these courses are to bring out the weak points and the strong points of the men who are handling the export business; to let them examine themselves in the light of economic laws; to put at their disposal methods of sizing up commercial conditions and prospects in different countries, to shadow forth the romance and pervasiveness of international trading, and to let them deduce the advantage of applying an increasing degree of understanding and knowledge to their important work.

Already a number of export men who have discussed the question with the Department and the Universities feel that this is an important step in advance and will be glad to attend one of the courses.

### Synopsis of Courses

The synopsis of the courses is as follows:—

#### PRINCIPLES OF INTERNATIONAL TRADE.

Conditions determining the volume, diversity and direction of a country's trade with others; the economic gain of international trade; the idea of the "favorable" and "unfavorable" balance; foreign exchange and the settlement of trade balances between countries; for-

eign trade as affected by internal and external price levels and wage rates; budgets and inflation, particularly in Europe, and their effect on international trade.

#### ECONOMIC GEOGRAPHY.

Lectures on this subject will include a survey of the geographic background (climatic and geologic) of the development of modern trade. From thence will proceed a study of the growth of modern trade, its extent, character and direction, as related to the more important countries. Finally an attempt will be made to outline the probable trend of modern trade, with especial relation to the Canadian situation.

#### TRANSPORTATION.

Railroad freight rates; railroad facilities in export trade; the ocean carriers and ocean highways; ocean freight services and rates; marine insurance.

#### TRADE CURRENTS AND CYCLES.

Recent economic changes will be studied from the standpoint of the trader, and an attempt will be made to visualize in perspective the principal developments of the last half century. The following topics will be discussed in detail:—the movement of wholesale prices; influence of modern war on commerce; inflation and indemnities in their commercial aspects; the direction of Canadian enterprise; the nature of trade fluctuations; some recent explanations of the trade cycle.

With respect to the subjects, foreign exchange and documentation, sales representation, packing, etc., instead of set lectures on these subjects, there should be a series of discussions with different people. In this way a greater variety of experience could be put at the disposal of the students of the course. The various important branches of export trade could be represented as well as some financial authority on the handling of foreign trade.

A division would be drawn clearly between the lecture courses and the discussions. This is considered desirable because lectures alone would in an enterprise of this kind be quite inadequate. The mornings, therefore, would be devoted to lecture courses and the afternoons to the discussions conducted by trade commissioners and business men and to seminar work in which members of the staff of the University would take a share.

The two courses are practically the same at McGill and Toronto, and *L'Ecole des Hautes Etudes Commerciales*, of Montreal, is also co-operating in a very useful way.



# Business Conditions in the United States in 1922

How Canada's Big Neighbor has come Through the Year and how the Future Looks from the United States Standpoint

A Review by Guaranty Trust Co., of New York

It is noteworthy that the foreign trade of the United States for the last year has been sustained in relatively stable volume, month by month, in the face of many influences in foreign markets adverse to its maintenance at a satisfactory level. Economic and financial conditions in Europe have been such during this period that it is somewhat surprising that the flow of commodities from the United States has not been much more seriously checked than has been disclosed in actual trade. No doubt the considerable volume of American investment in foreign securities and exchange has been a factor in the situation and has supported a proportion of exports.

After the extraordinary record of 1920, when exports from the United States reached the unprecedented total of \$8,228,016,307, shipments abroad fell off with great rapidity from \$654,271,000 in value in January, 1921, to \$328,000,000 in May of that year, when the decline was arrested, and since that time only for the three months from December, 1921, to February, 1922, has the total of exports fallen below \$300,000,000 monthly. Since March of this year the average per month has been about \$315,000,000.

Sharply-falling prices accounted in part for the great reductions which took place in 1921, but there was also a marked decline in the volume of exports of nearly all classes, but notably in iron and steel products, automobiles, chemicals, textiles and other manufactured articles. The dominant place which the United States holds in foreign trade in certain products, however, is shown by the continued heavy sales of cotton, copper, tobacco, mineral oils and food products. Her importance as a granary and source of raw materials for the remainder of the world is strikingly disclosed in the record of the last year and a half. The foreign demand for wheat, barley, rye, rice and sugar has been remarkable, and American corn also seems finally to have won its place as a food import in Europe. In eight months in 1922, there were exported 132,000,000 bushels of corn, as compared with 86,373,000 for the same period in 1921.

Germany has reappeared as a heavy buyer of American products, but Canada, of course, is by far the best foreign customer of the United States with the one exception of the United Kingdom. Exports to Canada for eight months of 1922 were \$354,065,274, as compared with \$530,765,000 to Great Britain. Canada bought \$32,000,000 in January, 1922, and the trade has increased each month (with a slight recession in April only) until, in August, 1922, the total was \$56,492,000. It is worthy of note that

in the latter month the trade of the United States with Canada, both imports and exports, was in excess of that with the United Kingdom. The very satisfactory improvement in Canadian exchange to par, or a slight premium on the American dollar, has no doubt been a factor in this growing trade. United States imports from Canada during the year have ranged between twenty and thirty-two million dollars monthly. The

Realizing that world conditions play an important part in determining the position of Canadian business, arrangements are being made for the publication in this and the two following issues of INDUSTRIAL CANADA, of a series of reports on business conditions during 1922 in the principal countries of the world, with which Canada does business. The first article, dealing with the United States, has been written specially for us by the Guaranty Trust Company of New York, whose statistical Department follows very closely the trend of affairs in that country. The proximity of the United States and the intimate trade relations existing between the United States and Canada, give special importance to this review.—THE EDITOR

mutual dependence of these two markets is so great that we may confidently expect to see a steady expansion of the trade relations of these neighbor countries.

With the enactment of the McCumber-Fordney Tariff on September 21st, there is now introduced a new factor in the foreign trade situation, the influence of which cannot yet be estimated. That it will tend to affect the volume of trade to some extent is certain. Fortunately, the terms of the act empower the President to modify the tariff rates materially when it is seen that they are not in accord with the best interests of the country.

About fifty-five per cent. of the total exports of the United States are agricultural products and raw materials, and forty-five per cent. are manufactured and partly manufactured goods, excluding manufactured foodstuffs. About seventy-five per cent. of exports of agricultural produce and raw materials go to Europe and twenty-five per cent. to the remainder of the world; about twenty-six per cent. of manufactured goods go to Europe, and seventy-four per cent. elsewhere. Exports of agri-

cultural produce comprise roughly, fifteen per cent. of the entire crop value on the farm, while exports of manufactured goods constitute less than four per cent. of our production. The agricultural interests of the country, therefore, are particularly sensitive to European economic and financial conditions.

The general trend of commodity prices in the United States during recent months has been definitely upward and when the probable influence of the new tariff Act and the present labor situation are taken into consideration, it would seem that this movement is likely to be sustained. Recent wholesale quotations show an excess of advances, and new high records have been established for wheat and cotton for the season. Advances have taken place in wheat, corn, oats, barley, rye, flour, butter, cheese, coffee, cottonseed oil, apples, molasses, oleo oil, condensed and evaporated milk, cotton brown sheetings, lead, tin, and spelter. Wholesale trade is being maintained at good volume, especially in the textile and wearing apparel lines. With the exception of copper and silver, all of the non-ferrous metals show substantial advances in price in recent months.

The most disturbing fact in the price readjustments that have occurred is the unevenness of the changes. Most of the products of the farm have suffered reductions from the war-time level far out of proportion to those which have taken place in industrial commodities. Cotton is an exception, and if the present level of price holds, the South may expect to receive more than \$1,000,000,000 for the year's crop, and will find itself in a greatly improved financial position in consequence. In general, the farmer in the United States finds himself in a difficult situation with the relatively low prices for his output, while costs of transportation, of fuel and of other supplies which he buys are still at a high level. The tariffs which have been imposed on food products have apparently had but little effect upon these interests, and the present purchasing power of farm products is but sixty-two per cent. of their average purchasing power in 1913.

The labor situation in the United States is now such as to indicate that the liquidation of wages from previous high levels has been checked and the tendency is rather towards a higher scale in the future. In the coal strike of this year the miners were successful in retaining their war-time wages without reduction, and the same result was achieved by the striking textile workers. The railroad shopmen were not so successful, and have been forced to accept reductions. With the improvement in



conditions the demand for labor has strengthened materially. In October of last year it was estimated that there were between three and a half and four million unemployed, but a large proportion of these unemployed have now been reabsorbed into industry and there is said to be a wide-spread shortage of skilled and common labor.

### Restriction of Immigration

The restriction of immigration has a marked influence upon the labor situation in the United States. Between 1900 and 1910 there were more than 8,000,000 immigrants received into this country, while between the years 1910 and 1920 there were 6,000,000, a total largely offset by heavy emigration during that period. In 1921, net immigration was 552,132, while thus far in 1922 it is only 86,000, and a large proportion of this number is of a class that is not adapted to manual labor. Arrivals this year were 300,000, more than half females, while of the departures of 214,000, three-quarters were males. When we add to this reduction in immigration the materially reduced percentage of increase in the native white population, which fell from 28.8 per cent. in the first decade of the century to 18.6 per cent. between 1910 and 1920, it is evident that the problem of sustaining our industries is already an acute one. The position of organized labor is greatly strengthened by these conditions and wage reductions are much more easily resisted.

In general, wholesale stocks in the United States are diminishing rather than increasing, although there are exceptions as in the case of crude petroleum of which unprecedented accumulation has occurred. These excessive stocks of crude oil are said to be due to over-production in the domestic field. Stocks of cotton in mills and warehouses are very materially less than at the corresponding period in 1921, but stocks of raw silk are larger than since the end of 1920. Despite increasing production, however, stocks of most commodities continue to decline. Almost all the construction materials and metals show a substantial decrease, the increases being largely confined to seasonal cold storage holdings in the foodstuffs group. New low records since the end of 1919 have been made in 1922 in raw cotton, market pig iron, zinc, rice and coffee. Compared with a year ago there were twenty-seven decreases, as against only seven increases, and two unchanged. Sugar and tin are articles which have showed a marked increase. Stocks of pig iron in the East in the hands of both producers and consumers are said to be unusually low.

It must be admitted that the unknown factors, which may have a marked influence upon prosperity in the future, are many, and tend to render any prediction as to future progress precarious. There are recognized possibilities of grave concern in the European situation, which may react upon all countries in a very serious way. Unfortunately, there is no assurance of industrial peace, and the retarding effect on busi-

ness and the colossal cost of strikes in the United States has been vividly illustrated during the current year. The direct and indirect losses due to the coal and railroad strikes in this country have amounted to many hundred millions of dollars. The difficulties of the agricultural classes have led to much discontent. Proposals are being brought forward which would imply the adoption of dangerous credit policies in the Government banking system, and although it is believed that these plans will be held in check, they constitute a definite menace to the situation.

In general, however, it may be stated that the outlook for 1923, while fraught with decided uncertainty, is hopeful. The passage of time is gradually clarifying the European situation and making more probable some concerted action by the nations that will tend towards financial stability there. There is growing sentiment in the United States favorable to reasonable co-operation with Europe in any effort which promises to be practical in improving conditions, as it is being more widely understood that the interest of every country is seriously involved in the present distress. Improvement in conditions overseas would be reflected in a sustained and, perhaps, even enhanced export trade from the United States.

### Labor Troubles Ended

The most serious labor troubles have been ended, although apprehension is felt that in the coal industry the coming year may see a renewal of the effort of the miners for wage advantage. A Government investigation of the whole coal situation is now in progress and may place the public in possession of facts which will permit it to meet the situation with greater confidence when it arises.

Crops for the year are bountiful and even at present low prices mean a considerably larger total of receipts for the farmer than last year. The needs of the country are great for railroad equipment and extension, for building and for replacements of all kinds, and there is definite promise of gradually increasing industrial activity. The financial position of the country is excellent. A feeling of restrained optimism exists and there is general expectation of good business conditions for the next eight or ten months at least.

### Canadian Engineering Standards Association's Work

The semi-annual meeting of the main committee of the Canadian Engineering Standards Association was held in Ottawa on November 13. The secretary reported a membership of 285 on October 1. Progress reports of various working committees were presented and it was announced that the specifications for steel highway bridges, incandescent lamps, watt-hour meters, wood poles for transmission lines, flexible wire rope and

strand for aircraft, and commercial bar steel are well advanced or are ready for publication, that for steel highway bridges being on the press. The specification for flexible wire rope and strand for aircraft was approved for publication.

The personnel of a sectional committee on road materials and construction, under the chairmanship of A. W. Campbell, Dominion Commissioner of Highways, was approved, this committee including representatives of all the provincial highway authorities and having as its principal object the obtaining of Dominion-wide agreement on nomenclature, definitions and tests for road materials; and co-operating with the committee recently appointed by the Engineering Institute of Canada on road construction.

A request having been received from the American Engineering Standards Committee for co-operation in unifying divergent local requirements for traffic signals on highways, it was decided to request the highway departments of the nine Provincial governments, the Board of Railway Commissioners, the Canadian Automobile Association and other bodies interested in automobile work, the larger cities of the Dominion, the Engineering Institute of Canada, and the railway authorities to nominate members on this committee. The functions of this committee will be to make a survey of present conditions in Canada, prepare recommendations accordingly, and consider these in connection with the draft suggestions to be prepared in the United States and forwarded by the American Engineering Standards Committee.

It was decided to take similar action in connection with a request for the Association's co-operation in connection with specifications for electric overhead crossings, the organizations interested in this case being the Board of Railway Commissioners, the steam and electric railway authorities, the power companies, and various power commissions, the Provincial governments, and the various telegraph and telephone companies.

A suggestion from the sub-committee on concrete and reinforced concrete that action should be taken looking to the preparation of specifications for reinforced concrete poles was approved.

The secretary reported that a number of favorable and some unfavorable replies had been received to the invitation sent out by the Honorable Mr. Robb, Minister of Trade and Commerce, for an inter-provincial conference to be held under the auspices of the Association regarding the possibility of obtaining Dominion-wide agreement as to the requirements for the design, inspection and installation of electric fittings, appliances and equipment, and it was hoped that the conference in question would shortly be held.

Gordon C. Edwards, Ottawa, president of W. C. Edwards & Co., Limited, and associated as a director with several Canadian manufacturing companies, has been appointed a director of the Canadian Bank of Commerce.



# Stamp Tax on Receipts Explained

## Comparison of the British and Canadian Act—Points of Similarity and Difference

By R. N. McCormick

Assistant Manager, Tariff Department, C.M.A.

THE legislation passed at the last session of Parliament, which requires all receipts for an amount of \$10.00 or upwards to be stamped with a 2c. stamp, comes into force on January 1st, 1923. The legislation, which is based on the provisions of the British Stamp Act of 1891, in respect of receipts, is contained in section 14 of the Special War Revenue Act, 1915, as amended in 1922. This section, which will also be found in the Association's Excise Tax Pamphlet, pages 32 and 33, is as follows:

"14. (1) For the purposes of this section the expression "receipt" includes any note, memorandum or writing whereby any money amounting to ten dollars or upwards, or any bill of exchange or promissory note for money amounting to ten dollars or upwards, is acknowledged or expressed to have been received, deposited or repaid, or whereby any debt or demand or any part of a debt or demand of the amount of ten dollars or upwards is acknowledged to have been settled, satisfied or discharged, or which signifies or imports any such acknowledgement, and whether the same is or is not signed with the name of any person.

(2) No person shall give a receipt unless there is affixed thereto an adhesive stamp or unless there is impressed thereon by means of a die a stamp of the value of two cents, which is to be cancelled by the person by whom the receipt is given before he delivers it out of his hands. Cancellation shall be effected by the person who cancels the stamp writing or impressing his name or initials on or across the stamp together with the true date of such writing or impressing.

(3) Any person who violates any of the provisions of this section, or who refuses to give a receipt, duly stamped, or who, upon a payment to the amount of ten dollars or upwards gives a receipt for a sum not exceeding ten dollars, or separates or divides the amount paid with intent to evade the duty, shall be liable to a penalty not exceeding one hundred dollars.

(4) The stamp duties imposed by this section shall not apply to the following cases:—

(a) A receipt for any money deposited in any bank as defined in section twelve of this Act to be accounted for to the person to whose credit the money is deposited;

(b) A receipt or document in the nature of a receipt which is taxable under any other section of this Act;

(c) An acknowledgment by a bank of the receipt of a bill of exchange or promissory note for the purpose of being presented for acceptance or payment;

(d) A receipt for or upon the payment of money paid for any purpose to or by His Majesty for or out of the Consolidated Revenue Fund of Canada or for or out of the Consolidated or General

Revenue Fund of any Province of Canada;

(e) A receipt endorsed or otherwise written upon or contained in any instrument liable to stamp duty and duly stamped acknowledging the receipt of the consideration money therein expressed."

This is new legislation in Canada, but in the United Kingdom, under the Stamp Act of 1891, a stamp tax on receipts has been in force since the 1st of January, 1892. The tax in Great Britain was originally 1d. on every receipt for an amount of £2 or upwards, but in 1920 the tax was increased to 2d., which is double the amount of the stamp which must be affixed under the Canadian legislation.

Under the English law the expression "receipt" is given a very wide meaning, and it has the same wide meaning under the Canadian law, and the provisions in the Canadian Act whereby the person giving a receipt is required to affix the necessary stamp and to cancel the stamp are similar to the provisions of the law in the United Kingdom.

The tax may be indicated by means of an adhesive stamp affixed to the receipt or by a stamp impressed upon the receipt by means of a die. While regulations have not been issued as yet by the Department charged with the administration of the law, it is presumed that regulations will be issued in respect of embossed receipts, similar to the regulations now in force relating to embossed cheques.

The voluntary giving of a receipt is not compulsory, but subsection 3 of the Canadian Act provides for a penalty not exceeding \$100.00 in case a person refuses to give a receipt duly stamped. And when a receipt is given for an amount of \$10.00 or upwards the affixing of the stamp, or the use of an embossed receipt, is compulsory. Where a payment of \$10.00 or upwards is made, the dividing up of the amount paid, and the giving of a number of receipts, each for an amount less than \$10.00, renders the person or firm who in this manner attempts to evade the law, liable to a penalty not exceeding \$100.00.

Certain classes of receipts are exempt from the stamp tax, as set forth in subsection 4 of the Canadian Act, paragraphs a, b, c, d and e. The exemptions in the Canadian Act differ in some respects from the exemptions in the British law, due to local conditions, but in principle the exemptions are the same.

There are several features of the British Act which have not been incorporated in the Canadian law, one of which is to the effect that a document liable to the stamp tax cannot be pro-

duced in evidence unless duly stamped. Subsection 14, paragraph 4, of the British Stamp Act, 1891, provides that no instrument, except in criminal proceedings, shall be given in evidence, or be available for any purpose whatever, unless it is duly stamped in accordance with the law in force when executed.

Another provision in the British Stamp Act, 1891, which has not been incorporated in the Canadian law, is a provision which permits of a receipt, which has been given without being stamped, being stamped within a given period or periods upon certain terms. If stamped within fourteen days after it has been given, payment must be made of the amount of the stamp duty and in addition, a penalty of £5; after the expiration of fourteen days; but within one month after receipt has been given, it may be stamped on payment of the amount of the stamp tax and a penalty of the amount of £10.

In practice in the United Kingdom there is what amounts to an additional exemption in that the Government does not enforce any penalty for unstamped acknowledgments for voluntary gifts to charitable institutions, whether termed subscriptions or donations. Information is not yet available as to whether or not a similar practice will obtain in Canada.

## Vice-President Visits the British Columbia Division

C. Howard Smith, first vice-president of the Association, was present at a meeting of the Executive Committee of the British Columbia Division, held at the Hotel Vancouver on November 1st. The chairman expressed the gratification of the executive in having Mr. Smith as their guest, and called on him for a few remarks.

In the course of a brief address, Mr. Smith expressed the view that he considered the time opportune for the establishment of a Canadian intercoastal steamship service for the purpose of placing Canadian manufacturers on both coasts on a parity with American manufacturers in distributing their products, and stated his intention of making recommendations accordingly to the head office of the Association.

Mr. Smith also called the attention of the Committee to the enormous importations, amounting in value to approximately \$10,000,000 per annum, of American publications, these publications being, in Mr. Smith's opinion, the principal medium through which American advertising reaches the Canadian buying public. The demand created from this advertising went far to facilitate the sale of American products in Canada, to the detriment of Canadian manufacturers. Mr. Smith bespoke the sympathy and support of the Committee for the securing of a substantial duty on American publications coming into Canada, also for a scheme, which he outlined briefly, for the establishment and encouragement of Canadian weekly and monthly publications.



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## Executive Council Meets at Montreal

### Business Transacted at Regular November Meeting Covers Numerous Important Matters

THE regular November meeting of the Executive Council was convened in the Old Colony Club, Windsor Hotel, Montreal, on the afternoon of Thursday, November 23rd. In the absence of the president and the first vice-president, the chair was occupied by the second vice-president, Henry Bertram, Dundas. Members of council in attendance were as follows:—

Bertram, Alex., Montreal.  
Bertram, Henry, Dundas.  
Brigden, George, Toronto.  
Campbell, W. S., Toronto.  
Coghlin, B. W., Montreal.  
Daoust, Joseph, Montreal.  
Dawson, A. O., Montreal.  
Ganong, A. D., St. Stephen.  
Hatch, A. F., Hamilton.  
Hollinrake, T. A., Toronto.  
Hopkins, A. H., Montreal.  
Huff, A. D., Montreal.  
Joubert, P. E., Montreal.  
Marsh, W. H., Hamilton.  
Mackinnon, Geo. D., Sherbrooke.  
McLurg, J. E., Halifax.  
McMaster, R. H., Montreal.  
Miner, W. H., Granby.  
Neighorn, A., Montreal.  
Robitaille, A. P., Quebec.  
Sherrard, J. H., Montreal.  
Stewart, F. W., Montreal.  
Taylor, J. M., Guelph.  
Waddie, H. J., Hamilton.  
Warrington, J. E., Quebec.  
Yulle, N. M., Montreal.

After the presentation of the treasurer's report and the report of the Executive Committee, which had met as usual, earlier in the day, the report of the Tariff Committee was presented.

### Tariff Committee

Special attention was directed by the Tariff Committee to the question of the sales tax and on this subject the following report was given:—

**"Sales Tax:**—As part of the Association's special committee on taxation your committee has carefully considered what changes, if any, should be made in the Sales Tax Law.

"In order to obtain the views of members of the Association on this subject your committee issued circular No. 372 outlining some of the various changes proposed. The opinions of groups of industry within the Association, and of

division executive committees, have also been requested.

"Replies received to date may be classified as follows:—

"(a) Satisfied with the sales tax law as it now stands;

"(b) Satisfied with the general arrangement of the present sales tax but suggesting slight amendments as, for example, that the purchaser be responsible for the payment of the sales tax, and that the sales tax shall be the first charge upon the assets of the purchaser;

"(c) Favoring the first alternative described in circular No. 372, viz.:—a turnover tax;

"(d) Favoring the second alternative described in circular No. 372, viz.:—exemption from sales tax of sales by manufacturers to wholesalers and by wholesalers to other wholesalers, for resale, subject to manufacturers and wholesalers collecting the same rate of sales tax on sales to retailers and consumers; and

"(e) Suggesting other alternative methods of taxation, and also favoring the removal of the tax from special lines.

"Your committee has given careful consideration to all these suggestions. It respectfully suggests, however, that no specific resolution should be passed at this meeting of the Council as all information is not yet before your committee, and, moreover, the matter is not yet advanced to the stage when a recommendation can be made which will harmonize the views of members of the Association.

"Your committee, however, would be grateful for an expression of opinion from members of the Council present so that these opinions may be reported to and discussed at the committee's next meeting.

**"Excise Taxes:**—Your Committee has heard the representations of various members engaged in the manufacture of automobiles, confectionery, and aerated waters who pay special excise taxes. Your committee does not see any logical reason why special classes of in-

dustry should be singled out for extra taxation.

**"Receipt Tax:**—Your Committee has also received a large number of representations against the receipt tax of two cents on each receipt issued—effective January 1st, 1923. The views of the Council will be appreciated in regard to this tax.

**"French and Italian Treaties:**—The Minister of Finance is still in France negotiating a new trade treaty between Canada and France. It is also understood that he will negotiate a new trade treaty between Canada and Italy. Your committee, before his departure, followed up the representations previously made by the Association to the Government, and furnished him with all available information."

### Legislation Committee

The Legislation Committee, in the course of a lengthy report, reviewed the circumstances leading up to the present position in relation to company matters in the various provinces of the Dominion. This indicated the steps that had been taken to secure a conference between representatives of the Dominion and the provinces.

"Should the proposed conference be convened," stated the report, "your Legislation Committee proposes to ask consideration of:—

"(a) The powers of the Dominion and provinces in respect to the incorporation of companies.

"(b) Uniformity in taxation of companies by limiting the provincial taxation of Dominion companies to the amount of capital employed by them in each province.

"(c) To avoid discrimination of taxation against Dominion companies.

"(d) Uniform forms and time of making the annual returns by companies to the various provinces and to the Dominion, which in the case of large companies with numerous shareholders, would be a distinct convenience to their accounting departments.

"Substantial progress has already been achieved. We have a uniform Bills of Exchange Act, which is one of the most useful instruments of commerce yet devised. We have now practical uniformity in assignments and preferences in all the provinces under the Bankruptcy



Act. The Sale of Goods Act, 1893, and the Partnership Act, 1890, both codifying statutes, are now in force in all the provinces of Canada, except Quebec. Model statutes relating to bulk sales, fire insurance policies, warehousemen's liens, etc., have been drafted by the Commission on Uniformity, and when they are enacted must be a great convenience to commercial firms doing business in the various provinces.

"It has been suggested time and again that some method might be found by inter-provincial organization, permanent or temporary, to deal with these matters, with a view to attaining some degree of uniformity in provincial law, wherever there is no particular object to be served by variation. It is to meet these demands that your Legislation Committee has been striving."

**Dominion Bankruptcy Act:**—Dealing with some of the difficulties encountered in the operation of the Dominion Bankruptcy Act, the Committee found, after examination, that the principal difficulty arose from the fact that creditors did not take sufficient interest and that the proper class of inspectors was not in all cases appointed.

"Experience shows that very few creditors attend the meetings and little or no control is exercised over the trustee, in the administration of the debtor's affairs. The assets are usually sold, *en bloc* at sacrifice prices. Expenses are usually large with the net result that very little remains for the creditors. In short, when an insolvency occurs, the claim is practically written off, and a mere hope fostered of a return from the debtor's estate. No organized effort is made by the creditors; the oversight exercised by the inspectors appointed by the creditors is frequently lax, and the trustee, generally unacquainted with the line of assets, is left to his own initiative. Your committee has drawn the attention of the Department of the Secretary of State to complaints which have from time to time been made, as to the administration of certain authorized trustees, and have recommended:—

"1. That a limit be set to the number of authorized trustees appointed, and a reasonable standard of fitness laid down.

"2. That an Auditor-in-Bankruptcy be attached to each Bankruptcy Court or District who will be charged with the duty of checking up all trustees' accounts before the declaration of a dividend by the trustee, similar to the practice in connection with our ordinary Civil Procedure Courts.

"Your Legislation Committee would recall that when the Bankruptcy Act was being originally considered, your committee recommended to the Government that a provision should be inserted in the Act, providing for the appointment of an Accountant in Bankruptcy, which however, was not adopted on the ground of expense, although experience has since demonstrated its necessity. These features will naturally receive reconsideration when the Act comes up for general revision."

**Commercial Agreements Act, 1922:**—The committee reported that the Asso-

ciation had been represented at the hearings in October of the Special Committee of the Ontario Legislature appointed to consider pending bill, No. 207, cited as the Commercial Agreements Act, 1922. A report of these hearings appeared in the November issue of INDUSTRIAL CANADA.

**Proposed Commerce Court:**—The Committee reported that it had considered a proposal transmitted from the Manitoba Division favoring the establishment of a Commerce Division of the King's Bench Court for the prompt settlement of commercial differences, intended to overcome the present delays and expensive litigation in getting cases through the Courts.

"We have, at present, no Commerce Court connected with any of our Canadian or British Courts, but there is a Court of Arbitration operating under the London, England, Chamber of Commerce, to which disputes are referred, but it deals with questions of fact only.

"A Trade Court has recently been established by the Chicago Association of Commerce following the English model, and a scale of fees has been adopted, the purpose of which is to pay the necessary expenses of the Bureau.

"Your Legislation Committee is unable to appreciate the advantage of establishing a new Judicial Department, with its expensive machinery to deal with commercial transactions, and re-affirms its opinion that so far as our members are concerned, the powers of arbitration provided by Article 7 of the constitution and by-laws of our Association is cheaper and more effective than the system proposed."

**Bank Act:**—In view of the pending revision of the Bank Act, members will be invited to submit their views in writing so that the committee may have all relevant information before it.

## Commercial Intelligence

The Commercial Intelligence Committee reported at some length on the progress of the editorial work in connection with the publication of the new *Canadian Trade Index*. After all the necessary sifting and checking, the new *Index* will probably comprise about 11,000 names of manufacturers, and without question the new edition will be the only book of its kind published in Canada that is at once comprehensive and accurate.

**West Indian Trade Conferences:**—Mention was made of the series of informal conferences held in Toronto, Montreal and St. John to review the present commercial relations existing between the British West Indies and Canada, and to consider how they may be improved. These conferences were held under the auspices of the sub-committee on West Indian affairs, with W. S. Fisher, St. John, past president, as chairman. In each of the centres mentioned, sub-committees are continuing the work of assisting in the introduction of West Indian products.

**Short Courses in Export Trade:**—The report explained the arrangements made

for the holding of short courses in export trade at McGill University and the University of Toronto. These are explained at greater length elsewhere in this issue of INDUSTRIAL CANADA.

The report concluded with a list of the services rendered during the past month by the Commercial Intelligence Department.

## Relationship of C.M.A. to British Industries Fair

That a wrong impression in regard to the attitude of the Canadian Manufacturers' Association, towards the British Industries Fair has been created by a cable from London, England, published in Montreal and Toronto newspapers on November 21st, was the statement authorized by the Executive Council of the Association after its meeting in Montreal.

It was explained that the policy of the Association in regard to exhibitions, either at home or abroad, is to place information before its individual members and to ask them to exhibit if they are interested, but that the Association cannot accept financial responsibility.

With regard to the British Industries Fair, the Association has been communicating with members for the past year, pointing out that this fair would afford an excellent opportunity for the display of Canadian goods, and asking individual members to exhibit.

On November 7th, the Association received a cable from the Chamber of Commerce in London, England, asking the Association to accept part of the financial responsibility of organizing a Canadian section for the fair. The Association replied on the same date stating that participation in exhibitions was a matter for individual manufacturers, and that the Association as such could not undertake any financial obligation in regard to the fair. The British Industries' Fair is being held in Birmingham, England, from February 19th to March 2nd, 1923.

The British Empire Exhibition will be held in London, England, in 1924, and will last for six months. The Canadian Manufacturers' Association some months ago urged the Canadian Government to erect a Canadian building and to take space at the British Empire Exhibition, and promised co-operation if this was done; but the Association, even in regard to the British Empire Exhibition, which is a much larger enterprise than the British Industries' Fair, has not assumed any financial obligation.

The cable also appeared to assume that the Canadian Manufacturers' Association is giving financial support to the sample rooms recently established by the Canadian Government in Shanghai, China. While it is true that the Association has given its members full information in regard to the opening of these sample rooms, the Association as such has assumed no financial responsibility whatever, in connection with them, and any individual members who take space have to pay the Government for it.



# Recent Additions to the Membership

## Some Notes on Manufacturing Firms who have Just Joined the Association

**I**N this department of INDUSTRIAL CANADA, information is published about manufacturing companies who have recently come into the membership of the Association. It is gratifying to observe that membership work is progressing satisfactorily and that each month sees an acquisition of new members, who are adding strength to the organization. New members, who have not already been referred to in this department, are invited to send in particulars for publication.

### Dominion Motor Castings, Limited

Dominion Motor Castings, Limited, McDougall Street West, Windsor, Ont., are manufacturers of washing machines and castings. J. O. Laird is manager of the company and their representative in the Association. In normal times they employ from forty to fifty men producing their own lines and aluminum castings for other Windsor manufacturers; but owing to present business conditions they are employing considerably fewer just now.

### W. T. Piggott Lumber Co.

The W. T. Piggott Lumber Company are another Windsor firm who have just joined the C.M.A. The manager and owner is W. T. Piggott, who has had a long experience in the lumber business, and was associated in his youth with John Piggott & Sons, of Chatham, Ont., an old member of the Association. The company manufacture sash, doors and building materials in general, and are rated as one of the best and most enterprising concerns in their line in Windsor.

### Canada Garments, Limited

Canada Garments, Limited, who are now members of the C.M.A., have been in operation since last June at 104 Richmond St. W., Toronto, where they manufacture children's, misses' and ladies' dresses. They are the successors of the Sterling Dress Company. They have sixteen machines and are quite busy. Mrs. C. Lipsan is president of the company, Meyer C. Lipsan, secretary-treasurer, and A. M. P. Goldberg, Ben. Luxenberg and V. Richardson, directors. A. Lipsan, who manages the business, is the company's representative in the Association.

### Weaver Canadian Company, Limited

A new member from Chatham, Ontario, is the Weaver Canadian Company,

Limited. They were organized in August, 1921, to manufacture the garage equipment made by their parent company, the Weaver Manufacturing Company of Springfield, Illinois. Their plant, is a frame building, 36 x 96 feet. Thirty-two feet were added in the spring of this year.

The directors and officers of the company are I. Weaver, president; G. E. Weaver, vice-president; R. G. Stoehr, secretary-treasurer; Chas. F. Hodgson and Chas. T. Macness, directors. The company state that their first year's business was up to their expectations, and they plan to do all their exporting from the Canadian plant.

### Arabol Manufacturing Company of Canada, Limited

The Arabol Manufacturing Company of Canada, Limited, who joined the C.M.A. in October, have their head office at 13 King Street West, Toronto, and a factory at Brampton. They have a plant, two storeys and basement, with about 7,500 square feet of floor space, where they manufacture gums, pastes, glues, for every trade, and special machinery. Operations commenced in August, 1921. John Hewitt, Junior, is secretary-treasurer of the company and their representative in the C.M.A. He and Arthur G. Allen, one of the directors, are in charge of the business. The company are planning to build a galvanized-iron addition for their cooperage and storage.

### Canadian Aluminum Company

The Canadian Aluminum Company, who are a recent addition to the Toronto membership, are a partnership formed by Earl A. Close and George E. Johnston, in February, 1921. They have a floor space of 3,600 square feet at 1403-07 Bloor St. West, where they manufacture all kinds of aluminum cooking utensils under the trade name of Diamond Brand. They employ, on the average, four hands in the plant and are at present very busy, running night shifts several times a week. Mr. Close is the C.M.A. representative of the company.

### Dominion Milk Corporation, Limited

The Dominion Milk Corporation, Limited, another new Toronto member, have had a most successful career during their short history. They were founded in November, 1921, to manufacture "Keepsweet" pure cream and milk in cans by the use of preservatives. Their products, "Keepsweet" pure table cream, "Keepsweet" sterilized milk and "Economy Brand" sweetened, condensed skim milk,

were first placed on the general market last May and instantly gained popularity. Since then, in addition to their head office at 41 Lombard Street, Toronto, they have established branch offices in Halifax, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver and London, England.

Norton Wylie is president, H. T. Routley and Philip Morgan, vice-presidents, and G. C. Austin, secretary-treasurer of the Dominion Milk Corporation. They, along with R. H. Easson, C. G. Norris, R. T. McLean, C. E. Morrison and J. W. Nettleton, constitute the board of directors. Henry Moore represents the company in the C.M.A.

### Union Supply Company, Limited

To the membership in Saskatchewan there has recently been added the Union Supply Co., Limited, North Battleford, manufacturers of flour and feed. The business was incorporated in 1904 with mills at Rosthern, Hague and Ducklake. In 1907 the Ducklake and Hague mills were sold and a mill was built at North Battleford. The Company's mills have a capacity of 400 barrels of flour and forty tons of feed per day, and they have elevators with storage capacity of 70,000 bushels. H. C. Klaehn is president; Wm. Weibe, vice-president; F. M. Hodgson, secretary-treasurer; and these, with John Hamon and E. Hodson, are the directors.

### Fowler Spring Company, Limited

An old-established Maritime Province industry joins the Association in the firm of Fowler Spring Co., Limited, St. John. This business originated in 1865, becoming the Josiah Fowler Co., Limited, in 1895. In 1920 the charter was changed to Campbell & Fowler, Limited, but in 1922 the Campbell interests withdrew and the company took its present name. They are now engaged in the manufacture of automobile, motor truck, street car, locomotive and carriage springs and single and double-bitt chopping axes. Blanchard Fowler is president and manager; Richard L. Hunter, vice-president, and Russell W. Boyd, secretary-treasurer.

### Vancouver Casket Company

The Vancouver Casket Company, 1650 First Avenue West, Vancouver, are one of the new members in the British Columbia Division. Their factory is one of the chain of casket plants operated by the Dominion Manufacturers, Limited Toronto. The Vancouver plant was formerly owned by the Great West Casket Company, Limited, and was acquired by Dominion Manufacturers in 1915. Under the management of Bert Semmens, who has been with the Dominion Manufacturers for several years, the Vancouver plant has been going ahead successfully. They now employ about ten hands and prospects are good for increasing business. The Vancouver plant handles the Dominion Manufacturers'



business west of the Rockies, the other western factory being in the hands of the Winnipeg Casket Company and their Calgary branch. They are also part of the Dominion Manufacturers' chain and members of the C.M.A.

#### Forum Printing Company

Forum Printing Co., Sherbrooke, started business on May 1 of this year, and did not delay long in taking out a membership in the Association. They have a well-equipped plant, with three platen presses, power stitcher, puncher, perforator and other equipment, and turn out all kinds of printed matter. Business has been satisfactory from the start and prospects are very bright. The company are Albert W. Reid, Ronald Kenalty and Martin Redmond, who are all three experienced in printing and newspaper work.

#### Ideal Products, Limited

Ideal Products, Limited, are new Winnipeg members, who manufacture the Ideal cleanser. The product had been on the market prior to the war but during the war the business failed. In the spring of 1921 the present owners got possession of the plant and started up again on August 1, 1921. The plant, which has a capacity of twenty-five cases of four dozen each per day, is not very large yet, but they expect to increase it next year. A. G. Akins is president; D. A. McRae, Sr., vice-president and manager; T. A. Akins, secretary-treasurer.

#### Canadian Well Supply Company

The Canadian Well Supply Co., Regina, who have just taken out a membership, started business last January. The principals, D. E. Marshall and A. N. Duff, were formerly with the North Star drilling Co., Limited, who made an assignment on January 13. They make well machinery and tools and water well goods, and have sufficient machinery to employ ten men. D. E. Marshall, the manager, has had two years experience in the business, and A. N. Duff, superintendent, twenty-three years. They report business this year better than expected and look forward to improved conditions next year.

#### North Battleford Manufacturing Company, Limited

The North Battleford Manufacturing Co., Limited, are an important Saskatchewan industry, who have recently come into the Association. They manufacture "Sterling Quality" sash, doors and builders' supplies, etc., and sell their product in Northern Saskatchewan and adjacent parts of Alberta and Manitoba. The business originated in January, 1908, when S. G. Peters bought a small planing mill owned by the Independent Lumber Co., which had earlier been moved from Portage la Prairie. In 1912, the present company were incorporated and sufficient stock was sold to

build and equip a new sash and door factory. This was destroyed by fire in 1914, but immediately rebuilt, with practically fireproof construction. Since then the business has been conducted as a wholesale jobbing and manufacturing concern, catering principally to the retail lumber trade. In 1919 a branch warehouse was opened in Saskatoon to facilitate distribution. S. G. Peters is president; H. C. Klaehn, vice-president; W. A. Gregory, secretary-treasurer; R. E. Wayte, contractor; E. A. Fox and R. E. Wayte, directors.

#### Dominion Hair Felt Company, Limited

The Quebec membership has been strengthened by the addition of the Dominion Hair Felt Co., Limited, manufacturers of hair felt and subsidiary lines using hair, St. John's. The company have been in business going on three years. Commencing in leased premises, they moved this year into their new building on Albert Street. This is a one-storey, wood, mill-construction building, 180 x 96 feet, with 35 x 25-foot brick boiler-room and 115 x 50-foot warehouse. They have ample land on which to erect additional buildings, as business warrants. Initial capitalization was \$25,000, since raised to \$100,000. J. B. d'Homergue is president; R. H. Hayward, vice-president; and C. H. Rayner, treasurer and manager. Their principal business is with railroads, automobile manufacturers, building supply dealers, slipper manufacturers and allied trades.

#### L. E. Myers & Company

Lewis E. Myers & Company, who joined the Association recently, are the Canadian branch of the United States company of the same name at Valparaiso, Indiana. They established their business in Woodstock, in 1920, and moved to Toronto this year, taking over a plant at 118 Sherbourne Street, where they have 4,500 square feet floor space.

The company manufacture the "Chatauqua" industrial art desk, a unique combination of desk, drawing and writing board, supplied with a scroll of pictures which present the elements of art and industry. It is designed for use by children in the home. Other products are "Playcraft" furniture, and "Hy-San" blackboard.

The company will develop in Canada the manufacture and sale of educational specialties which their parent company produces in the United States. They have at present fifteen employees. Charles H. Eveleth is Canadian Manager and C.M.A. representative.

#### The Roofing and Tar Products Company, Limited

One of the first acts of this newly incorporated company, whose plant is located at Portneuf, Que., was to take out a membership in the C.M.A. The business was established on November 8, 1922, and consists of the manufacture of tarred felts and sheathing. The plant,

which is located on five acres of land, has a floor space of 5,000 square feet and a capacity of fifteen to thirty tons of finished product in twenty-four hours. New machinery will be added in case business justifies the expansion. Officers of the company are as follows: President, C. J. Sewell; vice-president, R. P. Kernan; secretary-treasurer, P. A. Renaud; general manager, W. K. Makakoa; directors, P. Mooney, J. E. Savard, Wm. J. Morton.

#### Beaver Laundry Machinery Company, Limited

The Beaver Laundry Machinery Company, Limited, who are new members from Toronto, are a development of the Beaver Soap Company, Limited, of Toronto and Winnipeg. W. G. Fraser, president of the latter, organized the new concern a few months ago, and they are at present in temporary quarters at the Beaver Soap Company's plant, 80 Perth Avenue. They manufacture washers, presses, etc., for steam laundries, and eventually will make a full line of laundry equipment.

H. L. Howard, resident manager of the company, is their C.M.A. representative, and C. D. Edgar is an additional member.

#### Montreal Members Celebrate Anniversary

Few businesses in Canada can lay claim to continuous existence for eighty years. This is the record this year of the business conducted under the name of Charles F. Dawson, Limited, at 239-241 Notre Dame Street West, Montreal. Four generations of Dawsons have been associated with it since its inception in 1842. Its founder was Benjamin Dawson, son of Thomas Dawson, a United Empire Loyalist, who had settled in Prince Edward Island, and the site of the original business was on Place d'Armes, where La Banque Provinciale now stands. Later Benjamin Dawson moved to St. James St. On his withdrawal to become a clergyman, his sons Samuel E. and William V. took over the business and carried it on under the name of Dawson Bros.

In 1889, Dawson Bros. dissolved, Samuel becoming Queen's Printer at Ottawa and William opening out under his own name. The original business was, however, continued by Charles F. Dawson, son of Samuel Dawson, under his own name, later becoming a limited liability company. More recently, the fourth generation, in the person of William F. Dawson, son of Charles F. Dawson, has entered the business. Originally a book and publishing business, this department was sold and the firm became what it is now, a manufacturing stationery business.

To celebrate the anniversary, the company have issued an illustrated booklet entitled "Eighty Years of Service." This contains photographs of the four generations represented in the business and views of the exterior and interior of the plant.



# News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman..... J. E. McLurg, Halifax Shipyards, Limited, Halifax, N.S.  
 Vice-Chairmen..... J. A. Reid, Hartt Boot & Shoe Co., Ltd., Fredericton, N.B.  
                               C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
                               J. L. Macdonald, Atlantic Underwear, Limited, Moncton N.B.  
 Secretary..... H. R. Thompson, Box 470, Amherst, N.S.

**T**HE Maritime Canned Fish Section, C.M.A., held its annual meeting at Moncton, N.B., on November 29. Among those invited to attend was Prof. A. P. Knight, chairman of the Biological Board of Canada, who was on the programme for an address on "Sanitation in and around Lobster Canneries." Dr. F. C. Harrison, who has been conducting certain research work in conjunction with the Honorary Advisory Council for Scientific and Industrial Research, was also invited to attend the meeting and give an outline of his investigations in connection with the deterioration and discoloration of canned lobsters. A number of other matters of importance to the industry came up for discussion.

## Nova Scotia Accident Prevention Association

The regular quarterly meeting of the Executive Committee, Nova Scotia Accident Prevention Association, was held in Sydney, N.S., on October 19th, to receive reports of the activities since the last meeting, and to consider ways and means of furthering the objects of the organization.

It was decided that special attention should be given to the fishing industry during the month of December, and to the lumbering industry during January, February and March.

The question of procuring a motion picture machine and suitable films for general use, was considered, but the matter was left in the hands of a special committee to take definite action.

The question of promoting safety education in the schools was also discussed, but this matter was also referred to a special committee.

After exhaustive discussion, the secretary was instructed to prepare and submit to the Executive Committee, for approval, a draft of a News-letter which it is proposed to send to the employers, at stated intervals, as one means of stimulating interest in the work of the Association.

## Vice-Chairman Speaks on Textile Industry

John L. Macdonald, general manager and secretary of Atlantic Underwear, Limited, and third vice-chairman of the Maritime Division, C.M.A., addressed the Moncton Rotary Club on November 14, on "The Textile Industry." After pointing out that this industry and those allied with it comprised the largest industry in the world, employing more men and capital than any other industry, he proceeded to trace the history of the industry from the beginning.

Referring to the textile industry in Canada, the speaker said we were now competing successfully with the specialized industries of England and the United States, in spite of the fact that labor was a great deal higher and machinery more expensive. During election times, said the speaker, the protection of the industry in Canada was a mooted subject, but he claimed that if England found it necessary to protect industry for 1800 years, while the United States also has a high protective tariff, it was even more necessary in a younger country like Canada, where the market is a great deal more limited. The product of Canadian factories is as good as any in the world, and during the late war Canadian factories were called on to supply not only the half million Canadian troops, but also a great deal for English, Belgian and even United States troops.

The speaker urged that the industry, which is one of our great essentials, receive the hearty support of the Canadian people, and its development should be encouraged.

## Mine Workers and the Red Internationale

That the economic conditions of the world would sooner or later force the United Mine Workers of America into affiliation with the Red Internationale at Moscow, was the reply of Secretary J. B. McLachlan, of District No. 26, U.M.W., when recently asked by a press representative what attitude he expected the international Union of Miners to take in regard to district No. 26 decision to link up with the Russian friends of labor.

"We are certainly going to live up to the Truro Convention regarding affiliation with Moscow," declared Mr. McLachlan, "for we do not believe in, and are strongly opposed to, international unions 'scabbing' against one another, and for that reason District No. 26 is prepared to link up with any organization, red, white or black, that will prevent this state of affairs from continuing."

He quoted several instances to show where workmen in various trades in different countries worked against their fellow union men when large strikes in industrial centres were being carried on.

Referring to the comments made that the international union of the U.M.W. would strongly oppose this district's decision to join up with the Red, as decided at the Truro Convention, the Secretary stated that President John L. Lewis had a copy of the minutes of that gathering of miners, but up to the present this district has received no official word of complaint or opposition to the scheme, and he believed the international body would not make any

trouble, as they would eventually be compelled to do the same thing themselves as this district now proposes.

## New Political Platform by the Mine Workers

At a special session of the U.M.W. District Executive, recently held at Sydney Mines, it was decided to issue a call to the workers of Canada to join with the miners of Nova Scotia and Porcupine in a political platform, which was announced as follows:

1. Every organization of workers accepting this platform pledges itself to work continuously for one united front of all workers on the following demands:

2. That we demand full wages for all unemployed workers, men and women, whose unemployment is caused by the closing down of mines, mills, factories, railways, etc.

3. That we demand a minimum purchasing wage for the lowest class of labor, based upon the family budget of costs published by the *Labor Gazette*.

4. That we demand a five-day week and a six-hour day for all workers in mines, mills, factories, etc.

5. That every organization joining in these demands shall appoint a member to a joint committee of action and central council, which council shall have the power to institute any measures that in their judgment shall result in the realization and fulfilment of above demands.

## Proposed Amendments to Compensation Act

It is reported that at a recent meeting of the New Brunswick Government, some proposed amendments to the Workmen's Compensation Act came up for discussion, and that the following were among the proposals:

1. That the Board be judicial, or failing this, then the employers to have the right to nominate one member of the Board—the chairman and the representative of Labor to be appointed by the Government.

2. That where the Board refuses to recognize any Association, such Association may appeal to the Lieutenant-Governor-in-Council.

3. That the Board's decisions on questions of fact be final, but on questions of law to have recourse to the courts.

4. That the Board publish all its decisions and findings and all payments made, in the *Royal Gazette*.

5. That a minimum charge of \$50.00 be made for each industry.

6. That a contribution be made by the employees of a percentage of their wages to cover, say, twenty-five per cent. of the Board's expenditures for each calendar year.

7. To increase compensation to sixty-five per cent. and have the men pay all their own medical bills, leaving the Board to pay compensation only.

No definite action was taken on the above proposals, but they will probably come up for further consideration later.



# This Month's Doings in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....F. W. Stewart, Cluett, Peabody & Co., Ltd., Montreal  
Vice-Chairman.....Paul E. Joubert, Lamontagne Limited, Montreal  
Secretary.....R. W. Gould. Assistant Secretary.....A. S. Findlay

**T**HE monthly meeting of the Executive of the Quebec Division was held in St. Johns, Que., on November 10th, where a new branch has recently been formed. A special car for the members was attached to the local C.P.R. train, and a good attendance from Montreal and outside districts resulted. The St. Johns members also turned out in force and the meeting was held following a luncheon at the National Hotel.

An interesting discussion as to whether or not changes should be recommended in the present Sales Tax Act took place, and it was the consensus of opinion that the Act should be allowed to remain as it is at present, until such time as some better form of taxation could be amicably settled upon between the business men of Canada.

The adoption of trade acceptances instead of open accounts was strongly urged by those present.

In the matter of stamp tax on unaccepted bills of exchange, a resolution was passed to be forwarded to the Executive Council of the Association, recommending that they urge that stamps placed on bills of exchange be cancelled by the bankers handling such bills of exchange only when the draft or other document had been paid. Objection was also voiced to the practice by the Government of refusing to remit to manufacturers the amount of sales tax they had paid the Government under circumstances where their clients had gone into liquidation.

F. W. Stewart, Chairman of the Division, occupied the chair.

## Montreal Branch Executive

Many matters of importance were before the Executive of the Montreal Branch at a meeting held on November 14th. Probably the most important matter was that of proposed amendments to the Corporations Tax Act of the province. An effort has been made for some years to improve the taxation laws of the different provinces. It was felt that the province of Quebec, in her splendid financial position and with her five million dollar surplus this year, might properly be asked to take the lead in so amending her Act as to make it the most equitable piece of corporation taxation machinery in Canada. The Executive decided that representation should be made to the Provincial Cabinet along these lines, and to that end both the Prime Minister and the Provincial Treasurer, as well as some of the other Ministers, have been interviewed, and the outlook now is that important amendments to the Act will be made before the close of the present session.

Another matter was a review of the Workmen's Compensation Act of the province, a bill having been passed providing for the appointment of a Royal Commission to inquire into and report upon labor legislation in the province in general. It is understood that two representatives of labor will be appointed on that Commission, two representing the employers and a chairman to be named by the Provincial Government.

A report on the membership campaign was presented to the meeting, and it was found that the effort made during the previous month had resulted in thirty-one new members being added to the list in the Province of Quebec.

A proposal that some form of investigation of advertising and subscription schemes should be inaugurated in the City of Montreal was considered, and it was decided that the Branch should co-operate as far as possible with the Montreal Publicity Association, which is now organizing to this end what is known as "The Better Business Bureau."

Julian C. Smith, chairman of the Branch, presided at the meeting.

## Branch at St. Hyacinthe

Authorization has been given by the Quebec Division of the Association for the organization of a branch of the Association at St. Hyacinthe. An effort for new members was made in this city a few weeks ago, and several manufacturers added to the membership list there. The members in this city are anxious to have a branch established, and work to this end is being proceeded with, and the branch will become operative some time during December. This will make six branches in the Quebec Division—Montreal, Quebec, Three Rivers, Sherbrooke, St. John's, St. Hyacinthe.

## Export Club Separates

At a meeting of the Export Club of Montreal and District held in the Old Colony Club, Windsor Hotel, on November 17th, on a report of the executive committee of the Club, it was decided that it sever its relations with the Canadian Manufacturers' Association, so far as Montreal and district is concerned.

The decision to do this was brought about largely by the desire of the executive officers of the Club that bankers, transportation officials, marine underwriters, export and import organizations be permitted to become members of the Club. This will give the Club, it is believed by the executive, broader scope of activity so that all persons interested in the Export Club of Canada may participate in the work of the organization.

The following officers were named.—V. G. Bartram, Canada Carbide Co., Presi-

dent; A. D. Huff, Riordon Pulp & Paper Co., 1st Vice-Pres.; George Bennington, W. R. Grace & Co., 2nd Vice-Pres.; N. P. Woods, Shawinigan Water & Power Co., Sec.-Treas.

## Textile Exhibition in Montreal

The Textile Exhibition which was held in Toronto last year and conducted with so much success, will be held in Montreal this year. Arrangements have been made for proper space, and Col. C. H. Gibbons has been officially appointed by the committee in charge as the Manager.

Great enthusiasm has already been shown among the manufacturers in the City of Montreal engaged in the textile and cutting up industry, and the outlook is that the exhibition, with its satisfactory results last spring, will exceed in attendance and in the number of exhibitors that of a year ago. Details in connection with the handling of the exhibition are already under way.

## Sherbrooke Branch Meeting

The best attended meeting ever held in the history of the Sherbrooke Branch of the Canadian Manufacturers' Association took place on November 22nd in the Magog House, following a luncheon. Several of the new members recently secured through the membership campaign in that city were present. Geo. D. MacKinnon occupied the chair.

A number of subjects referred to in the deliberations of other branches were taken up and discussed by the Sherbrooke Branch. The question of securing legislation through the Provincial Government making it obligatory for all municipalities and corporations to adopt daylight saving next year was discussed, and the secretary was instructed to communicate with the members of the Cabinet at Quebec as to whether or not such legislation was possible.

## Needle Trades Association

A movement which has been on foot in Canada for some months to organize what has been called a Needle Trades Association, sufficiently broad and comprehensive to take in all industries engaged in this trade, has taken definite shape so far as the Quebec Division is concerned.

An organization meeting was held some time ago when it was definitely decided to proceed with the work. This was largely due to the energy and activity of R. P. Sparks, of Sparks and Harrison, Hull, P.Q., who is president of the Garment Manufacturers' Association.

Not a few charter members have been secured already, and meetings have been arranged for the various groups so that they may be taken into the new organization *en bloc*.

Guy Toombs, Limited, Shipping Agents, Montreal, have appointed the shipping firm of Nagle & Wigmore, St. John, their representatives at that port, and will in turn represent them in Montreal.



# LA SECTION FRANÇAISE

## Nos Filatures

Nous nous inspirons d'un article de l'Événement pour attirer l'attention des compagnies abricant les produits textiles, sur le fait que notre pays peut produire assez de lin pour remplacer les matières premières qu'on est obligé d'importer.

Comme argument plausible sur ce sujet, nous reproduisons en partie l'article en question:

"Avant la révolution, la Russie fournissait au monde à peu près les deux tiers du lin réclaté par le commerce et l'industrie. Depuis sa faillite économique et agricole, le malheureux pays moscovite ne produit plus de lin et l'on n'en trouve pas suffisamment pour satisfaire à la demande. C'est dire que le prix de cette marchandise est très rémunérateur. La Hollande, qui a intensifié sa production, encaisse des centaines de millions par année en vendant une fibre qui n'a pas la belle qualité de celle que nous produisons ici mais en trop petite quantité."

"Les journaux ontariens font actuellement une campagne d'éducation dans l'espoir que les cultivateurs anglo-canadiens profiteront de circonstances avantageuses pour décupler immédiatement la production canadienne du lin. Nos cultivateurs de la province de Québec ne sauraient mieux faire que de profiter de cet exemple. De toute façon, si nous devenions grands producteurs de lin, comme nos ancêtres canadiens-français l'étaient, nous y trouverions multiple profit. Cette production entraînerait le développement d'une industrie plus convenable à nos besoins que celles des filatures de cotons, nous aurions des fibres ou de la toile à vendre aux étrangers, sans compter le rendement de la graine et de l'huile de lin qui n'est pas à dédaigner."

Nous laissons à nos industriels le soin d'étudier, cette importante question, qui serait de nature à les mettre à même de se passer de certaines matières premières que nous sommes obligés d'importer de l'étranger, et travailler par le fait à l'expansion d'une industrie qui emploie en Canada des milliers d'ouvriers.

## Il faut aider l'artisan

Le principe que nous préconisons depuis plusieurs mois, a eu son écho dans nos principaux journaux; c'est-à-dire qu'on doit incessamment insister auprès de tout le monde de n'acheter que des produits canadiens.

Il n'est pas nécessaire de démontrer l'importance de ce mouvement, car pour tout

homme et femme, qui sont imbus de patriotisme patriotique, ce principe s'impose, vu que, collectivement nous sommes solidaires du bien-être matériel et social de chacun.

Comme nous l'avons déjà dit et prouvé, si nous voulons l'expansion de nos industries, qui, par le fait, assurera à l'artisan un moyen de pourvoir à la subsistance de sa famille et lui faire profiter des institutions qui ont charge de voir à leur développement intellectuel.

Il existe une certaine défiance de la part de l'artisan à l'égard de l'industriel, cette défiance ayant été suscitée par des démagogues qui exploitent la bonne foi de l'artisan.

Il ne faut pas perdre de vue que l'industriel comme l'artisan sont solidaires pour promouvoir le développement de nos industries, et il ne faudrait que la défiance qui existe devrait disparaître et nous pouvons assurer que nos manufacturiers sont prêts à coopérer à une bonne entente pour le bénéfice mutuel de chacun, et il s'agit, par conséquent, pour l'ouvrier de manifester plus de confiance à leurs patrons qui seront toujours prêts à leur aider.

## Le tarif américain

Nos économistes ont commentés la portée du tarif Fordney, qui en quelque sorte établi une restriction sur l'entrée de nos produits naturels et autres céréales manufacturés, ce qui prouve que le principe protecteur existe à l'état constant chez nos voisins, qui sont pourtant en position de faire face à la concurrence étrangère.

Il est de la plus élémentaire logique que le Canada, par son étendue et sa petite population, doit aussi se protéger, vu que ses industries ne sont pas assez développées pour faire face à la concurrence. De plus, il nous faut importer des matières premières que nos voisins possédant, ce qui cause une augmentation dans le coût de production.

Grâce aux efforts de l'Association des Manufacturiers Canadiens, des marchés nouveaux ont été ouverts à nos industries et aujourd'hui le Canada se trouve dans une position plus indépendante, situation qui s'améliorera davantage avec le temps.

Aujourd'hui, nous trouvons des marchés avantageux avec les Indes Occidentales, les Antilles Anglaises et autres centres de l'Amérique du Sud. Un nouveau traité est conclu avec la France, la Belgique nous est ouverte pour l'exportation et bientôt nous aurons des marchés avantageux avec l'Australie et la Nouvelle Zélande.

Bref, l'avenir nous permet d'augurer qu'il y aura un regain marqué dans nos affaires en général, qui contribuera à rétablir l'équilibre dans notre système économique.

## Paroles encourageantes d'un économiste

Vendredi après-midi, le 3 novembre, il nous a été donné l'avantage d'assister à

un dîner-causerie dans la salle rose de l'hôtel Windsor, auquel assistaient plusieurs centaines des membres de l'Association des Manufacturiers, du Board of Trade et de la Chambre de Commerce.

L'hôte d'honneur était M. Roger Babson, de Boston, économiste distingué et publiciste de réputation mondiale, qui, au moyen d'une charte bien agencée, donna à ses nombreux auditeurs des données qui nous justifient d'avoir confiance au relèvement industriel et commercial dans l'Amérique du Nord.

Le conférencier explique ces cinq raisons. D'abord, les conditions fondamentales sont favorables. C'est que les conditions sociales, économiques, spirituelles qui affectent les affaires se sont tellement améliorées qu'elles forment maintenant la base de la prospérité réelle. La surproduction disparaît de même que les habitudes d'extravagance et de gaspillage chez le peuple. Ceci est établi par les statistiques.

La condition des récoltes: au point de vue des profits, les prévisions sont les meilleures depuis des années. La récolte est considérable et les prix sont fermes.

Les conditions monétaires: Les emprunts au Canada ont été réduits. Les banques n'ont fait cette année que le quart environ des renouvellements de l'an dernier. Elles ont considérablement réduit leurs prêts. Elles ont de plus fait disparaître un grand nombre de comptes douteux existant depuis la période difficile de 1920. Les rapports des banques laissent espérer beaucoup d'argent pour la poursuite des affaires au cours des prochains mois, sans égard à ce qui se produira à l'étranger. En outre, les taux d'intérêts sont à la baisse.

Les conditions du commerce; la position des maisons d'affaires est décidément meilleure. Les stocks de marchandises sont diminués et il n'y a pas d'achat excessif. La même amélioration ne s'est pas fait encore remarquer dans les prix de détail, mais elle est prochaine. Les faillites sont plus rares. Les prix se stabilisent et la rareté de certaines marchandises est même probable.

Après avoir démontré les cinq principales raisons qui doivent nous donner confiance en l'avenir, il signale aussi la diminution marquée du chômage dans les différentes branches industrielles et commerciales, prédisant qu'à la fin le Canada et les États-Unis souffriront de certaines conditions instables, mais que la réaction surviendra qui amènera la stabilité dans notre système économique.

Le conférencier termine par quelques prévisions pour 1922-1923. L'argent aura une grande tendance à la baisse; les obligations, une grande tendance à la hausse; les stocks, une brève tendance à la hausse.

M. F. W. Stewart, président de la division de Québec, présente le conférencier en termes choisis et à la fin de la causerie il remercia M. Babson des détails intéressants qu'il a développé, et le nombreux auditoire qui assistait à cette conférence prouva son appréciation par de fréquents applaudissements.

Bref, cette causerie fera époque dans les annales de nos organisations industrielles et commerciales de notre pays.



## Assemblée mensuelle division de Québec

Afin de créer de l'émulation, l'exécutif de la Division de Québec, a décidé de tenir ses assemblées mensuelles dans les différents endroits où existent des succursales de l'A. M. C., c'est pourquoi la réunion eu lieu à St-Jean, Qué., vendredi le 10 novembre sous la présidence de M. F. W. Stewart.

Après la lecture des procès-verbaux de l'assemblée précédente, qui furent adoptés, le président manifesta le plaisir de voir un si grand nombre de membres, de la succursale de St-Jean et d'Iberville, réunis pour affirmer l'expansion de l'Association des Manufacturiers Canadiens qui a des ramifications dans tout le Canada, sentiments qui furent fort appréciés par M. W. C. Trotter, le président de la succursale de St-Jean et d'Iberville au nom des membres présents.

Sur la question de discontinuer la publication de la section française dans l'*Industrial Canada*, et le remplacer par un bulletin mensuel publié par la division de Québec, MM. Laframboise, de St-Hyacinthe, Rolland, de St-Jérôme et Normandin, de St-Jean furent d'opinion de continuer la publication de la section française dans l'*Industrial Canada*, ce qui fut unanimement approuvé.

Après un rapport verbal donné par M. Gould, le secrétaire de la Division, sur la loi de compensation ouvrière, on entama la question de la loi d'impôt sur les corporations, qui fut introduite par M. Walsh, et il expliqua que l'Association ne veut pas l'unification, mais l'uniformité législative de cette loi. Il cita plusieurs causes types qui, quoique, gagnées par l'Association depuis 1910, cela causait de gros déboursés et des inconvénients sérieux pour les manufacturiers. M. Walsh suggéra qu'une conférence interprovinciale des trésoriers des différentes provinces, ait lieu afin de se concerter avec les autorités fédérales pour obtenir l'uniformité de cette loi, et que la Division de Québec fasse des démarches dans ce sens, ce qui fut adopté.

Une lettre fut soumise à l'assemblée, de la part de M. T. P. Howard, qu'il avait adressé au Board of Trade de Montréal, concernant une censure de publicité, afin de faire cesser la propagande faite par des solliciteurs d'annonces plus ou moins avouables. A ce sujet M. Stewart annonça que l'Association de publicité de Montréal a organisé "un bureau d'affaires recommandables" afin de contrecarrer ces abus, et en conséquence, M. Norman Holland fut nommé pour représenter l'exécutif sur ce bureau.

A propos des changements devant être faits à la loi de l'"Impôt sur les ventes", M. Walsh donna, à ce sujet des détails très concis, et annonça qu'une assemblée du comité spécial nommé à ce sujet, doit se réunir au bureau-chef à Toronto, et les différentes divisions et succursales seront mises au courant des démarches de ce comité.

Sur la question d'adopter des comptes acceptés au lieu du comptes ouverts, on avisa les membres libres de se servir de l'un ou l'autre des systèmes.

Copie d'une résolution venant de la Chambre de Commerce, de Montréal, concernant les timbres imposés sur les lettres de change, la division n'a pas cru bon de l'endosser, et on a autorisé le secrétaire de soumettre à cette organisation l'amendement suivant:

"Que la Division de Québec recommande au ministre des finances qu'il serait juste et convenable d'amender la loi de manière à ce que les timbres ne soient annulés que quand les dites lettres de change auront été payées".

Sur la question de l'impôt sur les ventes et les faillites, il fut résolu que demande soit faite au ministre des finances pour amender la loi, permettant aux manufacturiers et aux marchands de gros de lui fournir une liste trimestrielle des montants perdus par les faillites et que le gouvernement les rembourse de l'impôt sur ces montants. Il fut décidé que le comité spécial qui se réunira à Toronto le 16 courant, soit chargé de cette demande.

Au sujet d'organiser une succursale à St-Hyacinthe, le secrétaire reçut instructions d'y voir au plus tôt.

Une circulaire reçue du secrétaire général concernant un voyage au Mexique au printemps de 1923, et on décida de lui demander, qu'une autre circulaire, contenant les conditions, le coût de ce voyage et les marchandises, convenables aux mexicains, soit envoyée à tous les membres afin de les renseigner en conséquence.

La succursale de St-Jean a reçu une preuve tangible de l'expansion de la division de Québec, car, séance tenante, trente deux nouveaux membres ont été admis.

## Le Club d'exportation se forme en unité

A la réunion des membres de l'Export Club of Montreal, à l'Hôtel Windsor, vendredi le 17 courant, on a décidé de se séparer complètement de l'Association des Manufacturiers Canadiens, dans le but d'amélioration de son champ de travail.

L'intention de ce groupe distinct de l'Association est de développer le commerce canadien d'outre-mer, particulièrement en ce qui concerne l'exportation; de promouvoir et d'établir fortement des relations amicales entre ceux qui ont des intérêts dans le commerce d'outre-mer et travailler ainsi à la prospérité générale du Canada; s'assister l'un et l'autre dans la solution des différents problèmes qu'a à rencontrer le commerce à l'étranger et faire ainsi profiter les autres membres de l'expérience acquise; d'établir un service d'informations pour tous les membres, faire agir l'union lors-

qu'il sera nécessaire, de concert avec les autres organisations semblables et s'unir ainsi dans un même effort pour améliorer les facilités de transport des produits canadiens et leur acquérir ainsi un plus grand écoulement et une plus grande renommée; coopérer avec les ministères du commerce dans les questions qui se rattachent au commerce avec l'étranger; rester, en tout ce qui concerne le commerce, des Canadiens qui se dévoueront intelligemment au progrès du pays.

Les officiers qui feront partie du comité d'honneur de l'Export Club of Montreal sont: V. G. Bartram, de la Canadian Carbide Co., président; A. D. Duff, de la Rioridon Pulp Co., premier vice-président; George Bennington, de la W. T. Grace Co., second vice-président; N. P. Wood, de la Shawinigan Water and Power Co., secrétaire-trésorier.

## Notules industrielles

On nous apprend de source officielle que la Belgo-Canadian Paper and Pulp Company de Belgique, transportera son bureau-chef de Belgique au Canada avec quartiers-généraux à Montréal.

On a dit que le nouveau nom social de la compagnie sera "**The Belgo Paper Company**" et qu'elle aura un capital de \$20,000,000 d'actions communes, dont \$14,000,000 seront émis, et en plus \$1,500,000 en débentures.

La nouvelle compagnie se propose de s'outiller pour produire, l'an prochain, de 200 à 300 tonnes de papier par jour.

Grâce à l'esprit d'initiative de nos hommes d'affaires de Sorel, l'ancienne usine, ayant servi à la fabrication des obus durant la guerre, sera aménagée pour manufacturer des pneus en caoutchouc d'automobiles et de camions-moteurs.

M. Alfred Beauchemin a été choisi président de cette nouvelle industrie qui emploiera une centaine d'ouvriers, et nous ne doutons pas que sous sa direction l'entreprise sera un succès sous tous les rapports.

Nous apprenons avec plaisir que le florissant village de Huntingdon sera bientôt doté d'une industrie qui doit produire, pour le commerce domestique comme pour l'exportation de fromages Camembert, de Bries et autres produits de choix qui peuvent rivaliser avec ceux d'Europe.

La Compagnie Maubert qui a fait l'acquisition de la fabrique Borden, l'a aménagée de manière à assurer des articles de tout premier ordre, vu que Huntingdon est un centre idéal où les nouveaux fabricants peuvent se procurer le lait et autres matières nécessaires à cette industrie qui emploiera au moins une centaine de personnes.



# Ontario Division's Activities for Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman, Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
 Vice-Chairman, George Brigden, Brigden's Limited, Toronto  
 Secretary, J. M. McIntosh, Travelling Secretary, O. C. Pease

**R**EPORTS from members, from travelling salesmen, and from visitors from almost every part of the Province indicate that general business conditions throughout Ontario are good and are continuing to evidence still further improvement week by week.

From an industrial point of view, G. B. Johnson, Canadian Trade Commissioner for Scotland and Ireland, who has just made a tour of the Province, reports manufacturing industry on the average as working to seventy-five per cent. of capacity. This condition of affairs, as compared with the corresponding time last year, is exceedingly satisfactory.

Labor conditions throughout the Province show little cause for anxiety. The Government Unemployment Bureau in Toronto, for instance reports that as far as manual labor is concerned, work can be obtained by anyone who earnestly seeks it. Automobile dealers report good sales in both urban and country districts. In the northern part of the Province lumber operations are reported to be on a scale which is considerably larger than at any time during the past few years—this apparently being due to the fact of improvement generally in building activities.

Mining operations in Northern Ontario for the ensuing year hold every promise of doubling the 1921 output, at least as far as gold is concerned. It is estimated that the total production of this metal will be in the neighborhood of \$30,000,000. An estimate of this year's output, judging from production figures so far, gives a figure of \$20,500,000 as compared with \$15,000,000 for 1921.

Agricultural conditions throughout the Province are on the whole, quite excellent. Prices at the present time, although fairly low, show promise of improvement.

Reports from England concerning the Empire Fruit Show recently held in London state that the Province of Ontario practically swept the prize list board.

This, in its turn, is another element which augurs well for the future sales of our fruit in the Old Country.

## British Empire Exhibition

The announcement on the part of the Dominion Government that Canada has undertaken to occupy 150,000 square feet of space at the 1924 demonstration has caused considerable interest on the part of manufacturers and others in this Province. Our divisional offices are watching the matter closely and will advise members at the earliest possible date as to space available and particulars concerning this exhibition. Attention might

also be called to the British Industries' Fair which is being held in England during the coming year. Inquiries in this latter respect should be forwarded to the divisional offices.

## Royal Winter Fair

The first Royal Agricultural Winter Fair in Canada was held in Toronto in mid-November of this year. It proved not only to be a huge success, but to be the largest exhibition of its kind ever held on the North-American continent.

In all, there are reported to have been approximately 17,000 entries. These were confined almost entirely to cattle, horses, sheep and swine, poultry and kindred products, and to agricultural, fruit and horticultural displays. In addition, Canadian breeders of silver-black foxes made a remarkable demonstration of the results of their efforts in the farming of furs, and there were also a large number of exhibitors of industrial products in which the agriculturalist, the poultry dealer and the rancher are particularly interested.

Apart from all other considerations, the Royal Winter Fair undoubtedly made a splendid bid for the attention and sympathy of the industrialist and the city dweller. It evidenced the enormous strides which have been and are being made in Canada by that great Canadian population which lives in our suburbs and country districts.

It proved, beyond any doubt, that the art of the agriculturalist in Canada has been raised to a very high level, that our farmers and breeders of horses and cattle and poultry are studying diligently the great questions of scientific production. And this mammoth exhibition of their products proved that they are able to turn their knowledge to practical uses.

The closing remarks of the Lieutenant-Governor in his speech on the opening day, probably epitomized in the most clear and concise way, the effect of an Exhibition of this kind.

Mr. Cockshutt said:

"The rural and urban population have a common interest in the welfare of Canada. Let us cultivate mutual respect and confidence among all classes and all interests, for the common weal of all. What applies so markedly to agriculture applies to our growing industrial world, to our mining operations, to our fisheries, and to all our varied natural resources. To realize our just ambitions for Canada, to enjoy our rich heritage, equitably and reasonably, places upon us all a heavy responsibility, which we shall worthily discharge only by subordinating selfish or sectional in-

terests to the welfare of the country as a whole."

The management of the Royal Winter Fair extended to the Ontario Divisional Staff every courtesy in the matter of the display cards for the "Produced-in-Canada" campaign. In all, 600 large and 1,000 small cards were placed in prominent positions throughout the buildings and upon individual exhibits. Very considerable interest in the campaign was manifested by the exhibitors, one prominent agriculturalist even going so far as to request an extra Maple-Leaf card which he intended to frame for his office.

## Belleville Holds Interesting Exhibition

The Made-in-Belleville Exhibition and Carnival held during the five days, October 24th-28th, was a pronounced success. The attendance exceeded 12,000; paid admissions over 10,000. The display took place in the Armouries building, which was admirably adapted for the purpose. Over seventy of Belleville's manufacturers were represented in the exhibits. There was great competition among the exhibitors to secure artistic and effective displays, and the variety and excellence of the products turned out by Belleville factories were a revelation to many visitors.

The exhibition was opened on Tuesday afternoon, October 24th, by His Honor Lieut.-Gov. Harry Cockshutt, who delivered a happy address for the occasion. Accompanying His Honor were T. H. Thompson, M.P. for East Hastings; M. E. Sexsmith, M.P. for Lennox; M. E. Maybee, M.P. for Northumberland; Wm. Ireland, M.P.P. for West Hastings; H. F. Ketcheson, president of the Chamber of Commerce; Mayor Chas. Hanna of Belleville; Lieut.-Col. R. Vandewater, C.O. Argyll Light Infantry; Lieut.-Col. Fraser, and other prominent visitors.

Aside from the exhibit the principal attractions were concerts nightly by the Argyll Light Infantry Band, jitney dancing, a masquerade carnival, a concert by the massed choirs of the city, a dancing competition, a baby show and radiophone concerts. The expressions heard from visitors were universally complimentary and congratulatory and the interest taken by the citizens of Belleville was most gratifying. There is talk of making the exhibition an annual event, but no definite decision in regard to this has been made. It, however, served to establish Belleville's status as an industrial and manufacturing city.

David Findlay, of Findlay Bros. Co., Limited, Carleton Place, manufacturers of stoves and furnaces, was nominated on November 8 as Liberal candidate in the by-election in Lanark County, to fill the seat in the House of Commons vacated by the death of Hon. J. A. Stewart.



# Activities of Month in Prairie Division

Headquarters of Division—408 Avenue Block, Portage Avenue, Winnipeg

Chairman.....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co., Ltd., Winnipeg  
 Vice-Chairmen..W. A. Lawson, Bemis Bros Bag Co., Limited, Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works, Limited, Winnipeg  
 Secretary.....G. E. Carpenter

**S**INCE last reporting membership, seven new members have been secured in the Prairie Division and two of our Western members who were forced to relinquish their membership temporarily were induced to again join the ranks of the Association. We welcome the following new members:

Bruce Davidson Company, Brandon, Man.

Western Stone Company, Ltd., St. Boniface, Man.

International Laboratories, Ltd., St. Boniface, Man.

Dominion Linseed Oil Ltd., St. Boniface, Man.

Gillies Quarries Ltd., Winnipeg, Man.

Ideal Products Ltd., Winnipeg, Man.

Western Implements Ltd., Regina, Sask.

And the following two renewals:

Columbia Press Ltd., Winnipeg, Man.

Moncreiff Box Co., Ltd., Winnipeg, Man.

The total of new members and renewals secured since the commencement of the fiscal year, May 1st, in the Prairie Division, now totals 85.

## Canadian Association of British Manufacturers Establishes Branch

Another stage in the development of British trade relations in Western Canada has been reached in the establishment of a branch of the Canadian Association of British Manufacturers. This association has for many years had branches at Toronto and Montreal, and with a branch in process of being formed at Vancouver, and the establishment of the Winnipeg branch, it is now in a position to make progress with its objective of furthering the interests of British trade in Western Canada.

The new branch of this association has been fortunate in securing the co-operation of His Majesty's Trade Commissioner for Western Canada, L. B. Beale, who has given invaluable aid to the officers of the new branch in an advisory capacity, and who has placed his knowledge of Western Canada's trade conditions at the disposal of the branch.

Wm. M. Gordon, 300 Chamber of Commerce Bldg., is the Secretary in Winnipeg.

## Member Executive Committee Honored

At the recent annual meeting of the Western Canada Flour Mills Co., Ltd., the directors honored John Horn, manager at Winnipeg, by appointing him assistant general manager, with headquarters in Winnipeg. Mr. Horn for many

years back has been an active worker in the interests of Western Canadian manufacturers and is at present on the Executive Committee of the Prairie Division of the Association. He has been connected with the milling industry since 1882, commencing his career with the Ogilvie Milling Company, Winnipeg. On November 15, he was the guest of honor at a dinner given him by the heads of the departments of the Winnipeg Branch, Western Canada Flour Mills Company, Ltd., at the Assiniboine Club. Andrew Kelly, president, and John Maxwell, Brandon manager, were also present.

## The Financial Situation

According to recent estimates, the West is in better financial condition this year, despite the low wheat values, than last year, and it is estimated that the farmers of the Prairie Provinces will receive \$23,000,000. more for the harvest. During the rush two tons of grain were sent East every second, and the transportation companies have been doing excellent work.

The favorable weather conditions this year have permitted the handling of the crop with very little damage or deterioration of grades, and the average grade is very much higher than it was last year, over ninety per cent. of all the wheat being Nos. one, two, and three Northern, and almost seven per cent. of the total being in the first grade.

Taking all the facts into account, the financial returns are a great deal more satisfactory than those of the preceding year, and much more money is being put into circulation.

## Alberta Seeks New Use for its Bentonite

A non-metallic mineral which promises to be of considerable importance when it has been further investigated is the clay known as bentonite. It was first discovered in Canada in 1911, by Joseph Keele, ceramic engineer of the Department of Mines, at Camrose, Alberta, and later along the Red Deer River in Alberta, and in the Nikola Valley in British Columbia.

The Research Laboratories of Alberta University are reported to have established the fact that the presence of bentonite is responsible for the gumbo soil of Western Canada. As it is capable of absorbing water to the extent of twelve times its bulk it forms itself into a heavy, sticky mass that renders roads almost impassable.

While its presence in the soil is undoubtedly a serious drawback in regard to transportation, bentonite has many

valuable uses, notably as a filterer in the manufacture of paper and textiles, in which it has advantages over kaolin, at present largely used. Other suggested uses are soap making, in which it can actually replace a portion of the soap substance; as a filler in rubber, leather, phonograph records, cordage and pressed and moulded installations; as an ingredient in gypsum and lime plasters; in ceramics; as a water softener and base for massage creams; as a carrier in printers' ink and as a substitute for fuller's earth.

The peculiar properties of bentonite have induced further studies into its possibilities, and a most intensive investigation into the commercial value of the occurrences as already reported and into further uses for this material will be made by E. A. Thompson and A. Sadler, of the Mines Branch of the Department of Mines, Alberta.

J. E. Holland, manager of the J. C. Wilson Co., Ltd., and one of the active members in the Prairie Division, Canadian Manufacturers' Association, was the unanimous choice of the North-West Travellers' Association of Canada for president for 1923; his name being the only one offered for the office at the annual general meeting of that association. Chas. Holden, manager of the Dominion Rubber System, Winnipeg, another Prairie Division member, was nominated treasurer.

## Western Cedar Recommended for Mill Roofs

In textile plants, paper mills and other buildings where moist conditions prevail, considerable losses are frequently sustained through the decay of roof-timbers. In some cases the damage extends downwards to the supporting timbers, but usually it is confined to the roof-planks. The woods commonly used for roofs are pine, spruce, fir, hemlock and tamarack. The Forest Products Laboratories of Canada, Forestry Branch, Department of the Interior, advocate the use of western cedar for the roof-planks of all buildings where decay is likely to occur. The Laboratories state that cedar has long been recognized as more durable than other woods in situations favoring decay, and that western cedar possesses other qualities in addition which make it specially valuable for roof construction. These advantages are light weight, good heat-insulation, good paint-holding surface and ease of working. Western cedar is fortunately obtainable in large sizes and in immense quantities.

W. A. Matheson, Winnipeg, who has enjoyed a long and successful record as western manager and director of the Lake of the Woods Milling Company, Limited, left recently for an extended visit to European centres. He was tendered a farewell luncheon on November 10 by a large number of Winnipeg's prominent business, financial and professional men.



# Industrial Relations Bulletin

Supplied by Industrial Relations Department, C.M.A.

## World Labor Parliament in Session

A hundred delegates representing governments, employers and workers were present at the opening of the fourth session of the International Labor Conference of the League of Nations, at the Kursaal, Geneva, on October 18.

Lord Burnham, who presided over the third session, last year, was again unanimously elected president. In his opening speech Lord Burnham drew particular attention to the growing tendency to treat the grave problems of trade and industry from an international standpoint.

"It is not the prophets and visionaries who are insisting upon it," he said; "it is the financiers and the captains of industry. In the real sense of the word practical men of business are all Internationalists now. The balance of modern trade depends upon international agreement. The place, therefore, of the International Labor Organization in the order of the universe has become assured, and although that place may be somewhat indeterminate, it will never be declared vacant. The industries of Europe and even, I venture to think, the industries of America, can never again be isolated and exclusive."

Among the subjects for consideration by the Conference were the constitutional reform of the International Labor Organization, which involves discussions regarding the composition of its governing body and the interval at which the Conference should be held; the collection of migration statistics on a uniform plan; and the procedure to be adopted for amending draft conventions already agreed upon by the Conference.

Committees were appointed to study each of these questions in detail, the overseas countries being well represented. Canada was represented on the Migration and Amendment Committees, South Africa on the Migration and Constitutional Reform Committees, and India on the Constitutional Reform Committee.

## Employment on Increase Throughout World

"The latest figures available for most countries show that the decreases in unemployment still continue," states the *International Labour Review* for November in its monthly article on "Employment and Unemployment."

"Though this decline is partly due to seasonal employment in building and agriculture," continues the *Review*, "comparison with the corresponding figures of a year ago shows a more favorable situation for a great many countries. The least improvement seems to have

taken place in the United Kingdom. The slight improvement which had been in progress in this country since the beginning of the year was not maintained at the same rate in August.

"Some improvement is taking place in the United States, and in Canada the percentage of unemployment fell to 3.6 per cent. in August, a figure equal to the level of two years ago when trade activity was brisk.

"In European countries the latest statistics available without exception, mark an improvement. In Switzerland

the number of unemployed has fallen to fifty per cent. of the number in February, 1922, when the unemployment crisis reached its maximum. In Italy a distinct improvement took place at the end of July. The latest figure received from Belgium to the end of July is the lowest recorded since the publication of statistics by the *Review*. In Poland and in Czecho-Slovakia unemployment has been steadily decreasing since February."

Mills of Canadian Cottons, Limited, are reported to be running on full time in St. John, Milltown, Marysville, Hamilton and Cornwall. A large demand for gingham has been a feature of the textile trade this fall, New England competition having been heavily lessened this year by the protracted idleness of the gingham units, due to strikes.

## Immigration in Canada

The Department of Immigration and Colonization reports as follows on immigration for the month of August:

Period	Great Britain and Ireland	U.S.A.	Other Countries	Total
August, 1922 .....	2,833	2,559	1,236	6,628
July, 1922 .....	4,305	2,024	1,328	7,757
Second quarter, 1922 ....	11,695	8,425	4,972	25,092
First quarter, 1922 .....	2,480	4,751	2,945	10,176
Second quarter, 1921 ....	22,458	11,831	7,183	41,472

## Cost of Living in Canada

The cost per week of a family budget of staple food, fuel, light and rent, in terms of the average prices in sixty cities in Canada, as compiled by the Department of Labor, was as follows for September and comparative months:

	Sept. 1922	Aug. 1922	Sept. 1921	Sept. 1920	Sept. 1919	Sept. 1918	Sept. 1914
Food .....	\$10.28	\$10.44	\$11.82	\$15.95	\$14.33	\$13.31	\$7.83
Fuel and light .....	3.62	3.44	3.61	3.92	3.10	2.93	1.89
Rent .....	6.96	6.96	6.90	6.45	5.41	4.82	4.59
Total, including laundry	\$20.90	\$20.88	\$22.37	\$26.38	\$22.88	\$21.11	\$14.33

## Employment Conditions in Canada

The volume of employment in Canada, as estimated by the Employment Service of Canada, was as follows:

Month ending	Firms Reporting	Employees at work	Index Number	Total Payroll
September 30, 1922 .....	6,250	766,635	94.6	780,477
August 31, 1922 .....	6,148	756,069	93.7	768,652
July 31, 1922 .....	6,305	754,533	93.1	769,306
June 30, 1922 .....	6,365	738,462	91.1	749,943
May 31, 1922 .....	6,352	723,157	89.2	735,349
April 30, 1922 .....	6,312	677,292	83.3	691,235

## Strikes in Canada

The official Department of Labor figures, showing the number of strikes in existence in September, with comparison for previous months, are as follows. The greatest time loss was in the group including the printing and publishing trades. Three strikes commenced during the month. Of twenty-four strikes in existence in August, fifteen were carried over into September. Of the eighteen strikes in existence in September, sixteen were continued into October.

	Disputes.	Employees involved.	Time loss in working days.
September, 1922 .....	18	15,275	91,900
August, 1922 .....	24	24,006	437,017
September, 1921 .....	26	3,948	59,849



## News Relating to Export Trade

Published by Arrangement with Commercial Intelligence Committee  
and Export Clubs of Montreal and Toronto

### British Industries Fair, 1923, and British Empire Exhibition

Owing to the fact that information regarding the British Industries Fair, 1923, and the British Empire Exhibition, 1924, is being circulated among Canadian manufacturers and preparations for both exhibitions are under way, it may be advisable to point out the essential differences between the two fairs in respect to date, location, character of exhibits and duration.

The British Industries Fair which was organized by the Department of Overseas Trade has been held in 1920, 1921 and 1922 at London and Birmingham. In 1923 the London Section of the Fair will be housed in the White City, an enormous range of exhibition buildings within a few minutes of the centre of London; the Birmingham section will be located in the permanent buildings at Castle Bromwich Aerodrome. The character of exhibits at each centre differs. In London there are displayed such goods as cutlery, glassware, books, fancy goods, scientific and surgical apparatus and foodstuffs; and at Birmingham, hardware, paints and varnishes, agricultural implements and machinery. The British Industries' Fair is essentially a trade fair, its visitors being largely buyers from all parts of the world.

In previous years Canadian exhibitors have not received the publicity they deserved owing to the fact that their exhibits were placed here and there throughout the entire Fair. To improve conditions in this respect, the Canadian Chamber of Commerce in London have undertaken to organize a Canadian section at the Birmingham Centre (Feb. 19th, to March 2nd, 1923). The space they have obtained is well situated and Canadian firms interested should write them at once, 55 Holborn Viaduct, London, E.C., or get in touch with the British Trade Commissioners in Canada (F. W. Field, 24 Adelaide St. W., Toronto; The Senior British Trade Commissioner, in Canada and Newfoundland, 248 St. James St., Montreal, Que; The British Trade Commissioner for the Prairie Provinces and British Columbia, 703 Union Bank Building, Winnipeg, Man.).

The British Empire Exhibition will be held at Wembley Park, Middlesex, from April to October, 1924. The Prince of Wales is President of the General Committee and it will be the first Inter-Imperial Exhibition of a comprehensive character since the Colonial and Indian Exhibition of 1886. The primary objects are to create an atmosphere favorable to more rapid and complete trade development and to show the world the wealth of our Imperial assets and the

extent to which they may be more fully utilized. The Dominions, Colonies and Protectorates have decided to support this enterprise by organizing exhibits: The Commonwealth of Australia have reserved a site, the Government of South Africa have expressed their intention to appropriate a large sum of money to defray the cost of organizing exhibits, India has applied for 100,000 square feet of space for her pavilion, involving an estimated cost of £167,000, and the Canadian Government have just decided upon

### Our Annual Review Number

The January issue of INDUSTRIAL CANADA will contain a Survey of conditions and developments in Canadian manufacturing industry during the year that is just closing, together with a forecast of what may be expected in 1923. The review will be based on reports collected from manufacturers in all parts of Canada and will not merely reflect the opinions of a few, but of large groups in each department of industry. In addition there will be a series of reports on conditions in countries with which Canada is doing export business, while the number will be illustrated with an interesting collection of photographs, showing the more important developments of the year. Altogether the January issue will prove a valuable contribution to the industrial record of Canada.

a grant of money that will assist in the placing of a Canadian exhibit which will display the products of our mines, forests, farms, fisheries, and factories. The Exhibition site at Wembley Park is admirably situated, the average train time from 100 stations in London being eighteen minutes.

It is certain that this Exhibition will greatly stimulate Inter-Imperial trade: not only will the products of the Empire be displayed as never before, but there will be buyers and sellers of goods from the British Isles, the Dominions, Colonies and Protectorates. Manufacturers will find new sources for their raw materials and new markets for their goods within the Empire. Furthermore, as the Exhibition lasts for six months, there will be numerous conferences and dinners, where old ties will be renewed and new friendships formed, and the possi-

bilities of increasing Empire production and inter-imperial trade will be discussed and developed.

The work of organizing exhibits has already begun, representatives of the Exhibition being now in Canada. Full particulars as to the character of exhibits can be secured from the Commercial Intelligence Department, Canadian Manufacturers' Association.

Mr. Jones, of H. Jason Jones & Co., Barbados and St. Vincent, B.W.I., is visiting in Canada at present and has been a caller at the head office of the Association. Mr. Jones is one of those who took special interest in the visit of the C.M.A. party to the West Indies last spring.

Alexander Dick, for a number of years general sales agent of the Dominion Coal Company, has been appointed general manager of coal sales of the British Empire Steel Corporation. This is virtually the same position, but official announcement of the new title was only made last month.

C. B. McNaught, president of the City Dairy, Limited, and the Consolidated Optical Co., Toronto, and director of various other companies, has been appointed a director of the Royal Bank of Canada. Mr. McNaught is a son of the late W. K. McNaught, a former president of the C.M.A.

E. P. Merrill, for the past three years general manager at Sydney of the Dominion Steel Corporation, Limited, has received the appointment of general manager of steel sales of the British Empire Steel Corporation, with headquarters in Montreal.

A practical and effective use of the small maple leaf design, "Make Canada Prosperous by Buying Canadian Products," has been made by James Steele, Limited, Guelph. They have reproduced it on the back of their envelopes, and every letter mailed out from their office carries the message.

Col. W. M. Gartshore, president of McClary Manufacturing Co., London, left early in November for a five-month trip to New Zealand and Australia.

Announcement is made that the Fourth Official Commercial Fair will be held from the 9th to the 25th of April, 1923. This Fair, which is held under the patronage of His Majesty the King of Belgium, is organized by the municipality of Brussels, with the collaboration of the Government, the Province of Brabant and the suburbs of Brussels. Its object is to bring producer and buyer in direct contact with one another. The importance of Belgium as a customer of Canada should render this event of value to Canadian manufacturers and producers. Application for space may be addressed to M. Goor, Consul-general, Ottawa.



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C.M.A.

### New Supplement to Express Classification for Canada, No. 5

By Order No. 33078, Nov. 10th, 1922, the Board of Railway Commissioners approves of proposed Supplement C to the express classification, and provides that this supplement will be published shortly as Supplement No. 4, to Express Classification for Canada No. 5.

The supplement contains a number of changes which are of interest to members, and it would be well to secure a copy through your local agent or direct from C. N. Ham, secretary, Express Traffic Association, Montreal, so that shipments may be properly and correctly described and correct tolls collected therefor.

### Ocean Rates to West Indies Reduced

Advice has just been received that with the opening of service by the Canadian Government Merchant Marine from Halifax to the West Indies on account of close of navigation at Montreal, the general cargo rates will be reduced to the basis of forty cents per c.f., and seventy-five cents per 100 lbs. While we have no direct advice from other lines in connection with this matter, it is assumed that they will be in exactly the same position.

### Collection by Railways of Demurrage

On Nov. 7th, according to press despatches, a decision was handed down by Mr. Justice Audette, in the Exchequer Court, King vs. Frank A. Gillis Co., of Halifax, N.S. In giving judgment the Justice stated the railway is entitled to charge demurrage after car has been available for unloading by the consignee from a proper and reasonable team track for a period of forty-eight hours. It is not, however, necessary for the railway company to keep the car on a team track in order that the carrier may claim demurrage, the consignee having no right to request the railway company to keep the car indefinitely upon a team track, owing to the interference with business of the railway company.

### Transcontinental Commodity Rates Reduced

A number of important changes have been recently made in connection with rates from Eastern Canada to British Columbia Pacific Coast points. In this connection we would particularly call attention of the members to supplements No. 1 and 9, to G. C. Ranson's Tariff

No. 1-C, which shows the various changes which have been made from April 25th to date. A number of the important changes which have been made are the result of recent conferences between representatives of the carriers and manufacturers which the Association arranged.

### Insurance of Parcel Post in Canada

In the regulations issued by the Post Office Department under date of May 16th, 1922, entitled "Insurance of Parcel Post within Canada" it is laid down that in the case of loss the indemnity granted will not include the postage or fee paid, nor will it include any expense incurred in filing a claim.

In some lines of business where the prices are quoted for commodities as at the point of shipment, the cost of insurance and postage is charged to the consignee, and in some cases where there has been failure on the part of the Post Office Department to deliver, all that the consignor could recover would be the value of the goods, and he would still have a charge upon his books against the consignee for the amount of the transportation charges. In such an event he would either have to collect this from the consignee or write it off.

In order to overcome this situation the rule referred to above has been recently changed to provide for the inclusion of postage in insurance indemnity claims when the postage has been charged to the consignee and has been included in the invoice.

### Higher Rates on Box Shooks Refused

The Board of Railway Commissioners, by General Order No. 371, Nov. 3rd, 1922, disallows a proposal of the carriers in Eastern Canada to charge on box shooks

cleated or glued together or otherwise made up, four cents per 100 pounds higher than the rate at present shown on the box shooks of all kinds. The Order reads as follows:

"UPON reading the submissions filed in support of the complaints—

"THE BOARD ORDERS that the change in tariffs or supplements filed by railways subject to the jurisdiction of the Board qualifying the wording of the item providing for box shooks, in carloads, by stipulating that the same will not apply on material cleated or glued together or otherwise made up, and providing on such material the box shooks minimum weight and rate plus four (4) cents per 100 pounds, be, and the same is hereby, disallowed, as from November 1st, 1922, pending hearing on a date to be fixed by the Board."

The Transportation Department understands that recently the question of cleated or glued shooks has been considered by the railway companies, and it was their view that the words "box shooks" shown in the special Commodity Tariff on lumber and forest products did not properly cover shooks made up in the form just mentioned. Their action, however, in amending their commodity tariffs would appear to indicate that they were not quite sure that the words "box shooks" could not be interpreted to cover these particular shooks. That being so, the disallowance of the change by the Board's general order would appear to indicate that the rates now on box shooks cover all kinds of box shooks as these words are not qualified.

It is expected that this question will be considered by the Board of Railway Commissioners within a very short time, and the Association is intervening on behalf of interested members who are opposed to any increase or change from conditions which have existed for the past twenty or thirty years.

Since writing the above, the Canadian carriers have issued notice to agents reading as follows:—

"It has been decided by the Canadian lines interested to amend all lumber tariffs to show box shooks loose, or in panels, cleated or not cleated, in the list of commodities which take lumber rates."

They have also instructed agents to make refunds where charges have been collected on basis of Tenth Class rates.

### Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Aug. 1	Sept. 1	Oct. 1	Nov. 1	Nov. 15
Total cars on Canadian lines ....	201,028	197,988	196,267	199,875	198,256
Allowance for bad order cars (A.R.A. Basis) .....	14,072	13,859	13,739	13,991	13,878
Actual bad order cars .....	19,655	14,910	13,797	12,227	11,519
Excess bad order cars over A.R.A. allowance .....	5,583	1,051	58	*1,764	*2,359
Surplus cars in good order ....	30,603	15,871	none	none	none
Total idle cars .....	36,186	16,922	none	none	none
Shortage .....	none	none	7,667	7,967	10,193
*Surplus.					



# Tariff Department

## Departmental Rulings

Scrap zinc ruled to be dutiable under tariff item No. 711, at 17½% under the general tariff.

Material invoiced as dextrine, from the Arabol Manufacturing Company, New York, found, on examination, to be properly dutiable as starch under tariff item No. 39. Importations of dextrine from this company should be closely scrutinized to see that they are properly described and entered.

Until otherwise notified, engines for ships' equipment may be classed as follows:—

### Engines Marine Type made in Canada

Kerosene and gasoline engines, up to 60 h.p. inclusive; Semi-Diesel engines, up to 14 h.p. inclusive.

Diesel four-cycle engines used as auxiliaries for lighting or auxiliary power, or for electric drive, such as are frequently used for ferry boat service:—

Slow speed, 250 to 200 r.p.m.,  
50 to 750 h.p. inclusive; High  
speed, 450 to 400 r.p.m., 45 to  
300 h.p. inclusive.

### Engines Marine Type not made in Canada

Semi-Diesel engines, 20 h.p. and over.  
Diesel engines, direct connected for ship propulsion, all sizes.

### Engines Stationary Made in Canada

Kerosene and gasoline engines, up to 50 h.p. inclusive; Semi-Diesel engines, up to 25 h.p. inclusive; Diesel engines, 50 to 750 h.p. inclusive.

(This supersedes information contained in Appraisers' Bulletin No. 2584).

In view of the present maximum of the Imperial Standard Gauge, as contained in Appraisers' Bulletin 1,351, the following ruling in Appraisers' Bulletin 327 is automatically cancelled:

"Wire rods, cold drawn, in coils, when larger than No. 1 gauge, item 393a."

Ruled that the term "Cotton Yarns, No. 40 and finer" in tariff item No. 532, does not apply to twisted cotton material (other than singles), imported for use as cotton sewing thread, or for the manufacture of cotton sewing thread.

Entries of the above material are to contain on the face thereof the following declaration:—

"I, we.....hereby declare that the cotton yarn (other than singles) covered by this free entry will not be used as cotton sewing thread or for the manufacture of cotton sewing thread.

".....Signature."

## Invoice Requirements of Various British Countries

The following countries now require invoices, covering goods imported, to be made out in the form and to show the particulars indicated in specimen below; and to have written, printed or typed thereon the certificate of value and origin prescribed, and which is also set forth below. The particulars herein consolidate and bring up to date the information respecting invoice requirements of these countries which has been published from time to time in INDUSTRIAL CANADA.

Australia (except for shipments of motor cars and chassis).

New Zealand,

South Africa,

Newfoundland,

British Guiana (see note at bottom of form of certificate),

Jamaica (see notes re modification of invoice and certificate forms),

Barbados,

Dominica,

Trinidad (see note at bottom of form of certificate),

Grenada,

St. Lucia,

St. Vincent.

Fiji,

Cyprus (for goods other than sugar, molasses and manufactured tobacco).

### Form of Invoice

Country of origin	Marks and numbers on packages	Quantity and description of goods	Current domestic values in currency of exporting country (See pars. 3 and 4 of certificate.)		Selling Price to purchaser.	
			@	Amount	@	Amount.

Enumerate the following charges and state whether each amount has been included in or excluded from the above current domestic value:—

	Amount in currency of exporting country	State if included
(1) Cartage to rail and/or to docks.....		
(2) Inland freight (rail or canal) and other charges to the dock area including inland insurance.....		
(3) Labour in packing the goods into outside packages.....		
(4) Value of outside packages.....		
(5) If the goods are subject to any charge by way of royalties....		

State full particulars of Royalties below:—

NOTE.—Jamaica has modified the above form of invoice, by not requiring the column headed "Current Domestic Values" or the particulars of charges numbered (1) to (5).

## Prescribed Form of Certificate of Value and Origin, to be Written, Typed or Printed on the Invoice, Preferably on the Back

I (1) .....of (2) .....of (3) .....  
manufacturer / supplier of the goods enumerated in this invoice amounting to.....  
.....hereby declare that I [(4) have the authority to make and sign this certificate on behalf of the aforesaid manufacturer/supplier and that I] have the means of knowing and do hereby certify as follows:—

### Value

1. That this invoice is in all respects correct and contains a true and full statement of the price actually paid or to be paid for the said goods, and the actual quantity thereof.

2. That no different invoice of the goods mentioned in the said invoice has been or will be furnished to anyone; and that no arrangements or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by anyone on behalf of either of



them either by way of discount, rebate, compensation, or in any manner whatever other than as fully shown on this invoice, or as follows (5).....

3. That the domestic values shown in the column headed "Current Domestic Values" are those at which the above-mentioned firm or company would be prepared to supply to any purchaser for home consumption in the country of exportation and at the date of exportation identically similar goods in equal quantities, at (6) .....subject to.....per cent. cash discount, and that such values include/exclude the cost of outside packages, if any, in which the goods are sold in such country for domestic consumption.

4. That the said domestic value includes any duty leviable in respect of the goods before they are delivered for home consumption, and that on exportation a drawback or remission of duty amounting to.....has been/will be allowed by the revenue authorities in the country of exportation.

(NOTE.—Jamaica—see below re changes in paragraphs 3 and 4 required for Jamaica.)

### Origin

(Delete whichever of 5 (a) or 5 (b) is not applicable. If 5 (a) is used delete 6 and 7. If 5 (b) is used insert required particulars in 6 and 7. See also notes below).

5. (a) That every article mentioned in the said invoice has been *wholly* produced or manufactured in (7) .....

5. (b) That every article mentioned in the said invoice has been either *wholly* or *partially* produced or manufactured in (7).....

6. As regards those articles only partially produced or manufactured in (7)....

(a) That the final process or processes of manufacture have been performed in that part of the British Dominions.

(b) That the expenditure in material produced in (7)..... and/or labor performed in (7) ..... calculated subject to qualifications hereunder, in each and every article is not less than one-fourth of the factory or works costs of such article in its finished state. (See note below†).

7. That in the calculation of such proportion of produce or labor of (7)..... none of the following items have been included or considered:—

"Manufacturer's profit or remuneration of any trader, agent, broker, or other person dealing in the articles in their finished condition; royalties; cost of outside packages or any cost of packing the goods thereinto; any cost of conveying, insuring, or shipping the goods subsequent to their manufacture."

[†NOTE.—In the case of goods which have at some stage entered into the commerce of or undergone a process of manufacture in a foreign country only that labor and material which is expended on or added to the goods after their return to Canada shall be regarded as the produce or manufacture of Canada in calculating the proportion of Canadian labor and material in the factory or works cost of the finished article.]

Dated at ..... this ..... day of ..... 19....

Witness ..... Signature .....

(1) Here insert Manager, Chief Clerk, or as the case may be.

(2) Here insert name of firm or company.

(3) Here insert name of city or country.

(4) These words should be omitted where the manufacturer or supplier himself signs the certificate.

(5) Here insert particulars of any special arrangement.

(6) Here insert "warehouse," "factory," or "port of shipment."

(7) Insert "Canada" or name of other part of British Dominions.

### Notes

**JAMAICA.**—In place of paragraphs 3 and 4 of the certificate above, having reference to domestic values, Jamaica has adopted two paragraphs as follows, which should be inserted in place of these paragraphs shown above:—

"3. That the values shown are those at which the above-mentioned firm or company would be prepared to supply any purchaser for exportation identically similar goods in equal quantities at ..... (insert place of purchase) subject to .....cash discount, and that such value includes/excludes the cost of containers and of outside packages, if any, in which the goods are sold at the place of purchase.

"4. That all charges incurred in the preparing, packing or putting up, as well as cost of all packages, receptacles, coverings and wrappers, if any, for the removal of such goods from the port of shipment, are separately shown on the invoice, and when no such costs have been incurred the fact is set out on the invoice."

**BRITISH GUIANA AND TRINIDAD.**—Neither of these Colonies require paragraph 5 (a) of the certificate above (regarding origin), and paragraph 5 (b) should, therefore, be renumbered "5," and paragraph 5 (a) entirely eliminated from the certificate.

**AUSTRALIA AND NEWFOUNDLAND.**—In the case of goods exported from Canada to Australia and Newfoundland, the portion of the certificate dealing with origin (paragraphs 5 to 7 inclusive) should be omitted, as Canadian goods do not receive tariff preferences in these countries.

### Board of Customs Decisions

Wooden match blocks, per sample, imported by the Canadian Match Company, Limited, Pembroke, from Uniform Chemical Products, Limited, Rahway, N.J., declared to be dutiable under tariff item No. 506, at 25% under the general tariff.

One-shovel Bay City excavator, or land dredge, per illustration, declared to be dutiable under tariff item No. 453, at 27½% under the general tariff.

Universal or cone socket handles, plated, per samples and illustrations submitted, for use with dental instruments, declared to be dutiable under tariff item No. 362, at 35% under the general tariff.

Dried cherries and dried loganberries, declared to be dutiable under tariff item No. 93, at 25% under the general tariff. (This decision cancels ruling in Appraisers' Bulletin No. 1,804, on dried loganberries).

Small paper cartons, or packages, per samples, containing rice, declared to be dutiable under tariff item No. 710 (e), i.e., at the same rate of duty as is assessed on the contents.

Cabot's liquid stain, per sample, for coloring binder twine, declared to be dutiable under tariff item No. 247, at 30% under the general tariff.

Unfinished fibre doll bodies, per sample, declared to be dutiable under tariff item No. 624, at 30% under the general tariff.

Thermoid brake lining, per sample, composed of asbestos and wire, asbestos being the component material of chief value, declared to be dutiable under tariff item No. 312, at 25% under the general tariff.

### Excise Tax Rulings

Orange crush concentrate and lime crush concentrate, per samples, declared to be subject to five cents per gallon excise tax.

Declared that newspaper publishers and all job printers are entitled to take out sales tax licenses.

In connection with Board of Customs declaration of 14th December, 1920, "That sales tax is not applicable to materials for the construction of any vessel entitled to registration under the Canada Shipping Act," the Board instructs that the phrase "any vessel entitled to registration" means any ship required to be registered.

Maple syrup ruled to be exempt from sales tax, as molasses.

Sales to Quebec Liquor Commission, for its own use and not for resale, ruled to be exempt from the sales tax.

The St. John *Journal* is authority for the statement that the candy industry in St. John, St. Stephen and Halifax is flourishing just now on orders for the Christmas trade. One New Brunswick firm recently shipped 110,000 pounds in one day, a record for half a century. Ganong Brothers are employing 15 per cent. more hands than at this time last year.



# Conditions in Industrial Centres Reviewed

## What Secretaries of Boards of Trade and Managers of Chambers of Commerce have to say About the Situation

Reports for November, 1922

### BORDER CITIES

The whole general situation and outlook here continues to give encouragement. Employment conditions are satisfactory. Factory operations are slightly better than last month, and most manufacturers are busy. Orders continue to come in well and export business is encouraging. Building is still active, a large number of dwellings being erected. The Ford Company's big \$6,000,000 programme is to be commenced immediately, and a portion of this is now being tendered on. Retail business, while slightly better than last month, is still quiet; but it is expected that Christmas trade will be good.

F. MACLURE SCLANDERS,  
*Commissioner, Border Chamber of Commerce.*

### BRANTFORD

General conditions in Brantford during the month of November show a decided improvement over that which obtained throughout the past summer. Factories are becoming busier, the Brantford plant of the Massey-Harris Co. showing the greatest activity. A gradual improvement is in evidence in all lines of operation, because of the fact that more orders are being received than have been coming through during the past two or three years. No unemployment exists, and it is believed that no one need be without work all winter. With the coming of spring it is expected the trend will be one of distinct and visible improvement.

W. H. WOOD,  
*Manager, Chamber of Commerce.*

### CHATHAM

There is a little falling-off in employment here all along the line, factories working at about two-thirds capacity. Some are working up to the limit and have been for some time, while others are extremely quiet. As near as can be learned, there is a falling-off in the number of orders received.

W. R. LANDON,  
*Manager, Chamber of Commerce.*

### CALGARY

Employment here is about the average for this season of the year; and although there are quite a number of unemployed yet, the situation is not serious, as the system being adopted by the Civic Welfare Board discourages those who are not bona fide citizens from coming to the city. Factories are operating at full strength, and it is confidently expected that this condition will be maintained throughout the winter. Merchants in nearly all lines state that the volume of business being done compares favor-

ably with other years. The building season is practically over. The new refinery of the Imperial Oil Company is progressing favorably and giving employment to about 400 men. The new Ford assembling plant is nearing completion and is expected to be in operation early in the new year.

JNO. WILSON,  
*Asst. Sec'y. Board of Trade.*

### FREDERICTON

There is no change to report in either the state of employment or the extent of factory operation from last month. There is some improvement in the volume of orders being received, but these are not yet up to normal. Some houses, however, report satisfactory business. There are no new industries or plant enlargements to report.

R. H. SIMONDS,  
*Secretary, Board of Trade.*

### HAMILTON

There has been little change in industrial conditions in Hamilton during the month of November, the general situation continuing to show marked improvement over the same month last year. Civic and government reports indicate that unemployment has been reduced by fully 50 per cent., when compared with November, 1921, and signs pointing to an early return of normal conditions are not wanting. One of the most pleasing and hopeful signs is the fact that after a year of building inactivity, many industries either commenced making enlargements and extensions during the past month or are planning to do so in the near future. The Zimmerman-Reliance Company have started work on a \$40,000 extension to their already large knitting factory, and the Wentworth Mineral Water Company is putting on an extension that will enable it to double its capacity. Rumor has it that both the Steel Company of Canada and Burlington Steel Company have settled on very considerable extensions, which will be made this winter and much other industrial building is known to be in contemplation. With the approach of Christmas, general business conditions are showing improvement, and merchants as well as manufacturers are beginning to feel that there are brighter days immediately ahead.

C. W. KIRKPATRICK,  
*Industrial Commissioner.*

### MEDICINE HAT

The Hedley Shaw Milling Company, Limited, report business very much better than ever. They are running full time and, from present indications, will be operating at capacity for considerable time yet.

The Lake of the Woods Milling Company advise that business could not be better. They are finding it difficult to meet the demand for domestic business. The mill is running to capacity.

The Ogilvie Flour Mills Company, Limited, state that business is very good. Orders for domestic trade and export are coming in, and the plant is running full time. There is business ahead to justify operating on full time for some months. Flour from the new wheat is giving the best of satisfaction.

C. A. RICHARDSON,  
*Secretary, Chamber of Commerce.*

### NELSON

There has been plenty of work here up to the end of November, but this will largely decrease when heavy frost sets in. Local factory operations are satisfactory and orders received are up to the average. More building has been going on this autumn than has been the case for seven years.

E. F. GIGOT,  
*Secretary, Board of Trade.*

### ORILLIA

Conditions in Orillia factories are improving, more men being taken on in some industries. Orders are coming in satisfactorily, this applying more particularly to the E. Long Manufacturing Co., who have secured orders for several saw mill outfits, the J. R. Eaton & Sons, Orillia Furniture Co. and Fisher Motor Co. There appears to be employment for all, as work in the lumber camps is absorbing all unemployed. There have been no new industries locating here recently.

GEORGE J. OVEREND,  
*Secretary, Board of Trade.*

### REGINA

Continued open weather to within the past few days, has made possible active building operation, and work has proceeded with little delay from weather conditions. The year's programme is now practically completed. All industries are in full operation. Manufacturers and wholesalers report good volume of business, but collections are still backward.

CHAS. A. COOK,  
*Secretary, Board of Trade.*

### ST. JOHN

Most industrial lines in this section are at present showing evidences of recovery from the depression which has marked nearly all trades. The lumber mills are busy and arrangements are being made for an increased lumber cut the present winter. The increased demand for laths has caused some of the



foundries to enter upon the construction of additional lath machines. The pulp industry is improving, also the brush and broom, cottons, nails and confectionery industries. Reconstruction of the Stephens Brick Company's plant, which was recently destroyed by fire, has been begun, and the plant, it is expected, will soon be again functioning. The Atlantic Sugar Refinery continues very active. The Cooperage Co. of Canada have opened a plant in the James Pender & Company's building, and will enter upon the construction of nail kegs and other forms of cooperage on December 1st. Arrangements are being planned for a turn-out of about 3,000 kegs per day. The hydro situation, which has given rise to considerable controversy, is receiving the careful consideration of the new mayor elect, and it is expected that an understanding will soon be reached. An encouraging report as to market conditions for farm products in the Southern States has been received from the representative of the potato shippers of this section who has been inspecting that territory, and it is expected that there will be some early shipments from this port by the C.G.M.M. The Cuban market is being taken advantage of to the full. The grain elevators of the C.P.R. and the C.N.R. are being filled at the present moment, and a big volume of traffic is anticipated this winter.

R. E. ARMSTRONG,  
*Secretary, Board of Trade.*

## SARNIA

Industrial conditions in this district are much better than at the same time last year. There is very little unemployment, though there is no demand for unskilled laborers. Building mechanics and carpenters are busy still, due to the mild weather. The contract has been let to a local contractor for the new Pere Marquette Depot, at Sarnia, and excavating has been started. This work is to be completed in March and will provide employment for a number of building mechanics during the winter. No definite announcement has yet been made of the plans of the Dominion Alloy Steel Co.

GEORGE P. FRANCE,  
*Manager, Chamber of Commerce.*

## STRATFORD

There is practically no unemployment in this city. All our factories are working full time, with a few running overtime. Orders are being received in goodly numbers, textile plants being exceptionally busy with Christmas rush orders. Building is still active, but with the coming cold weather must soon close up.

A. W. DEACON,  
*Secretary, Chamber of Commerce.*

## VICTORIA

Unemployment threatens to be as acute this winter as any winter, due to the fact that many unemployed men from logging camps and the interior, where weather conditions are severe,

crowd to the coast cities, where milder weather generally prevails. Manufacturing conditions have not shown any improvement during the past month, although a building boom is on and there are more buildings being erected in the city than at any time since the war. Coal operators and lumber manufacturers have had a busy season. Winter tourist traffic promises to show decided improvement as a result of an aggressive campaign by tourist organizations and railway companies.

GEORGE I. WARREN,  
*Managing Secretary, Chamber of Commerce.*

## WOODSTOCK

At the close of 1922 the industrial activity of Woodstock has seen a decided improvement over the early part of the year. At the present there is a spirit of optimism throughout Woodstock and district, generated by the increased business which has come to our industries.

The furniture industry is well pleased with present business coming in and prospects for the future. There has been a marked increase during the past three months. The textile industries are very busy in some departments and steady business is certain until Spring. The stove industry and foundries are all very busy and report that they have sufficient business in process to keep them going for several months. The music industries report that at present there is a marked improvement over the same period last year. These industries would be very busy if they had even a reasonable amount of the foreign trade they had previous to the War, but they report it is impossible to secure this owing to the high cost of delivery charges and the tariff against Canadian instruments in Great Britain and the Colonies. This splendid foreign business is being diverted to Germany, owing to these obstacles. Wood-working industries, including the wagon factories, report business about the same, with prospects of a slight increase. There is very little business coming from the West to these industries and they report collections much behind.

At present, several of our industries are advertising for skilled mechanics.

The general consensus of opinion among our business men is that, as prospects now seem, our industries should be running almost to normal during 1923.

H. SYKES,  
*Secretary-Treasurer, Board of Trade.*

## VANCOUVER

General conditions in British Columbia are on the upgrade. The increase in export of grain through the port has had an uplifting tendency in trade generally. Expectations are that approximately 20,000,000 bushels will move through the port this year. At present time, over 212,000 tons have been booked for United Kingdom and Europe. There is a certain amount of unemployment, but we expect as soon as the C.P.R. commence work upon their new pier, this will be considerably alleviated. There are a certain amount of business build-

ings being constructed and a very satisfactory amount of residence construction. Port statistics show satisfactory increase in business. Retail business is quiet, but with Christmas rush, storekeepers will find enough prosperity to carry them over dull months of January and February.

W. E. PAYNE,  
*Secretary, Board of Trade.*

## Manufacture of Butter Discussed

A letter has been received from J. I. Murray, manager of the Crescent Pure Milk Company, Limited, Winnipeg, a member of the Prairie Division, C.M.A., with reference to the article entitled "What is Heathization?" appearing on page eighty of the November issue of INDUSTRIAL CANADA. Mr. Murray takes exception to the statements contained in the article to the effect that air is damaging to food and decomposing and that the use of "Heathization" is limited to the manufacture of good butter.

"The claims made that air is damaging to food are absolutely without foundation," declares Mr. Murray. "We are willing to argue this out with any exponent of 'Heathization' at any time. Our claim is, that the use of carbon dioxide in any dairy product is simply an additional charge on the product."

"We have been manufacturers of butter for a large number of years, and examination of the results of prizes at the National Exposition at Toronto will show that we have obtained first prize for all Canada for the past three years. Our butter has a reputation throughout this country and in England for being as good as is made anywhere in the world. We have never used carbon dioxide in our product, and have no intention of using it."

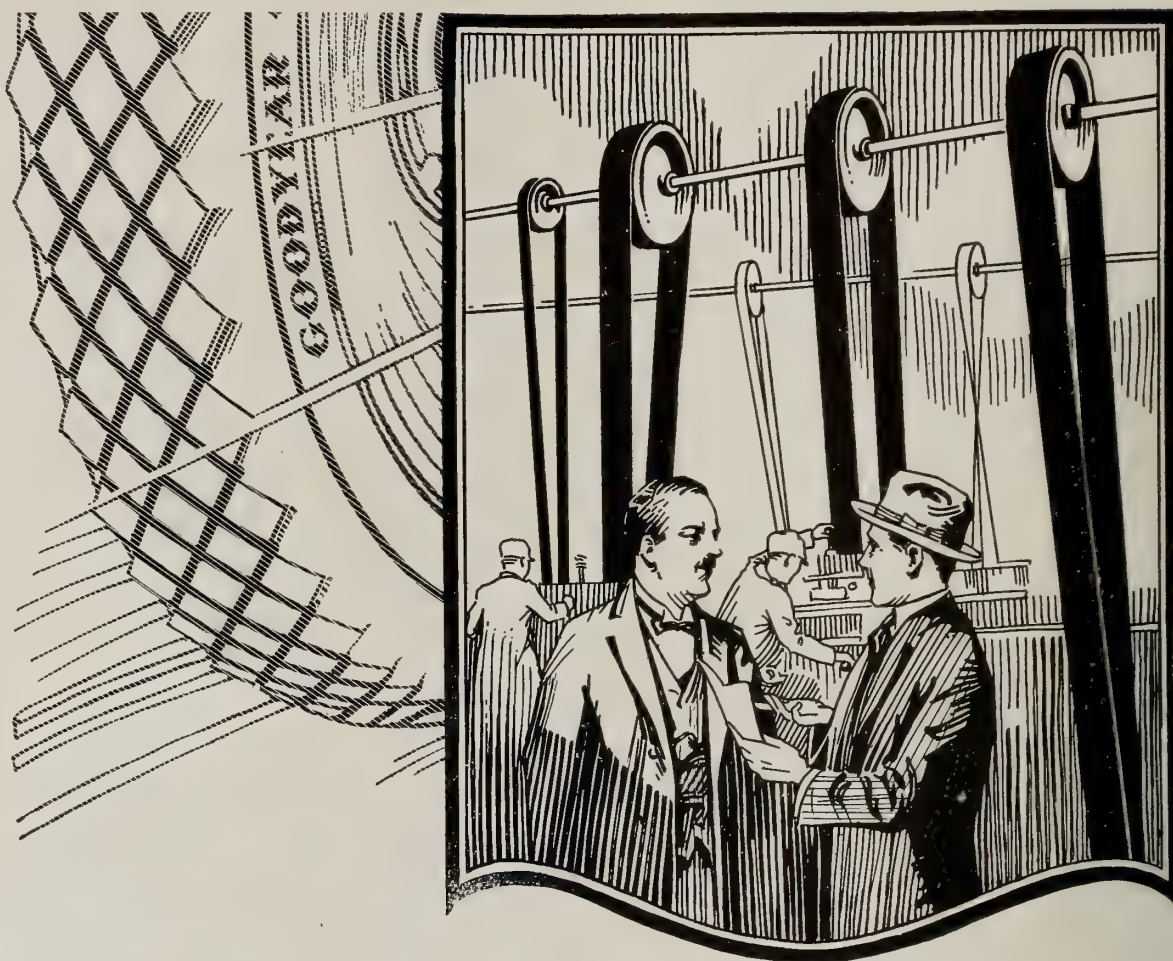
"Our reason for writing this is to counteract the publicity you have given to the patented process, and which might turn users of regular butter to the carbonated butter, resulting in injury to the dairy business."

W. S. Fisher, St. John, N.B., past president of the Association, spent several days at the head office, Toronto, in the early part of November, following a business trip to the Pacific Coast.

H. J. Mero, for the past fifteen years works manager of the Trussed Concrete Steel Company of Canada, Limited, Walkerville, has been appointed vice-president and general manager of the company.

To discuss problems of taxation with a view to arriving at some common basis on which to make representations to the Government, a conference between representatives of the Canadian Manufacturers' Association, the Retail Merchants' Association and the various organizations of wholesalers, was held at the Prince George Hotel, Toronto, on December 5th, 6th and 7th.





## Belting Quality--Proved on the Road

The quality of Goodyear Belting was discovered and proved on the road.

Goodyear experience creating longer-lasting, stronger combinations of rubber and fabric for automobile tires led directly to the creation of longer-lasting, strong belting.

The quality which has created mileage records for Goodyear Tires is creating economy records for Goodyear Belts.

Let a trained Goodyear technical man show you how tire experience has helped produce better belting.

The Goodyear Tire & Rubber Co., of Canada, Limited

**GOOD YEAR**  
MADE IN CANADA

**KLINGTITE GLIDE BLUESTREAK**

**BELTS**



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# STEEL PLATE

*in*

**Universal Edge** up to 40" wide

**Shared Edge** up to 60" wide

*Any Thickness      Any Lengths*

*Send Us Your Inquiries*

**Dominion Foundries and Steel**

Limited

**Hamilton, Ontario**

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*Also Patterns, Match Plates  
and Fine Grey Iron Castings*

Our tool department is now in a position to fill special orders for Dies and Jigs. We are also prepared to manufacture steel stampings and furnish drawings in quantity at close prices. All work done with perfect accuracy. Enquiries will receive immediate attention.

*Tool Department*

**RENFREW ELECTRIC  
PRODUCTS,**

Limited

RENFREW - - ONTARIO

## THE ANNUAL REVIEW NUMBER OF "INDUSTRIAL CANADA"

### *JANUARY ISSUE*

Is THE authority on manufacturing conditions and outlook in Canada.

Leading manufacturers of all lines of industry are co-operating with our editors to give in this issue a complete, accurate and illuminating picture of the Canadian industrial situation and outlook.

They will give you and our 5,000 other readers, information necessary to enable you to complete your 1923 sales plan.

The double page, full page, illustrated and colored advertisements in this issue give another important picture of the industrial situation and outlook. **You want your share of the business improvement coming in 1923; then**

### **ASK FOR IT**

through the advertising pages of our January issue. **Your prospective customers will read your advertisement as you are reading this.**

If not now advertising in "Industrial Canada," everything suggests that you come in strong in our January issue, and follow up with a regular advertisement throughout the year.

If now advertising, start the year propitiously with a double page or full page color advertisement and so take advantage of the exceptional interest in this issue.

**RATES**—Full page \$65.00      Half page \$40.00  
Double page \$130.00      Quarter page \$25.00  
Regular advertisers pro rata on contract.

**RESERVE YOUR SPACE TO-DAY.**

**Advertising Department**

**"INDUSTRIAL CANADA"**

1301 Bank of Hamilton Bldg., Toronto, Ont.



# The Pulse of Business in Canada

**T**HERE are no startling developments revealed by the latest statistics of business conditions. The favorable trade balance continues to rise, standing at \$68,573,260 for the first seven months of the present fiscal year. Wholesale prices took a slight fall in October. Railway earnings, as is usual at this time of year, are on the upgrade, the October figure for the three main lines being the highest for two years. Production of iron and steel increased during October.

Commercial failures are still numerous, averaging 71.4 a week for the two months ended November 24th. Bank clearings, which are greater in October than in any preceding month of the year, show that business is moving somewhat better. There is an increase in current loans and deposits, though call loans are slightly lower during October. More detailed information about business conditions will be found in the following tables.

## Price Index Numbers

A slight downward movement in wholesale prices took place during October, the Department of Labor index number for the month standing at 219.8 as compared with 220.5 for September. For October, 1921, the index number was 229.2 and for October, 1920, 317.6. The Michell index number, which is based on a smaller number of commodities, indicates a rise in prices for October, being 166.2 as compared with 162.9 in the previous month.

The following tables give a comparison of prices over the past few years:—

### Michell Index Number.

(Based on 20 foods and 20 manufacturers' goods.  
Average 1900-1909=100)

	1919	1920	1921	1922
January	223.2	265.1	214.2	165.2
February	221.3	264.1	197.1	163.7
March	220.0	264.0	192.6	161.0
April	222.9	268.4	190.0	161.2
May	223.8	270.2	180.5	160.9
June	236.2	269.9	176.6	164.5
July	245.7	269.4	174.3	165.3
August	249.3	254.4	176.7	164.7
September	240.7	247.4	172.9	162.9
October	238.7	238.4	163.2	166.2
November	241.4	225.4	164.9	....
December	244.7	217.4	168.2	....

### Department of Labor Index Number

(Based on about 271 commodities. Average 1890-1899=100)

	1914	1918	1919	1920	1921	1922
January	136.5	258.7	286.5	336.4	281.3	227.7
February	136.6	263.5	279.8	343.5	270.1	229.5
March	137.0	269.2	277.6	349.0	263.1	225.6
April	136.7	269.4	279.6	353.1	253.7	225.0
May	136.3	275.8	284.1	356.6	247.3	226.1
June	135.3	280.6	284.1	349.3	242.6	224.3
July	134.6	284.0	294.0	346.8	233.6	225.3
August	136.3	284.3	301.1	330.2	236.4	222.8
September	141.3	285.3	301.5	326.6	232.7	220.5
October	138.7	289.6	299.6	317.6	229.2	219.8
November	137.5	290.9	307.7	304.2	227.3	....
December	137.6	288.0	322.7	290.5	230.7	....

## Trade Returns

The favorable balance of Canadian trade continues to grow, exports exceeding imports during October by \$37,029,852. Owing to the grain movement the trade balance for October is always favorable, but the balance for October, 1922, is higher than for corresponding months of the past three years. For the seven months of the present fiscal year exports have amounted to \$499,364,197 and imports to \$430,790,937, showing a favorable balance of \$68,573,260. This compares with an adverse balance of \$14,181,871 for the same period last year, when exports amounted to \$424,151,627 and imports to \$438,333,498. The trade returns

for the present year with comparisons for October are given below:—

	1922	Exports	Imports	Balance
January	46,198,080	\$ 51,476,253	—\$ 5,278,173	
February	46,046,449	54,294,255	— 8,247,806	
March	59,539,313	79,337,378	— 19,798,065	
April	31,917,500	47,861,454	— 15,943,954	
May	69,146,171	66,121,374	+ 3,024,797	
June	71,760,563	61,668,729	+ 10,091,834	
July	71,820,628	60,757,019	+ 11,063,609	
August	74,486,419	67,354,750	+ 7,131,669	
September	72,934,281	60,318,410	+ 12,615,871	
October	103,905,053	66,875,201	+ 37,029,852	
October, 1921	81,256,153	59,518,248	+ 21,737,905	
October, 1920	131,147,000	105,770,037	+ 25,376,963	
October, 1919	113,089,435	91,910,477	+ 21,178,958	

## Railway Earnings

The gross earnings of the Canadian National, Grand Trunk and Canadian Pacific Railways for the month of October show a decided improvement both when compared with the September figure and with the earnings for October, 1921. The earnings for October, 1922, \$47,646,017, are not only the greatest for the present year but also are greater than those for any month of the past two years except October, 1920, when they amounted to \$48,624,965. The table below shows the monthly earnings of the three roads for 1920, 1921 and 1922:—

	1920.	1921.	1922.
January	\$25,990,052	\$32,992,871	\$26,053,085
February	24,394,259	30,794,644	26,052,758
March	29,006,698	32,191,984	31,965,714
April	29,001,567	23,425,422	26,808,549
May	31,636,540	29,751,609	30,798,588
June	31,565,828	30,442,873	30,536,255
July	36,250,660	33,058,872	32,623,597
August	38,548,747	35,759,764	34,937,328
September	40,680,687	39,679,815	39,158,392
October	48,624,965	43,328,213	47,646,017
November	46,351,214	39,104,220	....
December	47,103,014	37,076,980	....

## Bank Loans and Deposits

The monthly statement of Canadian banks issued by the Department of Finance shows little change in loans during October as compared with September. Call loans have decreased slightly and an increase of some eight millions is shown in the current loans. Deposits are greater than in the preceding month by \$39,286,296. As compared with the same month in the two preceding years all three items are lower. Below is a table showing the trend of loans and deposits since the beginning of the year:—

	1922	Call Loans	Current Loans	Deposits
January	\$10,263,046	\$1,138,151,455	\$1,720,361,570	
February	100,379,637	1,143,538,489	1,719,428,075	
March	103,638,801	1,149,187,869	1,714,861,914	
April	102,005,932	1,162,975,332	1,720,566,061	
May	101,239,898	1,140,425,500	1,691,975,243	
June	99,804,892	1,117,844,707	1,687,162,049	
July	96,770,236	1,104,122,176	1,668,194,202	
August	99,939,844	1,102,446,692	1,639,485,234	
September	106,182,838	1,114,678,735	1,648,647,585	
October	105,083,013	1,122,840,459	1,687,933,881	
October, 1921	105,362,182	1,243,748,818	1,816,974,475	
October, 1920	113,135,902	1,405,401,227	1,958,927,532	

## Building Conditions

The November figures for building contracts were not available at the time INDUSTRIAL CANADA went to press, but reports published during the month indicate that conditions are still quite favorable. The table below gives the contracts awarded up to the end of October, as reported by MacLean Building Reports, Limited:—

	1922	Total	Residential	Industrial
January	\$ 8,392,600	\$ 2,363,700	\$ 288,500	
February	10,718,300	4,049,200	610,000	
March	13,465,000	5,930,800	260,000	
April	29,428,400	12,472,200	3,176,400	
May	34,827,300	15,633,500	801,500	
June	35,620,400	12,985,900	4,914,300	
July	26,694,200	9,434,400	1,397,800	
August	25,187,500	8,612,000	2,649,000	
September	29,313,500	9,534,100	5,170,200	
October	24,270,300	8,794,600	3,221,500	
October, 1921	18,997,200	7,214,900	1,616,600	
October, 1920	18,169,500	4,362,500	6,849,500	
October, 1919	25,579,300	4,923,200	11,319,200	



### Commercial Failures

For the two months ended November 24th, commercial failures in Canada and Newfoundland, as reported by R. G. Dun & Company, reached a total of 643, as compared with 521 for the corresponding period of last year. The weekly average for the period, 71.4, compares with 57.8 for 1921. Of the above totals Ontario had 183, or a weekly average of 20.3, and Quebec, 249, or a weekly average of 27.6. The following table gives the failures for the period with comparisons:—

1922	Ont.	Que.	West	East	Total	1921
Nov. 24 .....	26	24	18	6	74	81
Nov. 17 .....	24	44	22	4	94	47
Nov. 10 .....	14	15	19	—	50	42
Nov. 3 .....	26	31	20	—	84	66
October 27 .....	19	41	16	3	79	63
October 20 .....	13	28	23	5	69	68
October 13 .....	13	29	19	5	66	42
October 6 .....	22	18	12	5	57	60
September 29 .....	26	19	21	5	71	52

### Production of Iron and Steel

The tonnage of iron produced in Canada during October was 36,888 and for the present year is beaten only by the March figure of 41,733. The production of steel also increased from 35,787 tons in September to 52,735 tons in October, raising the monthly average for the first ten months of the year to 39,000 tons. Both products fall below the monthly average for 1921, which was 50,000 tons of iron and 56,000 tons of steel. Comparisons for the present year and preceding years are given in the table below:—

1922	Pig Iron.	Steel Ingots and Castings.
January .....	32,184 tons	33,011 tons
February .....	33,572 "	42,388 "
March .....	41,733 "	29,941 "
April .....	32,572 "	21,935 "
May .....	23,363 "	17,000 "
June .....	28,763 "	32,805 "
July .....	31,705 "	62,767 "
August .....	27,123 "	59,201 "
September .....	24,974 "	35,787 "
October .....	36,888 "	52,735 "
October, 1921 .....	50,000 "	72,000 "
Monthly Average, 1922 .....	31,000 "	39,000 "

Monthly Average, 1921 .....	50,000 "	56,000 "
Monthly Average, 1920 .....	81,000 "	92,000 "
Monthly Average, 1919 .....	68,000 "	77,000 "
Monthly Average, 1918 .....	89,000 "	140,000 "
Monthly Average, 1917 .....	87,000 "	130,000 "
Monthly Average, 1914 .....	58,000 "	62,000 "
Monthly Average, 1910 .....	60,000 "	61,000 "

### Bank Clearings

Bank clearings of \$1,497,000,682 for the month of October are lower than in October, 1920, and October, 1921, but are the highest of the present year. Of the larger centres, Toronto and Montreal showed decreases of \$38,402,203 and \$21,920,329 respectively as compared with last year and Winnipeg a gain of \$22,053,625. Hamilton and Vancouver showed small gains; Halifax, Calgary and Edmonton, losses. The following table shows the trend of clearings for the present and two preceding years:—

	1920. (27 cities).	1921. (28 cities).	1922. (29 cities).
January .....	\$1,639,275	\$1,485,076	\$1,349,310
February .....	1,412,225	1,305,629	1,148,589
March .....	1,584,554	1,336,919	1,345,912
April .....	1,580,905	1,466,734	1,192,568
May .....	1,681,439	1,515,202	1,496,764
June .....	28,763	32,805	32,805
July .....	1,684,453	1,365,276	1,278,018
August .....	1,535,109	1,288,870	1,172,146
September .....	1,607,058	1,338,715	1,253,212
October .....	1,935,870	1,512,908	1,497,000
November .....	2,034,257	1,663,424	
December .....	1,923,712	1,593,710	

The Riverside Iron Works, Limited, Calgary, have bought a new factory site in south-east Calgary. The property consists of over seven acres, is situated on two railway lines and is one mile from the centre of the city. The company intend, at some future date, to build a new plant on this property. At the present time they are erecting a new foundry, 80 x 120 feet, of steel frame and brick construction.

## Better workmanship with better lighting



The most accurate work is only possible when the right illumination is applied in the proper way.

Hydro Lamps give the right light and economically too, for they are specially designed for use on Hydro circuits and give best value for the money spent.

Our Engineers will be glad to confer with any manufacturer on lighting or power problems—and the service is entirely free.

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"OFFICE SPECIALTY" products are made in our own Factories at Newmarket, Ontario, and sold direct to you through one of our service stores.

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**OFFICE**  **SPECIALTY**  
**FILING SYSTEMS and OFFICE EQUIPMENT**



# OFFICE AND FINANCE

## A System for Checking up Answers to Correspondents

Plan Adopted by the Canada Furniture Manufacturers, Limited, for Ensuring Prompt Replies to Letters of Inquiry

**E**FFICIENCY in the handling of correspondence, particularly as regards the answering of letters of inquiry, should be one of the most important objectives of every office manager. Unfortunately considerable laxity exists. While recognizing the desirability of making prompt and courteous reply to all communications which specifically ask for information, many large businesses appear to be entirely without system in the checking up of their correspondence.

In personal intercourse, the action of a man who turned his back on a questioner and made no reply to an inquiry, would be regarded as worse than discourteous. Even the telephone call almost invariably has its answer. But, when it comes to letters, there seems to exist a feeling that they can be ignored or set aside without compunction. There is probably more discourtesy evidenced in the treatment of letters than in any other form of communication.

One large Canadian manufacturing company at least has recognized the necessity of putting some sort of system to work in an effort to see that letters addressed to it are answered. This is the Canada Furniture Manufacturers, Limited. At its head office in Woodstock, Mark Rowe, the company's treasurer and office manager, devised a system about nine years ago, which has since been in constant operation and with most satisfactory results.

The system originated through the occasional disappearance, temporary or otherwise, of letters of inquiry. A customer would write in, for instance, to ask how a certain order was coming on. His letter would be handed to a clerk for attention. The clerk would take it to a foreman. The foreman not being in sight, the letter would be left on his desk. The clerk would forget to call for it and the foreman, possibly considering it none of his particular business, would allow it to become buried under a miscel-

laneous lot of catalogues and papers. Then, some days later, the customer would write in again complaining that his letter was unanswered. All of which would tend to create dissatisfaction.

Mr. Rowe decided that this sort of thing could not be tolerated, and so he worked out a checking system, simple but effective, which may prove of interest to other manufacturers.

Reference to the accompanying illustration will serve to explain the main features of the system. It represents a page taken from a note-book in which the record is kept. The first column contains a series of numbers, which are used in recording the letters as received. The second column is used to fill in the dates on which replies are mailed. The third column contains name of correspondent, usually abbreviated to save time in entering. The fourth column indicates both subject and destination of the letter. It requires somewhat more explicit explanation.

The following notation is made use of to indicate the various matters which may be dealt with in incoming mail requiring answers:—

1. Orders.
2. Request for catalogue.
3. Inquiry.
4. Complaint.
5. Claim.
6. Cancellation.
7. Remittance.
8. Request for price.
9. Request for sample.
10. Complaint, former inquiry not answered.

The first number in the fourth column is intended to show at a glance the subject matter of the

letter. It is followed by a second number which indicates the person to whom the letter is forwarded for attention. There are fifteen individuals to whom letters may possibly be referred, and each has his own number in the system.

All letters pass through the treasurer's hands. His procedure is to run through them rapidly the first thing in

Nov. 20/22				
1437	20	Exton	3/8	
1438	20	R. S. Co.	4/10	
1439	21	M. H. Co.	8/11	
1440		Harvey		Tr.
1441	20	Morgan	3/8	
1442	21	Smith	6/12	
1443	22	H. B. Co.	2/5	
1444	20	Murphy	7/10	
1445	21	Brown	3/8	Tel.
Nov. 21/22				
1446	22	Jones	4/10	
1447	21	Macdonald	3/9	
1448	23	Ryan	9/5	
1449	22	Harris	3/10	

Specimen Page from Correspondence Record used by Canada Furniture Manufacturers



# Bank of Montreal

Established over 100 Years

Capital paid up	-	-	\$27,250,000
Rest	-	-	\$27,250,000
Undivided Profits	-	-	\$579,675
Total Assets	-	-	\$653,869,071

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## Head Office: MONTREAL

Sir Frederick Williams-Taylor, General Manager  
 BRANCHES THROUGHOUT CANADA and NEWFOUNDLAND  
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 MEXICO CITY  
 UNITED STATES: New York, Chicago, and Spokane; San Francisco—British American Bank (Owned and controlled by the Bank of Montreal)  
 WEST INDIES, BRITISH GUIANA and WEST AFRICA: The Colonial Bank (in which an interest is owned by the Bank of Montreal)

the morning. Many, of course, do not call for answers, and in consequence they are passed along without figuring in the checking system. When, however, a letter is encountered that does require an answer, it is entered in the note-book and, by means of a small numbering machine, is stamped with the number corresponding to that opposite the entry in the book. It is then deposited in a basket bearing the number of the man who is required to answer it, the various numbered baskets being ranged in a row on the treasurer's desk. An office boy later takes the baskets to their several destinations. This procedure is followed twice a day. At the closing hour each correspondence clerk passes in to the treasurer's office the carbon copies of those of his letters for the day that are numbered. The following morning these copies are all checked off by entry of the date of answer in the second column of the record, after which they are returned to the different departments to be filed.

With his record before him, the treasurer is able to keep an eye on all correspondence passing through the office. If he sees that some letter remains unanswered longer than it should, a small memo., with a query, is sent to the man to whom the letter has been entrusted, and usually a satisfactory explanation is forthcoming.

The system has all sorts of possibilities for extension and adjustment. For instance, should it be desired to read the reply to a certain letter, a cross is placed in front of the name of the correspondent as the entry is made. This serves as a reminder when the reply comes along, that it is to be read, and accordingly this is done. Usually however, it is not considered necessary to read all answers to correspondents, it being assumed that the matters dealt with are being properly handled by members of the staff.

Again, some letter may require attention from two departments. It may be an order for goods from some firm, whose credit may be in question. Before sending the order to be filled, it must be approved by the credit department. To cover such a case, two numbers are entered in the record after the subject number; the first, that of the credit manager; the second, that of the correspondence clerk who eventually is to dictate the reply.

A letter may come to hand from some foreign country written in a foreign language. Before this can be dealt with a translation is necessary. The fifth column of the record now comes into use and a notation "Tr." is entered showing that the letter has been sent to be translated. When it is returned, the disposition to be made of it is decided, the usual entries being made for the purpose.

Naturally each business has its own peculiarities, and in the application of the system of checking correspondence, the Canada Furniture Manufacturers have adjusted it to suit their own organization and requirements. In their case it applies only to the sales, credit accounting and collection departments, and there are certain other limitations in its use, which need not be mentioned, as they do not affect the principle of the thing. The point is, that so far as their customers are concerned they have evolved a plan which gives every reasonable assurance that all communications will receive prompt and courteous replies. This is surely something that all businesses should seek to accomplish.

## Imperial Bank of Canada

Six Months' Statement for Period Ended October 31st Shows Position Well Maintained

Owing to the fact that the end of the Imperial Bank's year now falls on October 31st, instead of April 30th, the financial statement recently issued to shareholders is for six months only. It shows that the bank's position has been well maintained, although the comparatively moderate scale on which general business has been conducted in Canada during this period is reflected in a number of items.

Profits for the period, after deductions for charges of management and provision for bad or doubtful debts, were \$638,003, as compared with \$1,255,838 for the twelve preceding months. Including the balance of \$1,175,178 at credit

# Accounts Receivable



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# THE CANADIAN BANK OF COMMERCE

PAID-UP CAPITAL	-	\$15,000,000
RESERVE FUND	-	\$15,000,000



of account at the beginning of May, there is available for distribution the sum of \$1,813,181. Dividends and bonus absorbed \$455,000, Government circulation tax and reserve for income tax a further \$80,000, and contributions to guarantee fund and pension fund \$21,250. Furthermore, the sum of \$250,000 has been applied to the reserve for contingencies, leaving a balance of \$1,006,931 carried forward as against \$1,175,178 at the end of the last fiscal year.

The balance sheet indicates that the bank's strong liquid position has been maintained, the cash assets amounting to \$28,282,156. The cash and quick assets combined reached a total of \$53,520,449, which is equal to 51 per cent. of the bank's liabilities to the public.

The more important items in the balance sheets for the two periods are shown below:—

	For year ended April 30, '22.	For 6 months ended Oct. 31, '22.
Profits .....	\$1,265,838	\$ 638,003
Dividends .....	840,000	420,000
Bonus .....	70,000	35,000
Balance carried forward in general profit and loss account .....	1,175,178	1,006,931
Note circulation .....	9,851,139	10,577,295
Deposits .....	98,432,702	91,106,971
Liabilities to the public .....	109,431,586	103,948,640
Imperial, Dominion, and Provincial Government securities, etc. ....	16,490,487	13,237,312
Current loans .....	72,961,750	65,521,429
Total assets .....	125,336,764	119,700,571

### Goodyear's Position Improves

#### Dividends on Preferred and Prior Preference Stock Resumed; Good Profits Shown

A good recovery is shown by the annual statement of the Goodyear Tire & Rubber Company, Limited, for the year ended September 30th. Regular quarterly dividends, at the rate of 1¼ per cent. on preferred stock and 1½ per cent. on prior preference, have been resumed, and bank dividends on the latter issue will be paid.

Profits for the year amounted to \$1,062,023, which, with the balance of \$300,889, makes a surplus of \$1,362,912. The cash balance stands at \$1,236,335 and exceeds all outstanding liabilities by approximately \$300,000.

The balance sheet of July, 1921, showed commitments for fabric and rubber to the extent of \$5,117,000. Full delivery of these materials has since been taken and payment made in full. From the reserve set up to meet these commitments a credit balance of \$276,530 is left. During the year \$785,373 has been paid on the \$1,189,920 note liability shown last year, and a balance of \$404,546 remains.

After providing for all manufacturing, selling and administrative expenses, a reserve of \$406,875 for plant depreciation has been set up.

### Profits Much Lower

#### Depression in Agricultural Implement Industry Affect Cockshutt Plow Company's Earnings

The Cockshutt Plow Company, Limited, were greatly affected by the depression in the implement business during the year ended June 30th, profits, after providing for depreciation, being \$5,656, as compared with \$624,292 in 1921, and \$660,921 in 1920. The quarterly dividend of one per cent. on preferred shares was maintained by drawing on the previous balance and this reduced the balance to \$3,192, from \$251,761 at the close of the previous year. Comparisons for the past three years are shown in the following table:—

	1922	1921	1920
Net profits .....	\$ 5,656	\$624,292	\$660,921
Preferred dividend ..	258,600	258,600	484,875
	—\$252,944	\$365,692	\$176,046
Adjustment of in- ventories .....		689,365	.....
	—\$252,944	—\$323,673	\$176,046
Profits from sale of war loan bonds ..	4,375	.....	.....
	—\$248,569	—\$323,673	\$176,046
Previous balance ....	251,761	575,434	399,388
Balance .....	\$ 3,192	\$251,761	\$575,434



## A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

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## IMPERIAL BANK OF CANADA

Capital Paid Up \$7,000,000 Reserve Fund \$7,500,000

HEAD OFFICE - TORONTO



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### *Union Bank of Canada*

## **Bank of Montreal**

**Strong Position Shown by Annual Statement—Total Assets Amounting to \$713,569,566**

A strong position is shown by the Bank of Montreal's annual statement for the year ended October 31st. The total assets amount to \$713,569,566, and of this amount liquid assets are \$417,819,493. The liquid assets represent 64.09 per cent. of the bank's liabilities to the public, and cash on hand 19.1 per cent., or \$124,538,190. Balances due by other banks and call loans stand at \$189,182,247. Total deposits are \$605,617,749, of which amount \$440,870,730 are interest-bearing. Both the capital and rest account have been brought up to \$27,250,000 during the year. Profits for the year of \$4,756,668 permitted the payment of the usual dividend and bonus to shareholders. The balance carried forward, after the usual deductions had been made, was \$558,815.

The principal accounts of the bank stand as follows:—

Total assets .....	\$713,569,566
Liquid assets .....	417,819,493
Gold and silver coin .....	47,244,865
Dominion notes .....	77,293,325
Deposits bearing interest .....	440,870,730
Deposits not bearing interest .....	164,747,019
Notes of the bank in circulation ..	41,552,882
Capital .....	27,250,000
Rest account .....	27,250,000
Total current loans and loans to cities, etc. ....	275,542,411

## **William Davies Company**

**Improvement in Packing Industry Shown by Report for Year Ended September 30th**

Improvement in the packing industry is shown by the report of the William Davies Company, Incorporated, and subsidiary companies, for the year ended September 30th. Profits of \$358,720 compare with a loss of \$829,427 on the previous year's operations. The sum of \$200,000 has been



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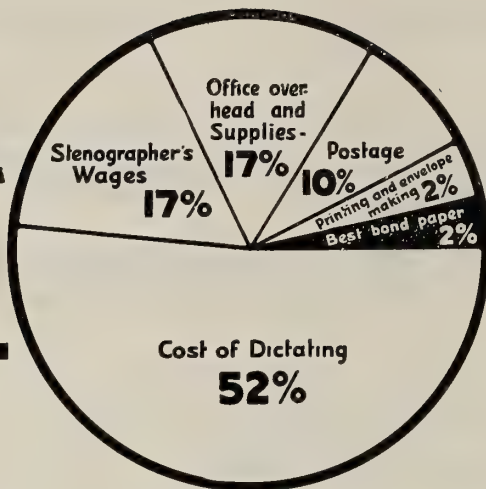
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**H**AVE you ever stopped to consider what a business letter costs? Figuring the average executive's time, stenographer, office overhead, postage, printing and envelope making, using the best bond paper it cost 29 cents—of which the paper represents half a cent—or 2% of the entire cost.

Suppose you use the cheapest bond paper on the market you save, at most, a quarter of a cent a sheet—or 1%. This, in the last analysis, will prove very expensive economy because the good appearance and dignity of your business stationery will be in doubt, and a poor looking letter head is your worst advertisement.

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set aside for depreciation. Interest on borrowed money took \$190,309, and bond interest \$51,723, leaving net profits of \$5,653. Last year the net loss was \$1,235,673. The profit and loss account for the two years and the working capital positions compare as follows:—

	1922	1921
Profits .....	\$ 358,720	x\$ 829,427
Miscellaneous earnings .....	88,965	142,950
Depreciation .....	\$ 447,685	x\$ 686,477
Interest on borrowed money .....	\$ 247,685	x\$ 686,477
Bond interest .....	\$ 57,376	x\$1,183,013
Net profits .....	\$ 5,653	x\$1,235,673
Current assets .....	\$4,685,212	\$5,866,928
Current liabilities .....	3,162,244	5,001,301
Working capital .....	\$1,522,968	\$ 865,627

x Indicates loss.

## Building New Factory

### Humberstone Shoe Company, Limited, Making Addition that will Greatly Increase Capacity

A new factory, which the Humberstone Shoe Company, Limited, Humberstone, Ont., are building, will be 160 x 50 feet, two storeys and basement, and will cost approximately \$50,000. Cement is being used for the basement foundation and structural steel and brick for the two storeys.

The company expect to have one section of the new plant ready for occupation about the beginning of February. This will give them an additional capacity of 400 pairs of shoes and increase their staff by about ten hands.

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# Canada's Industrial Expansion

## RECORD OF PROGRESS

### Extend Lumber Operations

#### Victoria Lumber and Manufacturing Company, Limited, Building Forty Miles of Railroad

An important development of the timber resources of Vancouver Island is being made by the Victoria Lumber and Manufacturing Company, Limited, who operate mills at Chemainus, British Columbia. They have under construction over forty miles of railroad, which will open up a little over one billion feet of their own timber. Three lines of railroad are being laid. One branch opens up a timber tract in the Haslam Creek district. E. J. Palmer, general manager of the company, writing on October 26th, stated that the grading there was all done, steel being laid and bridges being built. They expect to start falling there in March.

A second branch runs up the Chemainus River, where there is a tract of timber to be tapped which is one of the finest on the island. It is located in a basin surrounded by mountain ranges which effectually protect the trees from the winds. The stand of timber is accordingly of the finest quality. The company commenced operating the Chemainus River branch about the beginning of November.

The third branch of the railroad runs to the southern end of Cowichan Lake, where the company have extensive holdings. A locating party is now laying out this road, but little grading except heavy cuts will be done before spring. The area tapped by this line is virgin forest and excellently wooded.

Mr. Palmer states that when the developments are finished, in about a year's time, they will be able to turn out 1,000,000 feet of lumber a day if the market warrants it, as increased production will be simply a matter of new equipment.

### Will Commence Operations

#### Franco-Canadian Dyers, Limited, Expect to Have Plant at St. John's Ready in January

About next January the Franco-Canadian Dyers, Limited, will commence operations in a new plant they are building in St. John's, Quebec. They have been incorporated, with an approximate investment of \$300,000, to dye and finish worsted goods and will employ about sixty hands at the outset. The plant they are erecting is a brick and concrete building with a floor space of 60,000 square feet. It will have a capacity of 1,000 pieces a week.

The officers of Franco-Canadian Dyers, Limited, are Jules Demetre, president; F. A. Rodden, vice-president; and Jean Dinner, secretary and treasurer. These officers, with Andre Veluard and Fernand Motte, constitute the directorate.

### Important Brantford Industry

#### "Kanadda" Biscuit Company of Canada, Limited, Will Commence Operations Next March

About March, 1923, the "Kanadda" Biscuit Company of Canada, Limited, will start the manufacture of English type biscuits in Brantford, Ont., employing at the outset of operations about three hundred people.

The company, who were incorporated some time ago with Federal charter, and an authorized capital of \$1,000,000, originally purchased a 9½-acre site just outside Hamilton and intended to build a factory there. Owing to some controversy about the land being in a future restricted area and delay in getting water and sewer connections, a loss of time of about four months was caused. The company then decided to purchase a plant suitable for their purposes and found one that answered their requirements in Brantford. They bought this plant from the General Motors Corpora-

tion and are now extending it to double the floor space. When alterations are finished the building will be 240 x 90 feet.

In order to produce the best possible varieties of English biscuits, the company are equipping their plant with English machinery and have engaged English experts to supervise the production. Their yearly baking capacity will be 5,000,000 pounds.

Officers and directors of the company are: Frank Ullman, president; J. J. Morris, vice-president; S. M. Fothergill, secretary-treasurer; W. O. Ullman, director of sales, all of Hamilton; and Thos. E. Ryerson, William M. Ryerson and J. F. McCann, of Brantford. The company are offering eight per cent. cumulative preferred stock, par value \$100 a share.

### Making Good Recovery

#### Muskoka Wood Manufacturing Company Rapidly Replacing Plant Burned in June

The Muskoka Wood Manufacturing Company, Limited, Huntsville, Ont., are making a good recovery from the disastrous loss of their plant last June. They started almost directly after the fire to rebuild their sawmill, completed it on August 17th, and have run night and day since then. R. J. Hutcheson, president and managing director, writes on November 9th that this activity will continue until the freeze-up.

They are now going ahead with the construction of their factory building which will be electrically driven. The main building will be 75 x 250 feet with a single span; the store rooms will hold more than 2,000,000 feet of flooring. The dry kilns, built of tile and cement, will be about 200 feet over all by 60 feet wide, with room for additional kilns as required. The power house, 40 x 70 feet, will contain engines developing between 700 and 800 h.p.

The company also will erect a softwood factory for dressing in transit, offices and stables for at least thirty horses.

The initial output of the new factory, Mr. Hutcheson states, will be at least three times that of the former plant, and an increase is planned for the near future. The latest equipment available is being purchased for the hardwood flooring plant from the American Machinery Company. Sheldon's, Limited, are supplying the dry kiln and shaving exhaust equipment.

### Construction Progressing

#### Red Star Refineries, Limited, Expect to Operate First Unit by Early Spring

Excavation work on the refinery being erected in Montreal East by Red Star Refineries, Limited, has been in progress for over a month and the company have been able to get nearly all their cement foundations laid. They have approximately seventy-five men on the job and are pushing the work as speedily as possible. They expect to have their initial plant ready for operation in the early spring.

The equipment to be installed in the refinery will be much the same as other refinery equipment, except that Ramage converters will be placed between the stills. These are the principal parts of the Ramage process of refining, of which the company hold the sole Canadian rights. It is claimed that by its use a motor fuel superior to present-day gasoline will be produced and also a larger yield. As the process does not require the use of high pressure stills, the hazard of the work is greatly reduced and the whole operation simplified. The Ramage process is named for its inventor, Dr. A. S. Ramage, a well-known industrial chemist.



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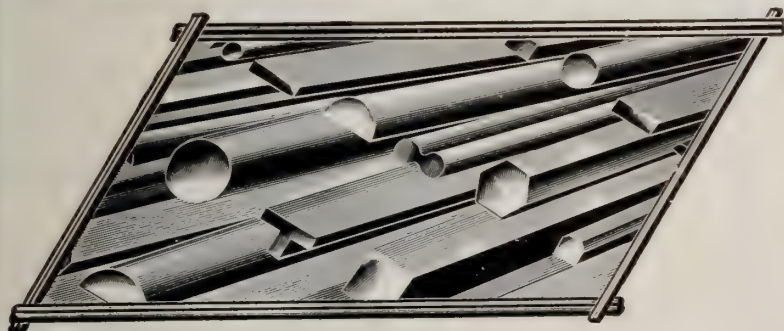
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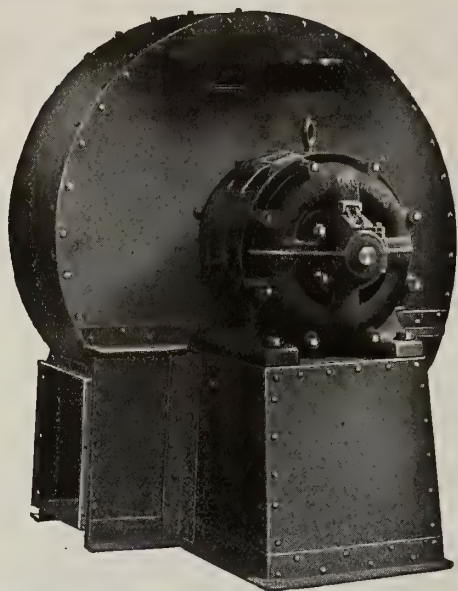
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## Building Pipe Organs

**Woodstock Pipe Organ Builders, Limited, Making Good  
Progress Since Last March**

A new industry for Woodstock, Ontario, is the Woodstock Pipe Organ Builders, Limited, who commenced operations there last March. They have a three-storey building at the corner of Dundas and Wilson Streets. On the ground floor is the heavier machinery, the cut-up room and a well-equipped metal shop. The voicing room, erecting room, case making, wood pipe, chest and bellows departments are on the next floor, and in the top storey are the electric switch-board department, the console builders, the drafting room and the finishing department.

The company have a staff composed of men who are experts in their respective departments and many of them have assisted in building some of the finest organs in Canada. W. A. Potter, who is in charge of the voicing department, is one of the leaders of his profession.

The company make all their own pipes, metal and wood, and practically all the parts usually produced in a modern plant. They build their instruments on both the electro-pneumatic and tubular-pneumatic plans.

The company also build blowers for use in connection with pipe and reed organs. They have set themselves a standard of quality, to make their instruments represent the best in workmanship, materials and tonal productions. Since they commenced operations they have been very busy and have installed organs in several churches.

G. E. Otton is president and manager of Woodstock Pipe Organ Builders, H. A. Karn, vice-president, and M. E. Harrington, secretary-treasurer. The directors are W. A. Potter, G. E. Otton, H. A. Karn, E. J. Coles and A. J. McKinney.

Some time in December, Lorne Tractors, Limited, successors to West Lorne Motors, Limited, will begin manufacturing operations in suitable premises, which they are securing in Tillsonburg, Ontario. West Lorne Motors were established at West Lorne, Ont., by Hugh A. Carmichael, in 1904, and incorporated in 1914. They have operated

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### Will Make Calendar Pads

#### Brown Press, Registered, Montreal, Installing New Equipment and Making New Products

The Brown Press, Registered, 115 St. Henry Street, Montreal, intend to start manufacturing annual calendar pads, using an automatic gathering machine just installed by their bindery to gather the monthly sheets. They state that, to the best of their knowledge, over ninety per cent. of these pads used in Canada are imported from the United States; so there should be a good field for a Canadian manufacturer.

The company have just installed a sixth press, an Automatic Standard. Their bindery has installed a gathering machine and will shortly purchase a folding machine. These developments mark a considerable growth from the one press with which they started in 1910.

### Making Radio Batteries

#### Hart Battery Company, Limited, Montreal, Successfully Marketing New Product

During the past year the Hart Battery Company, Limited, Montreal, have perfected a storage battery for use in connection with radio apparatus. Automobile batteries were largely used for radio purposes but tests have shown the necessity of some modifications in order to get best results, and the Hart Radio embodies these modifications. It has all working parts enclosed in a walnut-finished wooden case with nickel-plated fittings. Radio enthusiasts have already started a good demand for the new battery.

### New Varnish Paint

#### Flint Varnish & Color Company of Canada, Limited, Build at West Toronto.

A modern plant equipped with the latest machinery for the manufacture of lacquers and pyroxylin products in general has been erected at West Toronto by the Flint

Varnish and Color Works of Canada, Limited. The line of products which will come from this plant includes metal lacquers, bronzing liquids, split leather solutions and water-proof belting cements which, the company state, will match any similar imported articles.

The plant has also technical laboratories equipped to render such service as is necessary to demonstrate the products in a practical way.

### Improve Their Product

#### Jefferson Glass Co., Limited, Add New Line and Improve Quality of Output

Jefferson Glass Company, Limited, Toronto, report that during the past year improvements have been made in all classes of glass turned out from their factory, at the expense of considerable time and money. They have added a cased glass to their line, which they claim to be the most efficient obtainable for commercial lighting requirements. They have also added new equipment for supplying sand blast designs and advertising signs which will be included in their new line.

### New Pulp Mill

#### Howard Smith Paper Mills, Limited, Will Build Addition to Cornwall Plant

Next April the Howard Smith Paper Mills, Limited, will start the erection of a new plant for the manufacture of bleached soda pulp at Cornwall, Ontario, as an addition to their large and important plant already located there. The basis of soda pulp is poplar wood, of which there is a large supply available. The new plant when completed will have a daily output of from thirty to forty tons.

The soda pulp produced in the new plant will be mixed with sulphite pulp for the manufacture of certain grades of paper. The varieties of paper made by the company have greatly increased in the past two years.

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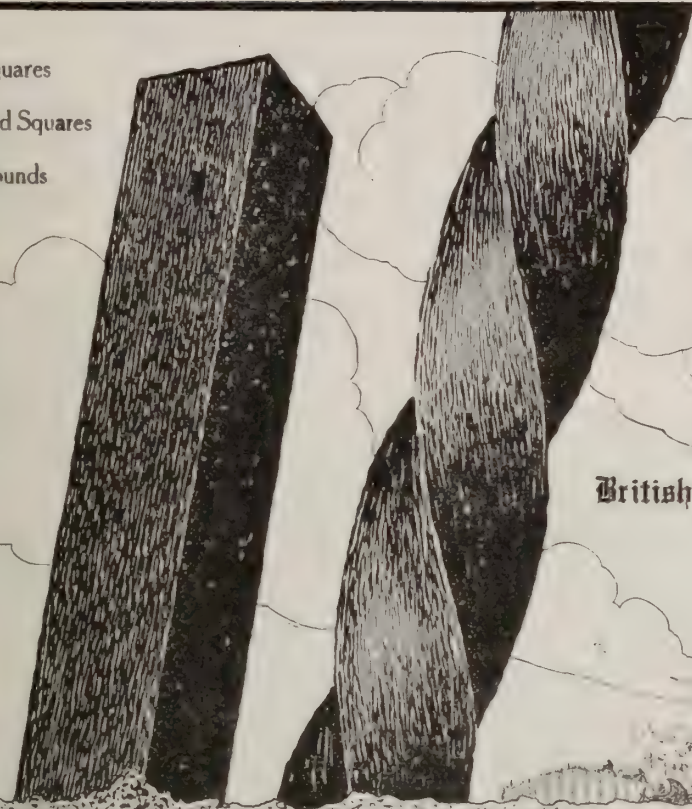
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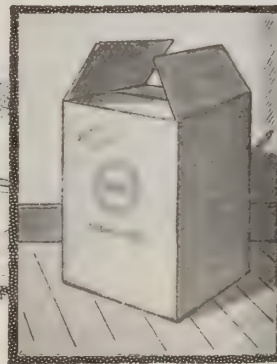
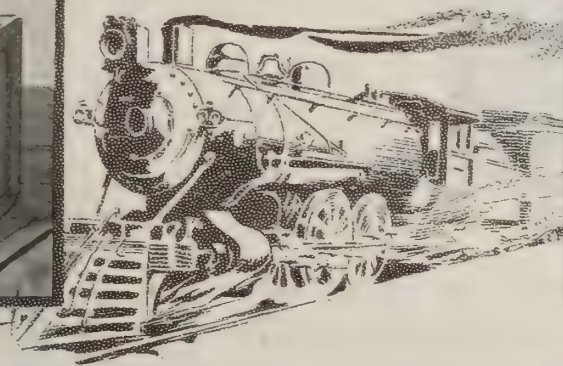
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### Will Establish Factory

#### Detroit Steam Motor Corporation, of Canada, Limited, Planning to Start Operations

The Detroit Steam Motor Corporation, of Canada, Limited, have been incorporated with an authorized capital of \$1,000,000, and are preparing to establish a Canadian factory. They have not yet definitely decided on the site of their plant.

The Company will manufacture a moderately-priced steam car to sell to the Canadian trade at \$2,100. They state that, as far as possible, they will place their orders with Canadian manufacturers for their various units, such as bodies, axles, springs, wheels, boilers, drop forgings, etc.

### Operating Power Plant

#### St. Lawrence Furniture Company Developing Electricity from Riviere du Loup

The St. Lawrence Furniture Company, Rivière du Loup, Que., are now operating an electric power plant of their own, which was completed about a year ago. They built a dam 100 feet long across the Rivière du Loup and installed a Morgan-Smith turbine of 400-h.p. capacity. They find the plant a great saving, and they do not have to worry about fuel to keep their factory in operation. As they only use 150-h.p. in their own plant they could dispose of the remaining power at a low figure to new industries seeking locations.

### Operating at Sherbrooke

#### Manganese and Steel Foundry, Limited, Now Making Manganese and Mild Steel Castings

The Manganese and Steel Foundry, Limited, have taken over a plant in Sherbrooke, Que., where they are now in operation, employing fifteen hands and turning out from eight to ten tons of manganese and mild steel castings a

week. Their foundry is a 40 x 60 foot building. The balance of the plant is 40 x 80 feet, 2 floors and basement, part of the two floors being let to the St. Francis Iron Works for use as a machine shop.

The company are operating under a Dominion charter dated March 22nd, 1922, with a capital of \$25,000 preferred stock. P. McCullough is president, and A. S. Bayles, secretary-treasurer. The complete permanent organization has not yet been formed.

### Building New Foundry

#### Consolidated Mining and Smelting Company of Canada Limited, Making Another Addition to Plant

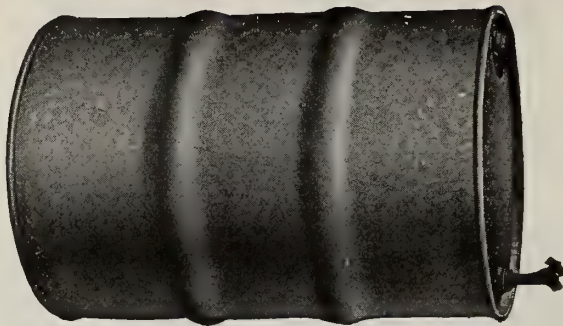
About December 1st, the Consolidated Mining and Smelting Company of Canada, Limited, will complete a new foundry at Trail, British Columbia. The building is to be of steel and concrete, 65 x 96 feet in size with a capacity of eight tons of castings a day. The company are installing two cupola furnaces.

The Consolidated Mining and Smelting Company are building this addition to their plant to supplement their facilities for keeping it in repair and uninterrupted operation. The foundry is entirely for their own use in supplying miscellaneous castings and cast iron balls for fine grinding of ore.

### Evaporator Re-opened

#### A. D. Clapp Buys Plant at Exeter, Ontario, and Installs New Automatic Machinery

A. D. Clapp has bought the Exeter Evaporator from S. M. Sanders and James Brintnell, of Exeter, Ont. This industry had been idle for a number of years when Messrs. Sanders and Brintnell purchased it. The new owner has installed new automatic machinery, including the latest oil-burning furnaces, in the large battery of drying kilns and is now prepared to handle the large crop of apples grown in the district. At the beginning of October the plant was running at full capacity.



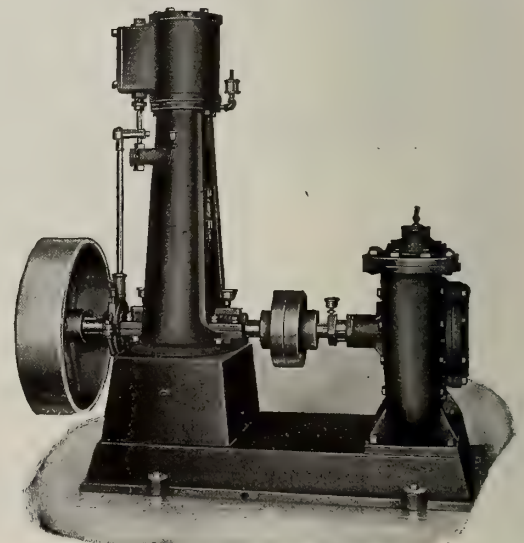
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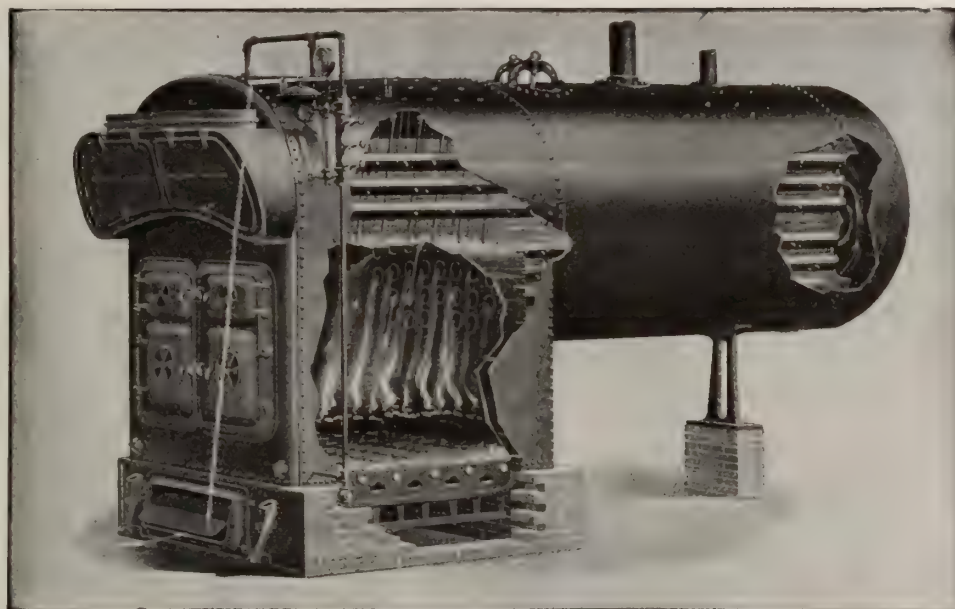
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### Shawinigan Falls Expansion

#### Two New Paper Machines Will Greatly Increase Output of Belgo Paper Company

The installation of two new paper machines at the plant of the Belgo Paper Company, Limited, Shawinigan Falls, Que., is under way and the machines are expected to be in operation early in 1923. The extensions will increase newsprint production from 63,000 to 105,000 tons per annum.

The Belgo Paper Company have issued \$1,500,000 six per cent. first mortgage bonds to finance the additions. These are now being offered to the public by a syndicate composed of Newman, Sweezey & Company, Limited, Wood, Gundy & Company and McLeod, Young, Weir & Company.

The assets of the Belgo Paper Company are valued at about \$18,000,000, by an estimate made by engineers acting for the syndicate who have purchased the bonds. Since 1900 the plant has been in continuous operation and is one of Canada's largest producers of newsprint.

### Three New Products

#### American Metal Polish Company, Ville St. Pierre, Start Advertising Campaign

The American Metal Polish Company, Ville St. Pierre, Que., have this fall put three new products on the market, regular lines, putz cream metal polish, and silva putz silver Red-X hand soap, Red-X stove polish and Red-X furniture and body polish. They are now carrying on an extensive advertising campaign covering these products, and their two polish. This campaign is extended throughout Ontario and Quebec.

### Change of Name

#### Western Supply & Manufacturing Company, Limited, Become Dominion Bronze and Iron, Limited

The Western Supply & Manufacturing Company, Limited, Winnipeg, have taken out a Dominion charter, and after January 1st will operate their business under the name

of Dominion Bronze & Iron, Limited. The new company will take over the old without making any changes in capital stock or management. The change of name is being made merely to have a style showing their products, ornamental bronze and iron work. The company are also establishing eastern connections, their Ontario representative being H. A. J. Addington, 1977 Queen Street East, Toronto.

### To Make Canvas Goods

#### Maritime Tent and Awning Company are New Industry for Dartmouth, N.S.

The Maritime Tent and Awning Company, Limited, were recently incorporated under the Nova Scotia Companies' Act, with a capital of \$20,000, and will start manufacturing in Dartmouth, Nova Scotia, about the middle of December. Their products will be tents, awnings, flags, horse and wagon covers, tarpaulins, boat covers and, in fact, everything for which canvas may be utilized. They have taken temporary office space at 42 Water Street, Dartmouth, and are installing machinery in a factory in the town.

The officers of the company are: Frederick A. Tobin, president and general manager; Arthur E. Hyde, secretary-treasurer; Geoffrey Stevens and Lorne E. Teasdale, directors.

### Acquire Another Plant

#### Wolthausen Hat Corporation, Limited, Take Possession of Briscoe Motor Plant at Brockville

The Wolthausen Hat Corporation, Limited, Brockville, Ontario, have acquired the plant of the Canadian Briscoe Motor Company situated immediately behind their present factory. They took possession on November 1st. As the new plant is slightly larger than their old, 45,000 square feet, they feel confident that they will more than double their output.

The company are also building a steel and concrete addition, 45 x 65 feet to their sizing room. These increases are necessary as they have been getting more business than they could take care of.

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### Complete New Building

#### F. H. Plant, Limited, Ottawa, Ready to Manufacture Motor Bodies and Vehicles

Writing to INDUSTRIAL CANADA on October 31st, F. H. Plant, Limited, Ottawa, report that their new factory for the manufacture of motor bodies and vehicles is practically completed. The plant is a two-storey solid brick building, with a frontage of 66 feet on Murray Street and 33 feet on St. Patrick Street, by 102 feet deep. Their old building was of frame construction, 66 x 100 feet and worth about \$20,000, with machinery and stock worth another \$20,000. The present building, including land, is valued at approximately \$70,000, and stock and machinery are worth about \$22,000. The automobiles carried in stock are valued at \$16,000.

The company are interested in the manufacture of limousine, sedan, sport and touring motor car bodies, motor truck bodies, baggage and hand trucks, wagons, sleighs, and all kinds of vehicles. They also do upholstering, trimming and top work and operate a blacksmith shop and paint shop. They are also wheel experts and operate a garage and accessory shop, selling gas and oil, Wills, Sainte Claire and Oakland motor cars and International motor trucks.

### New Wire Unit

#### Dominion Iron & Steel Company, Limited, Doubling Capacity of Galvanizing Plant

Fifty thousand dollars is being spent by the Dominion Iron & Steel Company, Limited, Sydney, N.S., for the installation of a new unit in their wire mill which will increase the daily capacity of the wire plant from 60 to 120 tons. For some time past the company's wire producing departments have been devoted largely to the production of galvanized wire for shipment to manufacturers of woven fencing. They have also produced a considerable tonnage of galvanized wire which they have converted into barbed fencing.

At the same time the demand for bright wire products, such as plain wire and nails, has been maintained at a fair capacity.

Owing to the increasing tonnage of galvanized wire and barbed fencing the company have found that their one galvanizing unit is insufficient. They accordingly started work on a new unit of equal capacity about the middle of October and expect to have it in operation by the end of January, 1923.

### Canada Made Sand Paper

#### Delany & Pettit Limited, Toronto, Can Now Fill Order from most Lines and Numbers

Delany & Pettit Limited, Toronto, who recently added the manufacture of sand paper to their products, state that they are now in a position to fill orders for most lines and numbers of garnet, flint and emery abrasives with made-in-Canada goods. For a short time they may be obliged to include some imported numbers and widths in orders, but they hope at an early date to have the made-in-Canada line complete in all branches.

### Increasing Operations

#### J. A. Marven, Limited, Turning out New Lines of Biscuits Every Month

J. A. Marven, Limited, Moncton, N.B., are gradually increasing their operations and output. At considerable expense they purchased an improved cake mixer last spring, and they are turning out two or more absolutely new lines of biscuits each month. They have employed an English baker from London, and find a great improvement in their lines and trade as a result.

The company state that business is improving, with a decided gain in some lines over last year, and they look for a still greater increase during the coming winter.

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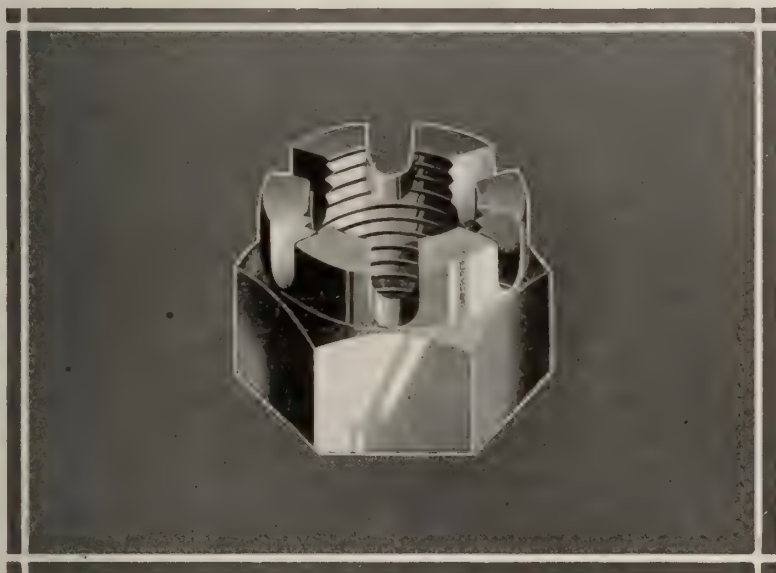


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### Rupert Marine Products New British Columbia Industry Making Meal, Oil and Fertilizer from Fish Waste

A new industry for British Columbia is the Rupert Marine Products, Limited, who are operating a factory near Prince Rupert, making fish oil, edible fish meal and fertilizer. They use as raw material the waste from the salmon canneries on the Skeena River and from the halibut shipping houses in Prince Rupert, and they are about to utilize the dogfish and shark which abound in the Pacific.

The fish oil which the company make is, they state, of splendid quality, low in free fatty acids, moisture and impurities. Their market for it has been principally in the United States, but they hope to establish a Canadian market for it in the near future. Their edible fish meal is a pure fish product manufactured from fresh waste. It is high in protein and low in moisture and makes a suitable food for poultry, hogs and cattle. For this product also their market has been principally in the United States, but the Canadian demand is growing and they hope shortly to sell all their meal in Canada. Their third product, fish fertilizer, is made from fish slightly decomposed and unsuitable for the manufacture of edible meal. It is high in ammonia and low in oil and moisture.

George Bushby, managing director of Rupert Marine Products, Limited, states that they expect to manufacture large quantities of material this winter and will be glad to receive inquiries from Canadian buyers.

The American Broom Works, St. Basile, Que. announce that they have imported the latest machines for the manufacture of twisted wire brushes and are now open for domestic and export business in this line.

The Burrard Iron Works, Vancouver, have let a contract for a small machine shop. The addition will cost about \$8,000.

Casavant Frères, Limited, St. Hyacinthe, Que., have completed the installation of five new dry kilns and a three-storey annex, 30 x 60 feet.

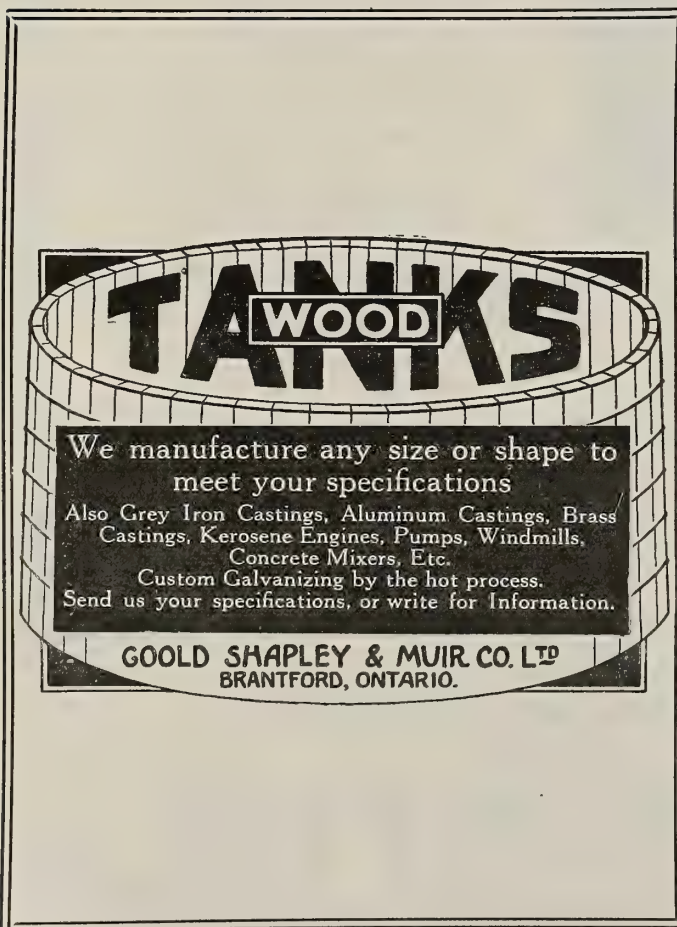
The W. E. Phillips Company, Limited, Oshawa, Ontario, report that they are just beginning work on plate glass for the closed body requirements of General Motors. This will involve the employment of an additional fifteen or more men.

Zimmerman-Reliance, Limited, are building an extension to their Hamilton plant. The extra building will house their spinning plant, which they propose to move from Toronto to Hamilton.

The Frontenac Floor & Wall Tile Company, Limited, are making a small addition to their plant at Kingston, Ontario, to be ready for improving business which they expect next spring.

The Riordon Company, Limited, are considering plans for the completion of their Kipawa mill. Details for the proposed extension are not yet available.

The Rosery Flower Company, Limited, are building three new greenhouses at Medicine Hat, Alta. This addition, when completed, will give the company a total of more than six acres under glass, making the plant the second largest of its kind in Canada.



**TANKS**

**WOOD**

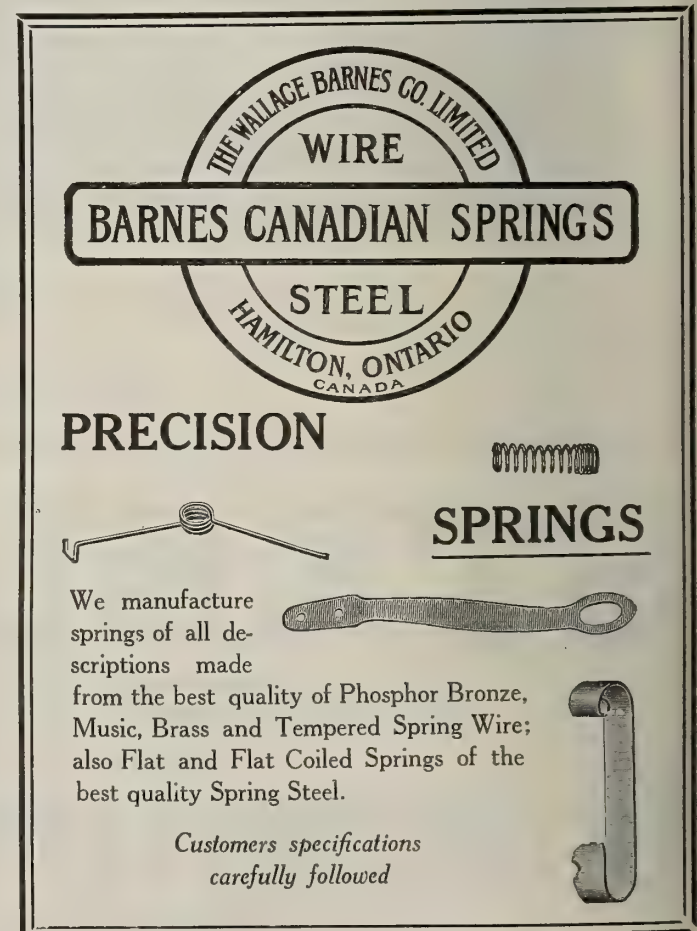
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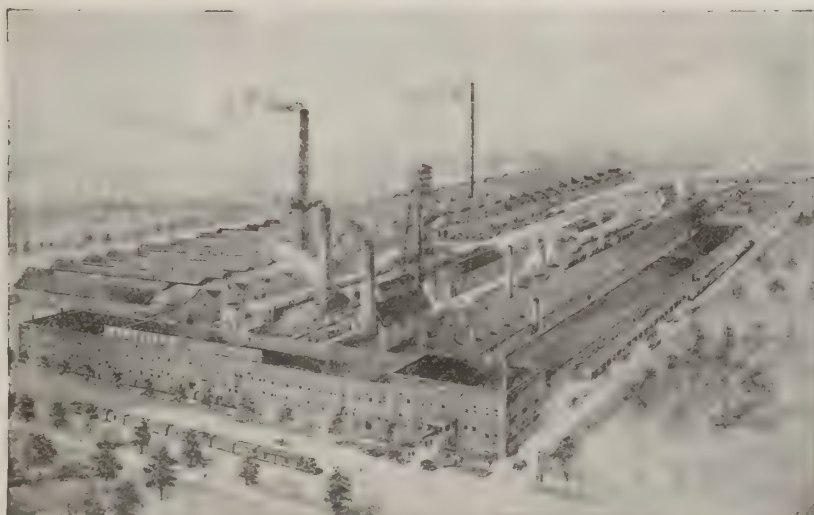
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## Books and Catalogues

### The Mineral Industry

*Nickel, 1913-1919.* London, 1922, His Majesty's Stationery Office, Imperial House, Kingsway, W.C.2. Price, post free, 1s.7½d.

This report of the Imperial Mineral Resources Bureau is of particular interest to Canadians, as the Ontario nickel mines are the principal source of this metal. In 1918 the Canadian output constituted eighty-eight per cent. of the world's production, and most of this came from the Sudbury district, a relatively small amount coming from Porcupine and Cobalt.

The nickel industry experienced its greatest prosperity during the war period, when the metal was in great demand for various munitions. Before the war, however, the use of nickel was constantly increasing, and the development of many alloys which have nickel as one of their constituents makes it reasonably certain that the industry will soon recover from the temporary set-back occasioned by the end of the war.

The report under review gives tables of production over the period 1913-1919 for various nickel producing countries, describes the ores from which the metal is obtained and contains some notes on the uses and manufacture of nickel.

*Iron Ore. Part 6—Europe and Africa (Foreign).* London, 1922, His Majesty's Stationery Office. Price, 6s.

This is a report on the iron resources of the non-British parts of Europe and Africa, and is part of a series, under preparation by the Imperial Mineral Resources Bureau, which will cover the iron deposits of the world. In Europe, France has the leading position in iron-ore reserves and Great Britain is second. Germany comes sixth on the list as far as reserves are concerned, but was the leading producer in 1913 and held third place in 1918.

The book is similar in plan and arrangement to the others of the series which have appeared. It also contains a set of maps showing the principal iron-ore deposits and coal-fields in Europe.

*Talc and Soapstone in Canada.* By Hugh S. Spence. Ottawa, 1922, the King's Printer.

The mining of talc and soapstone in Canada is not of major importance at present, but some of the deposits are of potential value and may be more extensively worked in the future. In 1920, the year of maximum production, 21,671 tons of talc, valued at \$166,934, were produced, but production fell off to 7,916 tons, valued at \$32,456, in the following year. This was the smallest amount mined since 1911.

The Canadian output in recent years has come almost entirely from three mines and mills in the Madoc District, Hastings County, Ont. These deposits yield a fine, white, foliated talc, used extensively in paper, textile and talcum powder manufacture. There are other deposits in Quebec and British Columbia, but they do not compare in quality with the Madoc mines, and have not been worked in recent years.

The present report of the Department of Mines discusses the various talc and soapstone deposits in Canada and gives information about the uses and manufacture of the products. The book is illustrated with a number of maps and photographs.

*Coal, Coke and By-Products, 1913-1919. Part III.* London, 1922, His Majesty's Stationery Office, Imperial House, Kingsway, W.C. 2. Price 7s. 3d., post free.

This third part of the survey being made by the Imperial Mineral Resources Bureau deals with the production of coal, coke and by-products outside the British Empire. More than half the book is devoted to European countries and the rest to Africa, North and South America, and Asia. A number of sketch maps are included in the book as well as the usual tables of production, prices, reserves and analyses.

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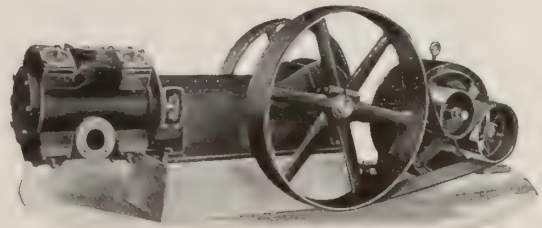


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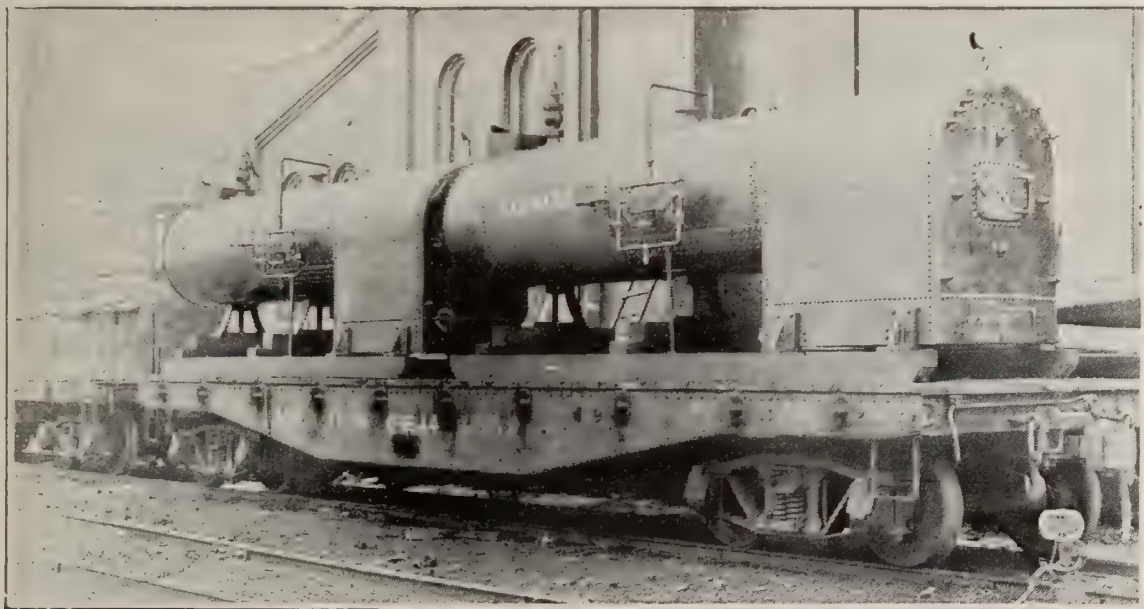
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### British Engineering Standards

*British Standard Specification for Dimensions in Metric Measure of Insulated Annealed Copper Conductors.* London, May, 1922, British Engineering Standards Association.

This report is a metric edition of B.S.S. No. 7, 1922, including all recent modifications to the latter. One additional size of cable of 1.5 sq. mm. area has been included as this is a size commonly used in countries using the metric system. The secretary of the Canadian Engineering Standards Association, Ottawa, has a limited number of copies of this publication, which he can supply at 25 cents a copy.

*British Standard Specification No. 138, 1922; Liquid Chemical Fire Extinguishers.*

This specification is the result of a conference convened by the B.E.S.A. to consider the desirability of standardization in connection with chemical fire extinguishers. As it is a principle of the Association that no standards be prepared which would in any way interfere with inventive design the scope of the specification has been confined mainly to materials and constructional strength.

Every extinguisher purporting to be made in accordance with this specification must, when completed, withstand an internal hydraulic pressure of 300 lbs. per square inch. The pressure generated in the machine under working conditions must not exceed 100 lbs. per square inch, and at least 95 per cent. of the fluid in the vessel must be automatically discharged.

*British Standard Dimensions for Long Sweep Type Malleable Iron Pipe Fittings for Steam Water and Gas. No. 143, 1922.*

*British Standard Dimensions for Malleable and Soft Cast Iron Pipe Fittings for Steam, Water and Gas. No. 154, 1922.*

These two reports of the British Engineering Standards Association deal with dimensions for malleable and soft cast

iron pipe fittings of nominal sizes for  $\frac{1}{8}$ " to 4". Both reports contain clauses relating to special sizes of reducing fittings, screw threads and the method of specifying outlets. A number of tables of dimensions are also included and will be found useful by both the manufacturer and the installation engineer.

Report No. 143 is limited to fittings designed for use where the maximum "delivery head" is needed and where the question of frictional resistance is important. The fittings dealt with are bends, elbows, tees and crosses. Report No. 154 includes all fittings in general use, such as sockets, caps, elbows, hexagon nipples, return bends, tees and crosses.

*British Standard Specification for Girder Bridges. Parts 1 and 2. No. 153, 1922.*

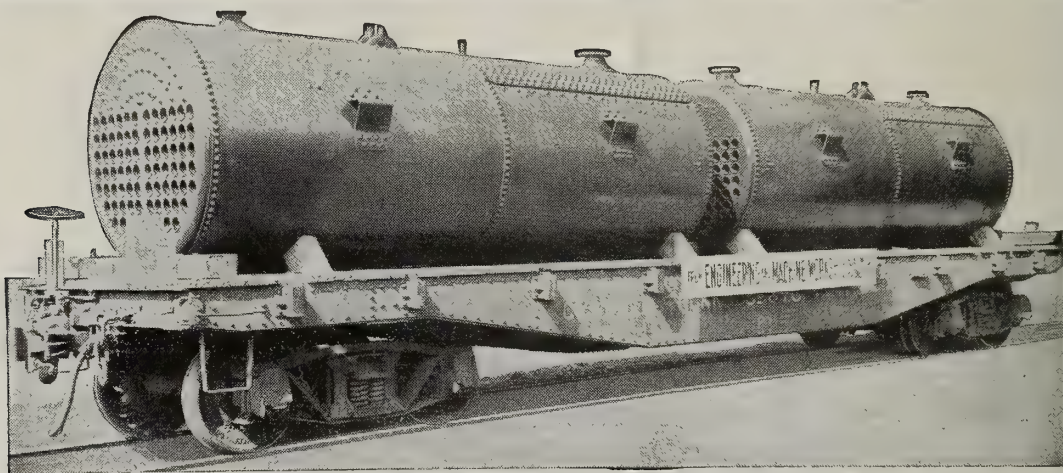
This report deals with materials and workmanship for girder bridges. The requirements for steel and iron are given in detail as well as the tests to which they are to be put for inspection. A number of engineering tables in British and metric measure are also included in the publication.

### Fire Protection Publications

*Regulations for the Manufacture and Installation of Steam Fire Pumps.* 1922, National Board of Fire Underwriters.

*Regulations for the Installation, Maintenance and Use of First Aid Fire Appliances.* 1922, National Board of Fire Underwriters.

These two booklets contain standards and rules in connection with various fire protection appliances recommended by the National Fire Protection Association. The former is a reprint of the edition of 1915, with revisions of a few sections specifying materials to be used and sizes, operation and construction of suction pipes. The first aid fire appliances listed in the second booklet are quite numer-



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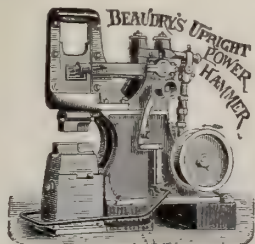
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ous, ranging from fire pails to elaborate extinguishers. The rules laid down contain many valuable suggestions for the manufacturer who wishes to provide efficient fire protection for his plant.

### Personalities in Canada

*Who's Who in Canada.* Including the British Possessions in the Western Hemisphere. 1922. Edited by B. M. Greene, International Press, Limited, Toronto.

With the appearance of this, the sixteenth, edition, of this valuable reference work, two changes are noted. One—and it is an improvement—is in the title, which has been changed from the rather indefinite form, “Who's who and why,” to “Who's who in Canada.” The other is the inclusion for the first time of personalities in the British Possessions in the Western Hemisphere, including Newfoundland, Bermuda, Barbados, Trinidad, British Guiana, Jamaica and the Bahamas. Both denote progress in the development of this publication to be one of the most complete and well organized works of its kind to be found anywhere.

The 1922 edition is considerably larger than any of its predecessors and extends to 1,600 pages. While it is impossible to check up such a compilation at all comprehensively, a cursory examination of its contents indicates that the field of worth-while personalities in Canada, especially in the business and professional world, has been well covered. The book is particularly strong in its representation of manufacturers, who may almost be said to form the backbone of the structure. In each case the biographical information is of the desired kind and it is presented in an unadorned and direct way. The interest of the work is enhanced by the inclusion of portraits, which is an innovation to the usual type of “Who's Who.”

The editor, Mr. Greene, is to be complimented on the painstaking effort which has brought “Who's Who in Canada” up to its present standard of completeness and usefulness. Apart from the business aspect of the under-

taking, he has performed a public service in making available the immense mass of personal information to be found in the pages of this book.

### Made-in-Canada Carbon Paper

A campaign to interest users of carbon paper in Made-in-Canada goods has been inaugurated by Budge Carbon Paper Mfg. Co., Limited, Montreal. A folder containing sample sheets has been prepared, closed with a seal bearing the words, “Made-in-Canada,” and with a line on the cover—“This advertising matter and all of our products are Canadian made.” This campaign is in line with the policy advocated by the C.M.A. that Canadian products should be clearly marked as of Canadian origin.

### Sampling Record Paper

As an unusual way of attracting attention to the merits of their Superfine Linen Record paper for legal forms, the Rolland Paper Co., Limited, Montreal, have sent out a sample in the shape of a deed or affidavit, duly executed and sealed with the seal of the company. This directs attention to the fact that this paper was first made by the Rolland Co., at St. Jerome, Quebec, in 1882, and that the substance of the paper (selected rags) has remained unchanged for forty years, though the process of manufacture has been improved. It is further pointed out that deeds and other documents recording important matters need to be preserved on paper which will withstand time and usage and that these qualities are possessed by Superfine Linen Record.

St. Thomas Metal Signs, Limited, St. Thomas, Ontario, have purchased the window sash and door mill owned by E. S. Hatch, and will use it in future to make only frames and mouldings for their own use. With another addition which was started on November 17th, the company are gaining a little over 5,000 square feet of additional floor space by this deal.



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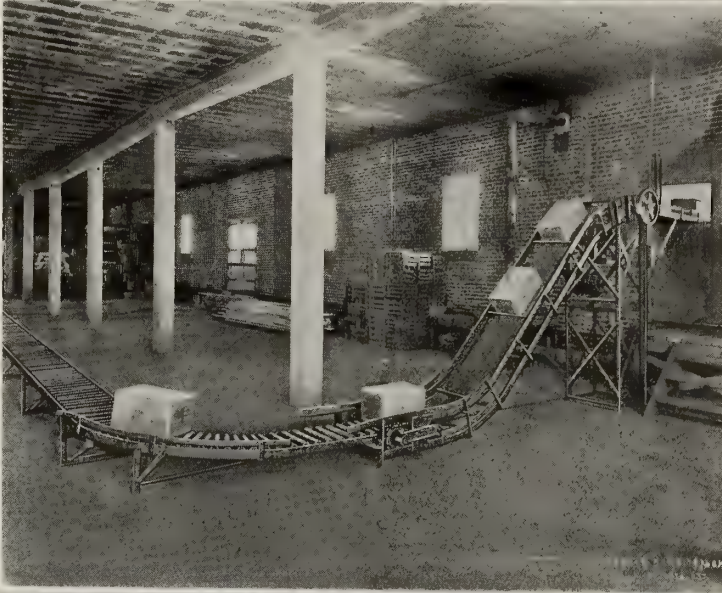
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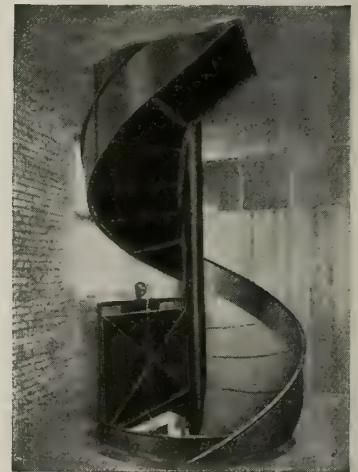
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# Industrial Canada

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The Canadian Manufacturers Association

INCORPORATED

VOL. XXIII

TORONTO, JANUARY, 1923

NO. 9

## The President's New Year's Message to the Membership

I REALIZE since being elected your President, as never before, the great part the C.M.A. plays in our national life. With its 5,000 members, composed of the most active, intelligent and aggressive men in its industrial centres, I am impressed with the responsibility that rests upon the Association when it takes definite action upon any momentous question affecting the welfare of our common country.

The C.M.A. is a truly national organization with its Provincial Divisions and local Branches, and in no sense local or sectional. When it speaks, it speaks for industrial Canada—employers and employees—whose interests are synonymous.

Its constitution and organization closely follow the governmental system of the Dominion, but it is even more democratic, as each member is a member of the house and represents himself or his firm and not a constituency. The Committees, aided by departmental officers (and over 700 men work on these Committees) consider and report on every matter within the sphere of the Committees' activities to the Executive Committee, who in turn pass on it and refer to the Executive Council, its decision and findings being final. The Annual Meeting elects all the Committees and the Council and Officers.

The official salaried staff will compare most favorably with the executives of any big, live commercial or industrial organiza-

tion. *Esprit de corps* abounds, and loyalty is its motto. We stand for a United Canada and the maintenance of the protective principle.

We contend that this is vital to Canadian national life and prosperity.

The next two big questions we are vitally interested in are transportation and taxation. We welcome the announcement of the new President, Sir Henry Thornton, that in the administration of the Canadian National lines politicians must keep their hands off. If he can succeed in this, public ownership probably will succeed; if he cannot, it will fail. We are prepared to pay our just share of taxation—even a little more if necessary—but we are not agreeable to the Government taxing the people white and not reducing expenditures. Taxation should stop at the point where to go further would impair the productivity of the nation, clog business and hamper the free exchange of commodities. The Government should understand that more than this we cannot raise without disaster, and that governments, like all the rest of us, must economize, cut down expenditure and live within their reduced income.

To all our members, to all members of the staff in every part of Canada, I wish good luck, good health, happiness and prosperity in 1923.

J. R. Shaw



# The First Pan-Pacific Commercial Conference

## Report on the Proceedings and Achievements of this Important International Gathering of Business Men

By Thomas Roden

Honorary Treasurer, Canadian Manufacturers Association

**I**N submitting my report on the Pan-Pacific Commercial Conference held in Honolulu, I will limit myself largely to the commercial aspects, although the conference had a considerable bearing on the political and social relationships existing among the peoples in the territories adjoining the Pacific Ocean.

The Conference opened October 27th with a pageant, which might be designated as the trooping of the colors, or more properly expressed, the presentation of the flags of the nations, dominions and states represented, Governor Wallace B. Farrington, receiving them in the name of the Territory of Hawaii, United States.

### Countries Represented

The eighteen countries, States and Dominions were represented as follows:

(1) Australia .....	1
(2) Canada .....	3
(3) China .....	12
(4) Dutch East Indies .....	2
(5) Fiji .....	1
(6) Indo-China .....	2
(7) Japan .....	13
(8) Java .....	1
(9) Korea .....	3
(10) Malay .....	1
(11) Mexico .....	1
(12) New Zealand .....	1
(13) Peru .....	1
(14) Philippines .....	1
(15) Salvador .....	1
(16) Siam .....	1
(17) Siberia .....	1
(18) United States .....	40

There were eighty-six representatives in all, although invitations were extended to one hundred and seven delegates and associate delegates, making a very interesting group of different nationalities. The prominent men among them were: Baron Yasushi Togo, Professor Ishikawa, Dr. Zensaku Sano, Takeo Tanaka, G. Nakayama, and Dr. T. Harada, of Japan; H. Y. Moh, Yun-Chen Pih, Chung-Chu Chao and Arnold Julean, of China; Phya Medha Dhibodi, of Siam; L. Charles, of Indo-China; H. A. van C. Torchiana, of Dutch East Indies; A. M. Chaffey, Dr. Barton Warren Everman, B.S., A.M., Ph.D., LL.D., Henry Blackwood, W. J. Lawlor, Robert Newton Lunch, E. O. McCormick, V. S. McClatchy, Rear Admiral H. J. Ziegemeier, of United States; Mark Young, of Australia; W. F. Kennedy, of New Zealand; F. C. T. O'Hara, Deputy Minister of Trade and Commerce, Canada.

These gentlemen, with their associates, were well qualified to discuss and to study the different matters that were brought up before the convention.

The proceedings started with an address of welcome from the Governor, Honorable W. B. Farrington, followed by the appointment of O. B. McCormick as chairman of the Committee on Rules of Order, Programme and Resolutions.

Papers reviewing the natural resources, mining, forests, fisheries, industrial and agricultural development,



THOMAS RODEN

Appointed by the Canadian Manufacturers Association as their representative at the Conference.

railway and transportation facilities, hydro-electric development and possibilities, etc., were presented by the respective representatives, Australia leading with Canada following and other nations in alphabetical order.

Owing to the limited time at our disposal, the reviews occupied about ten minutes, and were all of a brief character, and naturally touched only upon the outstanding features of these matters. This practically took up the whole of the first day's proceedings.

The programme then continued with the presentation of papers as indicated by the agenda, prominent among which were the following:

A paper was given by Dr. Everman on the conservation, protection and development of the salmon and other fisheries, fur-bearing animals, mammals, etc., of the Pacific Ocean.

Another important paper was given by Mr. McClatchy, supported by Rear

Admiral Ziegemeier, on the extension of wireless and cable facilities.

A paper on free ports and zones by B. Hattori, of Japan.

Regulation of shipping tonnage to and from United States ports given by Captain Hibberd.

Standardization of bills of lading, commercial arbitration, banking, recommending a commission to investigate the resources of the countries bordering on the Pacific, and many other matters affecting the commercial, social and political welfare of these nations. From these and other matters, the following resolutions were considered:—

### Resolutions Considered

*"Resolved:* That this conference commends the calling by the Pan-Pacific Union of a Pan-Pacific Conservation Conference to be held in Honolulu during the summer of 1924."

*"Resolved:* That the Pan-Pacific Union be recommended to ascertain the attitude of the people of all countries bordering on the Pacific toward the organization of a permanent Pan-Pacific Chamber of Commerce in co-operation with all Boards of Trade and Chambers of Commerce in the Pacific lands, and be it further

*"Resolved:* That until this is accomplished, the Pan-Pacific Union be requested to institute a Pan-Pacific Commercial Council with all of the delegates to this Conference as an advisory committee to the Union, in connection with the follow-up work of the conference and in forwarding other projects of commercial interest in the Pacific Area."

*"Resolved:* That this conference commends the efforts of the Pan-Pacific Union to create an exchange of educational films of Pacific peoples and industries between the countries of the Pacific for free exhibition."

*"Resolved:* That this conference express a hope that the Governments of the Pacific will appropriate funds to send delegates to the conferences called by the Pan-Pacific Union and to help defray the expenses of calling these conferences and publishing the proceedings."

*"Resolved:* That this conference express a desire that the Pan-Pacific Union continue its plan for a round-the-Pacific cruise of leading commercial men and others, together with a Pan-Pacific Commercial Museum, and that the governments of the Pacific be urged to support this project."



*"Resolved:* That this conference recommend to the Union that it take steps to bring together, into better acquaintance and co-operative efforts, representatives of universities in Pacific lands offering commercial instruction."

*"Whereas,* the use of opium and its derivatives is one of the greatest deterrents to trade, commerce and industry, be it

*"Resolved:* That this conference goes on record as opposing the export or transportation through the mails or otherwise, from one Pacific country to another Pacific country, of morphine, opium, cocaine, or kindred drugs, except as medical supplies, and urges that each Pacific government make and enforce laws forbidding such export or transmission of drugs."

### Information Bureau

*"Resolved:* That the Pan-Pacific Union be urged to continue its efforts to bring together all of the intelligence and information bureaus of Pacific lands into the organization of a Pan-Pacific Information Bureau that may have branches in the larger cities in each Pacific land where accurate and authentic information may be secured concerning each country of the Pacific, any Pacific or foreign city holding an exhibit or exposition."

*"Resolved:* That the Pan-Pacific Union urge through the proper channels that every Pacific land interest itself in the creation and maintenance of local Pan-Pacific Commercial Museums that will give its people a knowledge of the commodities and industries of the entire Pacific area."

*"Resolved:* That it would be for the best interests of commerce in the Pacific if the Pacific countries would adopt a uniform decimal currency."

### Means of Communication

*"Whereas:* Present facilities for Trans-Pacific communication, both for commercial and news purposes, are entirely inadequate, and immediate and great improvement therein must be made if the nations of the Pacific are to acquire that knowledge of, and that confidence in, each other without which there can be no permanent peace and no growth of mutually satisfactory commercial relations, and

*"Whereas:* such knowledge of one another can come only through a daily information service consisting in large part of an interchange of adequate and accurate news reports, and

*"Whereas:* such reports, to enjoy fullest confidence, should be gathered by independent agencies, should be self-supporting and free from government control or censorship, and

*"Whereas:* Reports of this character cannot be established and maintained in the absence of a low word rate for transmission, and would lose much of their value if delayed, and

*"Whereas:* Although certain projects for increase of present cable facilities are contemplated and some may become actualities within a few years, radio of-

fers, for the present and immediate future, the only practical and certain means for adequate increase of existing communication facilities across the Pacific; and no general system of inter-communication across this ocean by radio can be established without use, to more or less extent, of government owned or controlled stations; and

## The Pan-Pacific Union

Is an organization representing Governments of Pacific lands, with which are affiliated Chambers of Commerce and kindred bodies, working for the advancement of Pacific States and Communities, and for a greater co-operation among and between the people of all races in Pacific lands. Its central office is in Honolulu at the ocean crossroads.

The Pan-Pacific Union is incorporated with an International Board of Trustees, representing every race and nation of the Pacific.

The trustees may be added to or replaced by appointed representatives of the different countries co-operating in the Pan-Pacific Union. The following are the main objects set forth in the charter of the Pan-Pacific Union:

1. To call in conference delegates from all Pacific peoples for the purpose of discussing and furthering the interests common to Pacific nations.

2. To maintain in Hawaii and other Pacific lands bureaus of information and education concerning matters of interest to the people of the Pacific, and to disseminate to the world information of every kind of progress and opportunity in Pacific lands, and to promote the comfort and interests of all visitors.

3. To aid and assist those in all Pacific communities to better understand each other, and to work together for the furtherance of the best interests of the land of their adoption, and, through them, to spread abroad about the Pacific the friendly spirit of inter-racial co-operation.

4. To assist and to aid the different races in lands of the Pacific to co-operate in local fairs, to raise produce, and to create home manufactured goods.

5. To own real estate, erect buildings needed for housing exhibits; provided and maintained by the respective local committees.

6. To maintain a Pan-Pacific Commercial Museum, and Art Gallery.

7. To create dioramas, gather exhibits, books and other Pan-Pacific material of educational or instructive value.

8. To promote and conduct a Pan-Pacific Exposition of the handicrafts of the Pacific peoples, of their works of art, and scenic dioramas of the most beautiful bits of Pacific lands, or illustrating great Pacific industries.

9. To establish and maintain a permanent college and "clearing house" of information (printed and otherwise) concerning the lands, commerce, peoples, and trade opportunities in countries of the Pacific, creating libraries of commercial knowledge, and training men in this commercial knowledge of Pacific lands.

10. To secure the co-operation and support of Federal and State governments, chambers of commerce, city governments, and of individuals.

11. To enlist for this work of publicity in behalf of Alaska, the Territory of Hawaii, and the Philippines, Federal aid and financial support, as well as similar co-operation and support from all Pacific governments.

12. To bring all nations and peoples about the Pacific Ocean into closer friendly and commercial contact and relationship.

*"Whereas:* Inter-communication by radio for commercial and news purposes can be established now among the nations on the Pacific if those nations will co-operate in using existing facilities for their mutual benefit, and

*"Whereas:* the methods followed by Great Britain and the United States for establishing and maintaining news communications with the dominions and dependencies and territories by providing the necessary facilities at an extremely low word rate would, if adopted by the nations of the Pacific in co-operation, secure a system of inter-communication with each other fully as satisfactory;

*"Now Therefore, be it Resolved:* By the Commercial Conference of the Pan-Pacific Union, that the governments of the respective countries bordering on the Pacific be urged to use radio facilities and other means of communication, in co-operation with each other or with other agencies, to provide means of inter-communication for the public, whenever and wherever such services cannot be obtained through privately operated agencies, to accomplish the following purposes: (1) the transmission of commercial messages at the usual commercial rates, (2) the transmission of news messages promptly and at the low rates necessary for establishing of regular news reports."

### Conservation of Resources

*"Whereas:* it is known that many valuable species of marine mammals, such as fur seal, sea otters, elephant seals and whale, and many species of important food fishes, such as salmon and halibut, formerly occurred in the Pacific in such vast numbers as to constitute the objects of fisheries whose annual products were worth more than one hundred million dollars, and

*"Whereas:* Nearly all of those great natural resources have been seriously depleted, many of them even to commercial extinction, through greed and short-sightedness and ill-considered fishery methods, and

*"Whereas:* it is known that small remnants of fur-seal and sea-otter herds and small numbers of whales and of other commercially valuable species still remain in certain places, and

*"Whereas:* The rapid recovery of the Alaska fur-seal herd in the short period of ten years from complete commercial ruin to an annual production of more than one million five hundred thousand dollars, as a result of the international fur-seal treaty of 1911, demonstrates conclusively the wonderful recuperative power of such depleted natural resources of the sea under international co-operation, and justifies the belief that other depleted fisheries can be rehabilitated through similar co-operation among the nations concerned and,

*"Whereas:* It is conservatively estimated that these resources when rehabilitated will yield to the world a regular annual product of more than one-half billion dollars in value, therefore be it

*"Resolved:* That the Pan-Pacific Commercial Conference strongly recommends that the various countries bordering on, or interested in, the Pacific take such



steps as may be necessary to bring about an International Treaty for the restoration of the vanishing resources of the Pacific to their former abundance, that they may be maintained for all time as the objects of great commercial fisheries of which they are easily capable, and be it further

*"Resolved:* That this Commercial Conference, recommends that the governments of the countries bordering on the Pacific enter into correspondence for the purpose of establishing an International Commission for the scientific study of the biology, physics and chemistry of the Pacific in the interest of the restoration, proper utilization and conservation of its vanishing natural resources."

### Transportation

*"Whereas:* One of the most important problems facing the commercial world to-day is that of over-sea transportation, owing to the great economic waste now existing by reason of the unnecessary duplication of steamship services, and

*"Whereas:* The costs to all commercial interests concerned are needlessly increased by reason of such wasteful duplication, and

*"Whereas:* By intelligent conservation of shipping resources, the trade of the Pacific, in common with the rest of the world, could be greatly enhanced, therefore

*"This conference is of the opinion that the nations adjoining the Pacific should hold an international conference consisting of representatives of the shipping and trading interests of Pacific lands for the purpose of studying the question of the conservation of shipping on the Pacific Ocean, with a view, if possible, to reducing the serious economic waste in ocean tonnage now existing.*

*"To this end, this conference respectfully suggests that all the Governments interested should be invited by the Pan-Pacific Union to send representatives to an international conference to be held in the near future."*

*"Resolved:* That the delegation appoint or secure the appointment of some fitting person to correspond with the Pan-Pacific Union and the other members of this committee, that the work necessary to carry the wishes of this Conference into effect be vigorously prosecuted and concluded."

### Use of Motion Pictures

*"Whereas:* The cinema industry of the world has become a powerful agency for the distribution of information in foreign lands, and

*"Whereas:* The visual instruction as to conditions existing in such foreign lands may, when not properly controlled and censored, become a great source of misinformation, breeding disrespect and contempt for conditions misrepresented; and

*"Whereas:* In the past untold harm has already been done by the distribution of pictures of a lurid and sensational nature, often viciously misrepresenting existing conditions;

*"Now Therefore be it Resolved:* That the Pan-Pacific Commercial Conference strongly recommends that a proper control be exercised, either private or of-

ficial, prohibiting the sending of baneful pictures abroad."

*"Resolved:* That the delegation from each Pacific Country be requested to appoint or secure the appointment of some fitting person to correspond with the Pan-Pacific Union and the other members of this committee, that the work necessary to carry the wishes of this conference into effect be vigorously prosecuted and concluded."

### Consider Recommendations

*"Resolved:* That pending the organization of the Pan-Pacific Commercial Council, the delegates to the Commercial Conference of the Pan-Pacific Union be pledged to present at once to their respective governments for consideration the recommendations of the conference as to communication and other matters, the accomplishment of which may be promoted by such immediate action."

*"Whereas:* The periodic flooding of that portion of the East Central Plain

## Canada's Representatives

The following were the representatives of Canada at the First Pan-Pacific Commercial Conference, held at Honolulu, Hawaii, Oct. 25 to Nov. 8, 1922:—

F. C. T. O'HARA, Deputy Minister of Trade and Commerce, appointed by the Dominion Government.

THOMAS RODEN, Honorary Treasurer and member of the Executive Council, Canadian Manufacturers' Association, appointed by the Association.

of China, known as the Hwai Valley, which constitutes a most important section of this great grain producing area, causes losses in food stuffs every six or seven years, amounting to ten million tons or more; serious loss of life, both human and domestic animal; famine with its attending ills;

*"Whereas:* By the proposed Hwai Valley Drainage Project the above losses could not only be obviated, but large areas added to the cultivable area of this valley;

*"Whereas:* The reclamation of this land and the prevention of famine in this area would appreciably reduce the cost of living in East China, consequently reducing the cost of raw materials generally, increase China's purchasing power, and stimulate both imports and exports; and

*"Whereas:* We believe this project is one of the first and most important steps to be taken in the prevention of world rice shortage; therefore be it

*"Resolved:* That the Pan-Pacific Commercial Conference, now assembled in Honolulu, heartily endorse the vital importance of the Hwai Valley Conservancy Project, in relation to the conserving and developing of the enormous potential food supplies of China, with their bearing on the rice situation, and

would invite the attention of all Governments interested in Pacific problems to the importance of encouraging and supporting this project; be it further

*"Resolved:* That a copy of this resolution be addressed to the Governments aforementioned, the American Red Cross Society, the International Banking Consortium, and any other organizations or associations that may be interested in this proposition."

*"Whereas:* Cotton manufacturing has recently become one of the most important industries in China, and

*"Whereas:* The requirements of this industry have necessitated the importation of enormous quantities of American cotton, and

*"Whereas:* No inexpensive and easy method exists for settling ordinary differences of opinion regarding quality that may arise between buyer and seller; now, therefore, be it

*"Resolved:* That this Conference commends the plan of its Chinese Delegation to procure the services of an independent American cotton expert to be stationed at Shanghai, and to procure his acceptance by commercial interests as a final arbitrator in the event of dispute arising with regard to standard of American cotton importations."

### Appointment of Commission

*"Resolved:* That the appointment of a Pan-Pacific Economic Commission be recommended to the various governments of the countries adjoining the Pacific Ocean, for the purpose of visiting such of the countries as may desire to participate in the said commission, with a view to making a survey of their industrial resources, trade legislation, transportation facilities, means of communication, and such other subjects of a common nature as the commission may thereafter decide.

*"That a General Secretary and requisite staff be appointed by the Pan-Pacific Union, for the purpose of centralizing the work of organization and the collection and publication of the reports of the Commission."*

*"Whereas:* The increasing foreign trade of Korea with Pacific countries necessitates a direct steamship line between Korea and Pacific coasts, be it

*"Resolved:* That the Pan-Pacific Commercial Conference urge, through proper channels, all the Pacific steamship companies to investigate the possible project of undertaking passenger and freight services from their respective countries to Korean ports, with a view to encourage Pacific commercial interest."

### Only Opinions Expressed

It must be observed that the resolutions herein presented only express the opinions of the conference and are not binding on any nations, even though their representatives offered the same, but are presented in the form of recommendation for consideration by the various Governments, Boards of Trade, Chambers of Commerce, Manufacturers' Associations, etc., to be extended or modified as needs may demand.



The opinion of my confrères and myself was that they could be interpreted as forming a basis for discussion by those bodies, and as such I am hopeful that our Association will analyze their respective features, and refer them to the proper committees to study their import and relationship to the group trades which they affect, or to the general welfare of the country.

### Advantages Gained

One might ask what advantage we gained from the conference. In a definite way, none of the issues were dealt with, but apart from the intimate relations formed between the different representatives, there was the general feeling that we opened channels of communication, affording links of relationship that will bring about more sympathetic and direct consideration of problems, which we in common with other countries might be interested in. We learned the problems, aspirations, and attitude of mind of the Orient. We learned that the Orient is rapidly adopting occidental standards of living, and is increasing its industrial development.

Japan has a population of seventy-seven million, increasing at the rate of one million per year, and is finding tremendous difficulties in meeting the changed standards of living conditions demanded by her people, necessitating outlets for her population and opportunities for commercial expansion.

China is maintaining two thousand students, the pick of her intellectual resources, in the universities of the

United States and Great Britain, studying industry, science, and other branches of knowledge. Indo-China, Siam, Dutch East Indies, and Java are all in the state of flux, and will be open for exchange of their products, which are largely agricultural or mineral resources for our industrial products.

Mexico has exports of fifty million dollars' worth more than she imports. She is a country of great natural resources; she has few industries, and wants to change her natural resources for industrial products. Her business is large and, if studied individually, not collectively, has great potential opportunities for consumption of our industrial products.

### Anxious to Make Progress

All of these people are anxious to get together to see how they can improve communications, transportation, conservation and trade relationships with one another, in order to give to posterity happier and more prosperous conditions than we are now enjoying.

I feel that I would not be doing justice to Canada if I did not pay a tribute to Mr. F. C. T. O'Hara, Deputy Minister of Trade and Commerce, whose counsel and advice on matters pertaining to the work of the conference was very highly appreciated.

In my report to the conference, I made note of the fact that one of the problems facing our country is the lack of knowledge of the Oriental languages. This, I found, was the common experience, with not only representatives of the United

States, but other representatives at the conference. Out of this discussion arose the recommendation in resolution number seven, which recommends an exchange of professors from the different Universities of Japan and China in particular, although no doubt this should be extended to cover other countries and States. The very definite plans carried out by China, Japan and Siam, with regard to government assistance to their students in foreign countries, is one that our Government and universities should take careful note of, and endeavor to equip our university students of high quality with equal opportunities. In the minds of the Japanese and Chinese this is very important, and I think we should view it in the same way. Politically, the importance of the conference had much significance. Each country seemed to be striving to acquaint herself with the problems of the other, and endeavoring to see in what way the most advanced forms of Government and matters of administration could be introduced to their respective countries. All were earnest for the general welfare of commerce, industry and better government; all were sympathetic with the problems of other countries, and anxious and willing to interchange ideas and plans for general betterment.

### Should Benefit Canada

I am, therefore, confident that if the resolutions are studied in a practical way, much benefit should be derived by the commercial interests of Canada and the Empire.

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## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



### IMPORTANT AMERICAN INTERESTS TAKE OVER CANADIAN PLANT

One of the notable industrial events of the year was the entrance of the American Brass Company into Canada. Above is shown part of the plant formerly occupied by Brown's Copper and Brass Rolling Mills, Limited, New Toronto, in which the American interests have established themselves. A Canadian corporation was formed under the name of Anaconda American Brass Limited, with capital of \$1,000,000, stock in which is owned entirely by the American Brass Co., and the business of Brown's Copper and American Brass Rolling Mills, Limited, was acquired on August 10.



# The 1922 Session of the B.C. Legislature

## Eight-Hour Day Bill Again Defeated—Some Changes in Workmen's Compensation Act—Other Matters of Interest to Manufacturers

Reviewed for *Industrial Canada*

**D**URING the session of the British Columbia Legislature just closed, little business was transacted having a direct bearing upon the industrial life of the Province. However, a few exceptions lent interest to an otherwise dull legislative programme.

The eight-hour bill, introduced for the third consecutive time by an independent member of the House, was defeated only after a close fight. The bill aimed to cut the hours of labor in certain industries to eight in any twenty-four. It was defeated by a vote of twenty-two to eighteen. On two previous occasions the bill was thrown out by large majorities.

### The Eight-Hour Day

Premier Oliver voiced the sentiments of the Government in a speech which pointed out that industrial activity and maximum production were essential to commercial prosperity in British Columbia. These were impossible, he warned, if industry was forced to adopt an eight-hour day when neighboring Provinces and States were operating industries where the workers were putting in longer hours.

On the whole, the result of the bill's defeat promises temporary industrial stability and many enterprises will continue which otherwise might have been expected to suspend operations. The Government has implied that it will support the eight-hour legislation when other Provinces do likewise.

### Workmen's Compensation

Several amendments to the Workmen's Compensation Act were passed. One provides for an increase to injured workmen of seven and a half per cent. Under the new scale they will receive sixty-two and a half per cent. of their wages while off duty, instead of fifty-five per cent. as at present. Another amendment increases the burial allowance from \$75 to \$100.

A determined effort was made by labor and independent members to have the rate of compensation fixed at sixty-six and two-thirds per cent. and the burial allowance increased to \$150. These were defeated, but the minister of labor, Hon. A. M. Manson, consented to the inclusion of "sulphur-poisoning" in the list of diseases covered by compensation. He also promised to consider ways and means of bringing longshoremen working in outlying ports under the Act.

In future more power will be vested in the Workmen's Compensation Board with regard to medical attention, and

no fees may be charged greater than those which would ordinarily be charged the workman if he were paying the doctor's bill.

### The Liquor Question

Always of paramount interest to the public is the liquor question, and several important amendments were put

### Greetings from Chairman of B.C. Division.

On behalf of the British Columbia Division of the Association, I wish to extend the most cordial wishes to our fellow manufacturers in other parts of Canada for a happy and prosperous New Year. It has been particularly gratifying to us in the year just closed to have had visits from various prominent members and officials of the Association and we trust that we may have an increased number of such visits during the coming year, as we believe that it is in the direct interest of our Eastern friends, now as never before, to keep themselves posted to the fullest possible extent on developments on this coast. We on our part will, as in the past, continue to extend the fullest measure of co-operation in discharging the duty which rests upon all of us to maintain Canada in the position she occupies to-day as one of the most prosperous and contented sections of the world.

F. E. BURKE.

through the Legislature in this connection. Formerly, annual permits were issued for five dollars, covering the purchase of all kinds of hard and soft liquors. Individual permits were sold for 50 cents, and foreign permits for five dollars. The latter two have been done away with and in future all purchasers of liquor from the government stores will be obliged to purchase permits at two dollars.

Balked in its endeavor to secure control of importation, the British Columbia Government has passed a resolution again calling upon the Federal Government to grant this right to the Province. A similar resolution was passed last session and forwarded to Ottawa.

This resulted in legislation being put through the House of Commons giving British Columbia complete control of importation and sale of liquor, but it was thrown out by the Senate. Another effort along the same lines will be made when the Federal House assembles.

An amendment to the Act provides for the increasing of export warehouse licenses from \$3,000 to \$10,000. This, the attorney-general expects, will go a long way towards eliminating the export warehouse, which has been held responsible for a large part of the bootlegging done in the Province.

Despite the efforts of moderationists and hotelman, no change was made in the method of handling beer. In future, as in the past, beer, ale, stout and wines, may be purchased only direct from the government stores in bottles.

Stiffer penalties have been provided for the illicit dealer in beer. Formerly the punishment was optional with the judge or magistrate, but in future the law-breaker will be sent to jail.

### Colonization Policy

Industrial development in British Columbia promises to receive increased impetus through the adoption of a definite colonization policy by the Government. Preparations are being made for the securing of a large number of new citizens, to be placed chiefly upon the vacant lands of the Province.

Following the visit of Hon. T. D. Pattullo, minister of lands, to Great Britain, came the announcement that arrangements had been made with the Imperial Government to send selected settlers to British Columbia on a "fifty-fifty" basis. Large tracts of splendid agricultural lands will be populated and this will directly affect every manufacturer and retailer in the country.

### Protection of Timber

The lumbering industry will be aided materially through amendments to the Forest Act, which provide for fuller protection for timbered areas. One rather drastic change makes smoking practically prohibited in the woods, while another calls upon the average citizen to report fires and assist in every way possible to cope with the fire hazard.

Amendments to the various mineral acts promise a revival of interest in this basic industry, and on the whole the Pacific Province faces an era of industrial development and commercial prosperity, largely due to the protective measures of the Government and the assistance being offered in every branch of industry.



# Manufacturing Industry in Canada on Threshold of Better Conditions

**Manufacturers in Many Departments of Industry find Reason for Hopefulness in the Outlook for the New Year—Some Progress Made in 1922 Towards More Normal Operations—Basic Conditions Sound and Becoming Stabilized, Resulting in Greater Confidence Among Merchants and the Buying Public.**

## Our 1922 Review

**C**ONTRASTING the reports received by INDUSTRIAL CANADA from manufacturers in all lines of industry in Canada during the closing days of 1921, with similar reports received at the end of 1922, it is evident that a better tone pervades Canadian industry at the opening of 1923 than was found a year ago. The 1921 reports told of a year of depression, with few bright spots to lighten the darkness. They were, in the main, hopeful, but in many cases it was admitted that the turn for the better could not be expected until the fall. The 1922 reports, on the other hand, have certain substantial accomplishments to record and, while some industries have not yet experienced much or any improvement in business, there is no doubt that the majority of industries have made progress in the direction of more normal conditions.

### Raw Materials Rising

Surveying the situation as a whole, certain features appear to have been fairly common to all industries. The raw material markets, for instance, have nearly all moved through the same phases. Roughly speaking, the first half of the year, following the worst of the deflation period, found them easy, with plentiful supplies and a distinctly lower price tendency. Then during the second half of the year, as demand increased, prices tended to advance and at the end of the year there was marked firmness all along the line. Some materials were still in good supply but others were giving evidence of scarcity. The probable explanation is that during the depression, with large stocks accumulated, production was greatly reduced. Stocks were gradually worked off and production was not resumed until the margin had been lowered to a point at which the market reacted quickly to the increasing demand.

A feature of the year in the raw material market was the shortage of coal, resulting from the protracted strike in the United States, and the delay in deliveries occasioned by the railway strike. Canadian manufacturers do not appear to have suffered seriously from either condition, though

there is no doubt that considerable inconvenience was caused and abnormal prices were paid for coal.

### Effect of Dumping

During the winter of 1920 and throughout the year of 1921, many thousands of industrial workers were out of employment because other countries, undergoing trade depression, dumped immense quantities of goods regardless of production cost into Canada. As conditions improved in these countries, dumping began to diminish, and unemployment in Canada simultaneously decreased. More people were taken on the factory pay rolls, and during the last half of this year the unemployment situation improved greatly, although dumping in certain lines is still going on and causing unemployment of the workers engaged in these industries.

The reports indicate that on the whole, wage scales remain practically unchanged from 1921. As regards the efficiency of labor, manufacturers are almost a unit in reporting improvement, though it would appear that efficiency is not back to the pre-war level yet. Unskilled labor, except in certain districts and at certain seasons, was in good supply, but there is no large surplus of skilled labor, and some reports express fear that if business improves rapidly in 1923, there may be a shortage, particularly in the building trades.

### Confidence Being Restored

In reporting on operating conditions, some industries say that orders have been insufficient to permit of economical operation of plants. It is also the case that the practice on the part of merchants of buying only in small lots and for immediate requirements has meant added expense in production and handling, which does not permit manufacturers to take advantage of the economies of mass production and thus reduce costs. The latter condition is righting itself, though slowly. Firmness in the raw material markets, the stabilization of wages and the gradual increase in consumer demand is reacting on in-

dustry and is restoring confidence among merchants, so that more and larger placing orders are being given.

The reports complain of the very heavy taxation imposed on manufacturers by the Dominion, Provincial and Municipal Governments, which raises costs of production and discourages the investment of capital in manufacturing. There is a strong demand evident for economy in public expenditures. The reports also stress the importance of urging for a more aggressive immigration policy, which will bring more people to Canada.

### Markets are Improving

In the first half of the year the market for manufactured goods remained dull and uncertain. It began to show signs of life following the revival of business in the United States and the indication that crops in Canada would be plentiful. During the fall, in many lines of industry, substantial business was done and as the year closed, orders were being received in fair volume for spring delivery. Notwithstanding low prices, the big crop put much money into circulation and brought funds into Canada, exerting a beneficial influence on business in general, which will be felt more fully later.

Exports, though the total value has declined with deflation of prices, have been well maintained in volume, and this situation reflects very favorably on the energy of exporters and the quality of their products. This is the general export situation, although the export market of some industries has been temporarily restricted.

### Worst of Depression Over

The consensus of opinion expressed in these reports from manufacturers throughout Canada is that the worst of the depression is over, that a definite recovery of industry has already begun and will continue in spite of temporary reverses and that conditions in all departments of national activity are showing a steady improvement.



# LUMBER

## Improving Domestic and Export Demand Makes Manufacturers Look Hopefully Towards the Coming Year

**L**UMBERMEN are unanimous in the opinion that 1923 is going to be a good year for their industry. Stocks in the hands of dealers are now low and a great demand is springing up on account of the new building either contemplated or actually in progress. Prices are rising and the upward move is expected to continue.

From New Brunswick comes the news of increased wood operations. In all sections of the province the original estimates of cuts are being exceeded and the total cut will be much larger than was earlier anticipated.

The only export market of importance during the past year was the United

States. The Japanese demand, which formerly was very important to the British Columbia mills, fell off to practically nothing during the year. In Africa, the United Kingdom, Australia and New Zealand, Canadian lumber has to compete with lumber from the Baltic countries, and in all markets with lumber from the United States.

There was good employment in the industry during 1922 and ample labor supply during the first half of the year. Towards the end of the year labor was harder to get and a tendency to wage increases is now being manifested. An improvement in efficiency and willingness to work was a gratifying feature of the labor situation.

### What Manufacturers Report

**Angus McLean**, President, Bathurst Company, Limited, Bathurst, New Brunswick.

"Business for 1923 should be better, but we cannot see how manufacturers in the Maritime Provinces can ever prosper while the cost of transportation remains so dear. It simply means that your raw material becomes too expensive and when your goods are manufactured it costs too much to get them to market. These high railway rates are nullifying all our efforts, making our cheap labor costs and better efficiency of no effect.

"Our domestic markets have consumed very little lumber this year and practically the only export market buying and paying a fair price for lumber was the United States. What lumber was supplied to the British and Continental market was sold under the cost of production. Prices are now improving and are again on a basis where some small profit can be obtained.

"Steam coal has been scarce and high priced owing to strikes. Supply and quality of raw materials greatly improved and prices were generally lower. Recently there have been a number of increases owing to advanced wages.

"There was a surplus of labor during the first six months of 1922, but for the past four months there has been a shortage both in saw mills and wood work. The efficiency has greatly improved since 1920, but the present tendency is towards an increase in wages."

**W. C. Carter**, The Fesserton Timber Company, Limited, Toronto and Fesserton, Ontario.

"We look forward to 1923 being a very good year on account of the general improvement of business in the United States which always has its effect on Canadian conditions. The market this year has been much better, both in Canada and the United States, and has shown a decided improvement since the middle of the year. Prices

have shown advances in some lines, and stiffened up in others.

"The stock of logs taken out last winter was not as large as usual on account of there being quite heavy stocks of lumber on hand. Labor was quite plentiful during the early part of the year, but these last few months we have not been getting such a good supply. We are getting a better class of men than we could a couple of years ago."

**W. B. Snowball**, President, J. B. Snowball Company, Limited, Chatham, New Brunswick.

"Present conditions indicate that 1923 will be a considerable improvement over 1922, and while we do not expect to see business back to normal, still if care is taken by those in manufacturing industries not to over-stock the markets, we should be well on the road to normal conditions by the fall of 1923.

"For the past year lumbermen have been largely employed in cleaning up old stocks of deals that they got out at the high costs and in manufacturing logs got out at the peak prices into sawn lumber. In many instances they have been working off the Admiralty stocks that they have been able to repurchase. The small quantity of logs got out last year were produced apart from stumpage at about the same price as before the war but the stumpage charged by the local government was three times the 1915 rate.

"The demand in Montreal and Ontario was the best it has been for many years. Prices at the first of the year were low owing to the dumping of Admiralty deals on the market at low prices. The American market paid better prices and these continued to advance until, by September, the price had risen fully five dollars a thousand. We look for strong business in the New England and Ontario markets by next spring and also in the British market. The general trend of prices is upward and while the price is not sufficient to leave a profit-

able margin at to-day's cost, there is every evidence of a further advance between now and May, 1923.

"In 1922 we had ample labor and wages ranged about thirty per cent above those of 1915. There was also a marked improvement in efficiency. The men seemed more interested in their work and anxious to retain their positions."

**Charles Burrill**, Manager and Secretary, The Burrill Lumber Company, Three Rivers, Quebec.

"If there is no change the outlook for 1923 looks good, as stocks are low and so many logs being put into pulp will surely have a tendency to keep prices up. Markets seem to have improved during the latter part of the season, and prices have stiffened quite a little.

"The supply of raw materials has been fair, but lately has been harder to get, while prices have stiffened to some extent. The trend of wages is lower for common labor, but carpenters still receive the same as last year.

"The greatest trouble we find is people cutting prices to obtain contracts, regardless of the inevitable consequences."

**J. O. Cameron**, President, Cameron Lumber Company, Limited, Victoria.

"The prospects for a large business were never better and I am confident that the production of lumber in British Columbia during 1923 will exceed that of any previous year. It may be that the large business will result in no substantial profit to the manufacturers, but it will result, as has been the case in 1922, in substantial benefit to the country as a whole. During the last three months about 19,000,000 feet of lumber has been shipped monthly by water to the Atlantic coast of the United States. This market has recently come into existence and is growing rapidly. However, if the reciprocal tariff should be imposed by the United States, as has already been done in relation to cement, that market will automatically close.

"The demand for our product has been good during the year, but there has been no time when the supply has run short of the demand, and to do business, we have had to meet the prices of Washington and Oregon mills. Without the United States market, which takes fully forty per cent. of our products, the British Columbia mills would not have been able to operate more than to half capacity. The Japanese demand has slumped to almost nothing since May.

"Prices have been moving up during the last three months. The various taxes create such heavy overhead that it seems impossible to obtain a sufficient price for our products to make the income equal to the outgo."



# MINING INDUSTRY

Reviewed by Wyatt Malcolm,  
Geological Survey, Ottawa

**T**HERE is a promising outlook for the mining industry of Canada. 1922 has been a year of prosperity for a number of the most important mining camps and there are prospects for greater production in 1923. The industry was dealt a serious blow by the business slump of 1920. Mining camps, however, that were hardest hit are recovering, and though it may be many years before some of these reach the production they made during the war, they will gradually take on increased activity.

A stimulating factor in the industry is the availability of new capital for investment in mining enterprises due in part to the smaller number of opportunities for investment in other industries. A willingness is also shown by the mining companies of Canada to take up options and test new discoveries, an indication of their confidence in the mineral possibilities of the country.

## Gold Production Increases

Gold mining is one branch of the industry that made advances on account of the readiness of financial corporations, capitalists, and mining companies to take a chance in this sort of speculative investment. There was intensive prospecting in some of the most promising areas; considerable money was spent in testing a number of the best prospects; new mines were opened; and the mining and milling capacities of operating companies were increased. The Salmon River district at the head of Portland canal, British Columbia, has recently been given a prominent position as a gold-silver camp through the handsome dividends that the Premier mine is paying the stockholders. Other points in British Columbia have also been scenes of activity. Considerable work was done during the year on certain prospects in northern Manitoba. These, however, have not proved as well mineralized as it was hoped. Operations have been extended considerably in Ontario, and this Province now holds a very enviable position among the gold producing states and countries of the world. There has been active prospecting; development work on new discoveries has been undertaken; mines that were closed down many years ago have been reopened with the belief that they can be operated with profit under the mining and milling conditions of to-day, and the capacities of the most productive mines have been increased. The production of gold in Ontario for 1922 will amount to about \$20,000,000, a figure far in excess of that for 1921. Prospectors have been devoting considerable attention to western Quebec into which geological formations similar to those of the goldfields of Ontario extend. A number of auriferous deposits have been discovered, a great

many claims have been staked, and development work is being undertaken.

## Expansion in Copper Mining

British Columbia is the most important copper producing Province. There are two very encouraging features in the copper industry of this Province: first, the Granby Consolidated Mining and Smelting Company, which is at present by far the greatest producer, has succeeded in making a very considerable reduction in the cost of production; second, the Britannia Mining and Smelting Company is making good progress with the construction of its new concentrating plant, and as soon as this is completed will resume mining operations on a large scale. The copper output of Ontario comes from the nickel-copper ores of Sudbury and is dependent in large measure on the nickel market.

The Sullivan mine of south-eastern British Columbia continues to make a very large output of lead and zinc ores which are shipped to the metallurgical plant at Trail for treatment. This is one of the largest lead and zinc mines of the world. Smaller quantities of lead come from other mining centres. The mine at Galletta, Ontario, is a steady producer.

## Silver Mining

The extent of the operations at Cobalt, which is still the most important silver mining camp of Canada, is dependent on the silver market. Somewhat higher

prices prevailing during a part of the year resulted in increasing operations. The recent fall in the market, however, will no doubt have a discouraging effect. The mines of Mayo, Yukon, yield highly argentiferous galena and operations were continued during 1922.

The nickel and asbestos mining industries were probably harder hit than any others in Canada by the recent business depression. With the gradual return to normal conditions and the increase in the buying powers of Europe there will be a recovery.

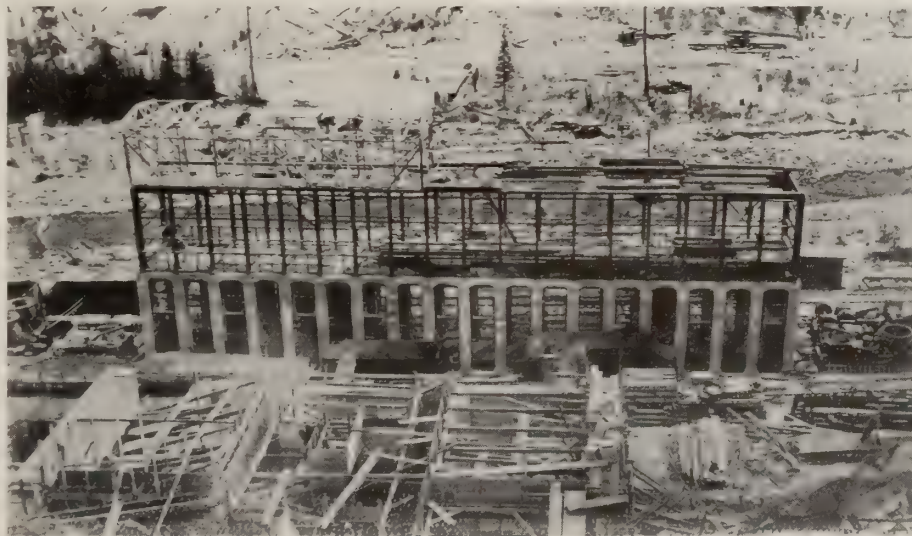
## Nickel Output Discouraging

Figures of nickel production from 1918 to the last of June, 1922, are very discouraging. During the last half of the year, however, business has been picking up. The surplus stock has evidently been wiped out and there is an increased demand for this metal. Mining operations are, consequently, showing greater activity. Much enterprise has been shown in research work directed towards the wider application of nickel and monel metal in the arts and industries. This has happily met with considerable success.

Boring for petroleum has been continued in Western Canada, but with no marked degree of success. The discovery well below Norman in the MacKenzie basin was deepened and its capacity thereby increased. On account of the discovery of oil in Montana in commercial quantities near the international

*(Continued on page 116).*

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW CONCENTRATOR BEING ERECTED IN THE KOOTENAY

The illustration shows progress of work on one of the buildings being erected at Kimberley, B.C., by the Consolidated Mining & Smelting Co. of Canada, Limited, for the concentration of ores from the famous Sullivan Mine. The plant will have a capacity of 1,500 tons per day and will be the largest concentrator in the Kootenay, with the exception of the Company's plant at Trail, B.C. It will be ready for operation early this year, with the latest equipment.



# METALLURGICAL INDUSTRY

Reviewed By W. B. Timm, Mines Branch, Department of Mines, Ottawa

**A** PART from the resumption of operations by many mining companies, the increased capacity of gold milling plants by new extensions and additions to existing mills, and the replacing by new and improved concentrators those destroyed by fire, there has been little progress made in the establishment of new works. The metallurgical plants established during the war period have, for the most part, been sufficient to take care of production.

The outstanding features of the metal production in Canada for 1922 are the increases in the production of silver, gold, lead, cobalt, and zinc. On the other hand, iron, steel, copper and nickel have shown decreases.

## Iron and Steel

There was no production of iron ore in Canada during 1922. A small amount of about 1,000 tons was shipped from stock by Moose Mountain Limited, Sellwood, Ont. The other former large producer, the Magpie Mines, of the Algoma Steel Corporation, was idle. The production of pig iron and steel was below that of 1921. The Algoma Steel Company, Sault Ste. Marie, Ont., had, for the greater part of the time, only one furnace in blast, and the same is true of the Dominion Iron and Steel Company at Sydney, N.S. Conditions show improvement, as the Sydney Company has been able to operate three furnaces during the latter part of the year. The Steel Company of Canada, Hamilton, Ont., operated one stack.

The operations of the Mesabi Iron Company, at Babbitt, Minnesota, are being watched with much interest, as on the success of this company to benefitate their low grade taconite deposits will depend to a large extent the establishment of an iron industry in Canada independent of a foreign supply of ore. Research is being conducted on the treatment of pyrrhotite ores for the production of electrolytic iron. Canada has vast quantities of such ores, and should a process be found practicable, it would assist materially in the development of our iron resources.

## Copper

The production of copper will be about 75% that of the previous year. This falling off is due to the fact that copper is no longer in demand in large quantities for ammunition purposes, and new uses have to be found for the metal. The average price for the year was approximately 13 cents, an increase of one-half cent over that of last year. The Granby Consolidated Mining, Smelting, and Power Company, at Anyox, B. C., was the principal producer. This company is contemplating the building of a large concentrator to treat its lower

grade ores. The mill of the Britannia Mining and Smelting Company, at Britannia Bay, B. C., burnt down during the preceding year, is being rebuilt, with improvements over the former practice, and should be ready for operation in the near future. The Tidewater Copper Company, Sydney Inlet, Vancouver Island, operated for a portion of the year. The mill of the Canada Copper Corporation, at Allenby, B. C., has been idle, awaiting the return of better market conditions to resume operations. The concentrator treating the tailing dumps of Le Roi No. 2 mine was closed down. The copper smelter and refinery of the Consolidated Mining and Smelting Co., of Canada, Trail, B. C., has been idle, but as soon as the new lead-zinc concentrator at Kimberley, B. C., is ready, it is proposed to use the present concentrator at Trail for the treatment of Rossland ores.

In Manitoba the Mining Corporation of Canada is developing its Flin Flon property. In the meantime, research is being carried on to determine the metallurgical practice to be used on their ores. In Ontario there was a decline in production due to the non-activity of the copper-nickel industry, the Mond being the only active company throughout the year.

## Nickel and Cobalt

Nickel is no longer in demand in large quantities for ordnance and ammunition purposes, so that new industrial uses have had to be found for the metal. For the greater part of the year the market has been dormant. The price has been nominal, quotations being around 41 cents per pound, but sales have been small, even at 30 to 32 cents per pound. Conditions, however, are steadily improving. The Mond Nickel Co., Coniston, Ontario, has had one furnace in operation throughout the year, and large shipments of matte are now being made from the smelter to the refinery in Wales. The International Nickel Company, at Copper Cliff, resumed operations in September with two furnaces in blast. This Company has dismantled its refinery in the United States, so that hereafter all matte will be refined at its works at Port Colborne, Ontario. The British America Corporation has resumed operations at its refinery, Deschenes, Que., and it is expected that its smelter at Nickelton will soon be in blast.

The market for cobalt has improved considerably. With increased activity in the Cobalt district, from which Canada's supply of cobalt is obtained by the reduction of the silver ores, a production exceeding that of last year is expected. The Ontario smelters, at Deloro, Ont., and Thorold, Ontario, which were operated last year for the recovery of the

silver, have opened up the arsenic, cobalt, and nickel sections of their works.

## Lead and Zinc

The market price of lead and zinc has advanced steadily from an average of 4.7 cents for both metals in January, to an average of 7.05 cents for lead, and 7.1 cents for zinc in November. This advance has placed them in the strongest position of any of the base metals. The production of lead will show an increase of approximately 50 per cent. over that of last year, while the zinc production will show a slight increase. The chief producer of lead and zinc in Canada is the Consolidated Mining and Smelting Co., Trail, B. C., and the production of these metals depends largely on the content in the ores of the Sullivan mine. As the lead values have increased in these ores in proportion to the zinc, there is a corresponding greater production in lead in proportion to zinc.

The steady improvements made by this company in the last few years in the concentration and separation of the minerals in the complex lead-zinc ores of the Sullivan mine of East Kootenay, in their electrolytic zinc process, and in their smelting practice, have placed them in an enviable position with regard to world markets for lead and zinc. These improvements have enabled them to give to the smaller operators of lead and zinc properties a much more favorable schedule of treatment charges for their ores, the result of which has been increased activity in the Slocan, a number of the concentrators having resumed operations.

A new lead-zinc concentrator, with a capacity of 1,500 tons of ore daily, is being built at Kimberley, B. C., to separate the minerals of the Sullivan mine ore. The products from this mill will be lead concentrate, zinc concentrate, and pyrrhotite tailing. The lead and zinc concentrates will be shipped to Trail for reduction to the metals. It is hoped to have this concentrator in operation in the spring. The present one at Trail will then be used for the concentration of the Rossland gold-copper ores.

## Silver

The average market price for silver for the year was approximately 68 cents an ounce. This shows a marked increase over that of the preceding year, and accounts for the increased activity in silver mining, and hence a greater production. A number of the Cobalt companies have consolidated in order to eliminate to some extent overhead charges, and permit the working out of some of the older properties. The four principal producers, namely, the Mining Corporation, Nipissing, Coniagas, and O'Brien, have been working at full capa-



city, with the exception of the O'Brien, whose mill was destroyed by fire, but who have purchased the Bailey mill in order to resume operations. The McKinley-Darragh reopened their mill during the year, and the Dominion Reduction Company has been operating its flotation mill for the re-treatment of tailing dumps during the summer months. Interest in silver mining is centred on the developments in South Lorraine, where the Mining Corporation has secured the Frontier and Little Keeley properties. The Keeley mine in the same district has made considerable shipments of high-grade ore and has become one of the principal producers of silver. Much interest is also being taken in the possibility of finding

year. There has been almost feverish activity in the development of gold properties. While many of these have not reached the producing stage, the prospects are bright for a number of new mills being built during the coming year. Ontario is the chief producer, with British Columbia second. In Ontario the outputs of the three large mills of the Porcupine district, the Hollinger, Dome, and McIntyre, have steadily advanced, while in the Kirkland Lake district, Kirkland Lake, Teck-Hughes, Lake Shore, and Wright Hargreaves, have been the principal producers. The mill of the McIntyre Porcupine increased its capacity, by new additions, from 550 tons daily to 800 tons, and by added improve-

large increase over last year. This was obtained from the reduction of the cobalt-silver ores. Considerable arsenic is recovered from the arsenical-gold concentrates of the Hedley Gold Mining Company, B. C., shipped to the Tacoma smelter.

The market for asbestos products has been quiet, with an improvement during the latter portion of the year, enabling more of the mills to resume operations.

The production of barytes, chromite, fluorspar, feldspar, manganese, and graphite has shown a decrease, while there has been an advance in the production of magnesite and mica products. The mill of the Black Donald Graphite Company, Limited, was in operation for a portion of the year. The feldspar grinding plant of the Frontenac Floor and Wall Tile Company, Kingston, Ontario, erected in 1921, commenced operations early in the year.

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



IMMENSE NEW CONCENTRATOR AT BRITANNIA BEACH, B.C.

This photograph, taken on October 15, 1922, shows progress of construction on the new ore concentrator and mill of the Britannia Mining and Smelting Co., Limited, which replaces the mill burned down in 1921. The building is 209 x 207 feet, and extends down a steep hill in a series of six steps. It contains 1,300 tons of structural steel and will have immense capacity.

ore in depth in the Cobalt camp, where the Colonial shaft is being sunk to explore the lower Keewatin-diabase contact. These promising developments may prolong the life of the camp for many years to come. The Castle property at Gowganda has been a steady shipper during the year.

An increase over last year's production will be shown from the province of British Columbia, and also from the Yukon Territory. This is due to the renewed activity in the Slocan and Boundary districts, to the larger production of ore from the Premier Mine, in the Stewart district, and from the Mayo district in the Yukon.

### Gold

From figures available, the gold production will show an increase of approximately 50 per cent. over that of last

year. There has been almost feverish activity in the development of gold properties. While many of these have not reached the producing stage, the prospects are bright for a number of new mills being built during the coming year. Ontario is the chief producer, with British Columbia second. In Ontario the outputs of the three large mills of the Porcupine district, the Hollinger, Dome, and McIntyre, have steadily advanced, while in the Kirkland Lake district, Kirkland Lake, Teck-Hughes, Lake Shore, and Wright Hargreaves, have been the principal producers. The mill of the McIntyre Porcupine increased its capacity, by new additions, from 550 tons daily to 800 tons, and by added improve-

ments will probably be milling 1,000 tons in the near future. The Lake Shore, as soon as its shaft is enlarged, contemplates increasing the capacity of its mill. The Tough-Oakes and Ontario Kirkland hope to resume milling operations. In British Columbia the Nickel Plate Mine of the Hedley Gold Mining Company, which has been idle since September, 1920, reopened and has been operating at a capacity of 200 tons daily during the greater part of the year. The Premier Gold Mine, near Stewart, B. C., has increased its production to 300 tons of ore daily. There has been considerable activity in Manitoba, and in Quebec adjacent to the Ontario boundary, and in Nova Scotia, which reports a small production.

### The Non-Metallic Minerals

The production of arsenic showed a

### The Outlook for 1923

The year 1922 has witnessed the turning point in the industrial depression, markets are more stable, and there is now a feeling of confidence throughout the country. Metal prices, on the whole, reached their lowest in the beginning of 1921, and while in some cases the markets have been more or less dormant since that time, in the majority, they have shown a slight improvement, and in others a decided improvement. While our production of iron and steel has been below normal, we cannot hope to be large producers until we have succeeded in establishing a permanent industry for the treatment of our own iron ores. As other industries revive, there will be a greater demand for structural shapes, industrial machinery, railroad iron, etc., which will warrant a greater production in the future.

New uses are being found for copper and nickel. The market price of copper has shown a slight increase, and as this increase becomes more apparent, a number of our large low-grade properties will resume operations. The nickel industry is gradually becoming stronger, so that we can look for an increased production in both these metals in the coming year.

Lead and zinc are in a most favorable condition. The majority of Canadian lead and zinc ores are ores of both metals, and also of silver, and in some cases of copper and gold. Although this puts them in the class of complex ores, and more difficult to treat, it gives them a decided advantage as regards market conditions. Markets have been established, and with the increased capacity that will be obtained from the new Kimberley concentrator, there should be a slightly increased production of these two metals.

The production of silver will not increase greatly unless new properties are developed, and new finds are made to offset the working out of the older mines of the Cobalt district. It should, however, maintain this year's production, with a probable slight increase.



# METAL GOODS

Activity Experienced at Close of 1922  
Expected to Continue into 1923

**A**N improvement in business during 1923 is the general expectation of manufacturers of metal goods. In most lines the market was quiet during the early part of 1922, but a decided improvement set in towards the end of the year and there is every reason to believe that this tendency will continue during 1923.

Metal construction materials were favorably affected by the increase in building during the year. Manufacturers of tools and equipment found the demand slow at the outset of 1922, but inquiries were more numerous towards the end, and as many manufacturers have been economizing strictly in their purchases during the general depression of business, a number of orders in this line are looked for with the coming revival. Forgings, castings and stamp-

ings are another line that promises to become more active with the general increase of trade.

Employment conditions in the metal goods industry were much better in 1922. There was an ample supply of workers and efficiency was higher. Few wage reductions took place and there were increases in some trades. Industrial relations were also satisfactory, and some firms report that their labor turnover throughout the year was practically nil.

The chief difficulty experienced by the industry was the shortage of coal caused by the strikes in the United States. The railway strike also made deliveries of some raw materials slower, but in the main they were easily obtainable and of good quality, though prices showed considerable advances.

of a year ago. We are of the opinion that this gradual improvement will continue, and, barring European complications, the end of the coming year will find Canadian business in a more normal condition than for a number of years past.

"Our principal raw material is steel plate, and because of the Canadian mills being closed for the entire year, we have necessarily had to import all our requirements from the United States. We have consequently been subjected to all the delays, inconveniences and market fluctuations incident to the protracted and costly coal and railway strikes in that country. During the past few weeks, premium prices have largely disappeared and there is every indication that the market for the first quarter of 1923 will become stabilized at about the present price of \$1.90, Pittsburg, with possibly a slight reduction in favor of Canadian buyers.

"The demand for our product has fluctuated from month to month throughout the entire year. The tonnage shipped was fully thirty per cent greater than during 1921, but was still thirty per cent under our previous three or four years' average."

**Ross Clarke**, President and General Manager, National Conduit Company, Limited, Toronto.

"We are very optimistic for 1923 and are getting ready now for a big output in the spring.

"The markets were good for the last few months, but are now very slow. Collections are very poor. We had a lot of failures last year from whom we got nothing at all."

**William R. Yendall**, General Manager, Richards-Wilcox Canadian Company, Limited.

"There is such an abundance of capital on this side of the ocean now, that we look forward to a big building campaign in 1923 with some advance in prices, continuing as long as capital remains plentiful.

"The only condition which is holding back the hardware industry at present is the low purchasing power of the farmer. We expect to see this corrected by rising prices for farm produce."

**George Clapperton**, Vice-President, The Bennett & Wright Company, Limited, Toronto.

"We feel we are around the corner of the period of depression and with the Asiatic and European unrest settled would look for a steady improvement.

"The demand for our product (contracting) is confined to Canada and is

## Construction Material

**W. S. Gordon**, Managing Director, The Steel Trough & Machine Company, Limited, Tweed, Ontario.

"We believe the outlook for the coming year is good and we are laying plans for a big business. The demand for our goods during the last six months has been increasing. In fact, our business during this time has increased at least fifty per cent. over last year's.

"We have found it much easier to secure our raw material. Labour conditions have been more satisfactory. The workmen seem to be getting over the war-unrest and are giving more efficient service."

**J. O. Thorn**, General Manager, The Metallic Roofing Company of Canada, Limited, Toronto.

"Our impression is that business in our line during the coming year should show some improvement over 1922. Our business west of Lake Superior has been showing some improvement and we anticipate a steady improvement next year. East of Lake Superior, our business has shown quite a marked improvement over 1921. Export business is still slow.

"Labor generally has been more efficient, and we have been able to give employment to a large number of men. We have not reduced wages, but have weeded out inefficient workmen."

**A Prominent Manufacturer** of architectural sheet metal building material, who wishes to remain anonymous.

"There seems to be no reason why our business should not be largely increased during 1923. It has greatly increased during the present year and the trend of prices, following the cost of raw

materials, has been slightly upward. There seems to be a decided awakening of interest in our export field with the possibility of some nice orders later on.

"We have not found it difficult to obtain the necessary number of employees. The tendency has been towards slightly increased wages, but the efficiency undoubtedly has improved."

**J. A. Findlay**, Manager, The A. B. Ormsby Company, Limited, Toronto.

"The demand for our product is increasing, but prices are still very low. The raw material market, especially as regards steel, has been poor this year because of the coal strikes. Materials in some lines are still very hard to get.

"We have been able to secure plenty of labour, but, as regards the skilled trades, the tendency is for higher wages."

**John B. Goff**, Secretary-Treasurer, Dart Union Company, Limited, Toronto.

"The domestic market has been good, demand, but not volume, increasing. Materials are good, plentiful and lower prices. Efficiency of labour is high."

**A. Dawson**, Manager, The Toronto Iron Works, Limited, Toronto.

"Prices during the year were keenly competitive, making it extremely difficult to operate profitably, and this condition is likely to continue for some time, because of capacity being greatly in excess of demand. The situation, however, is not without encouraging features. Manufacturers and other buyers who have not been heard from for a long time are again in the market for equipment, and orders on hand in December are over double the amount



showing some improvement, although most work is for educational institutions.

"The quality of materials received is fair and prices range about the same as a year ago. It is harder to get efficient help than in 1921, but efficiency is considerably improved."

**E. R. Jacob**, Director, Canadian Metal Window & Steel Products, Limited, Toronto.

"By the amount of business offering at the present time, our opinion is that 1923 will be a good year as far as industrial building is concerned.

"The first six months of 1922 there was very little business offering, with keen competition and low prices. The latter half of the year there was considerably more business and prices tended to steady themselves.

"Early in the year the market was easy for our raw material with keen competition for fair-sized orders and a general tendency to meet any low figures. The latter half of the year prices stiffened considerably and material was a little harder to obtain. Labour has been plentiful and efficient."

## Equipment and Tools

**J. F. Mackay**, Vice-President & General Manager, John Morrow Screw and Nut Company, Limited, Ingersoll, Ont.

"We are quite optimistic as to the 1923 outlook. There has been an improvement in the domestic market which is likely to continue and increase in strength with the approach of spring. Inevitably the industries using small tools will soon be favorably affected by the hundreds of millions of dollars brought into Canada during the last few months by sale of grain, fruit, dairy products, cattle, etc.

"We have encountered a great deal of dumping from surplus United States stuff, as well as price slashing by stocks of Canadian companies retiring from business being liquidated."

**F. S. Laythe**, Assistant Treasurer, Butterfield & Company, Rock Island, Quebec.

"We are optimistic, but, to be entirely frank, we do not see very much ahead for our business for the first few months of 1923.

"The demand for our goods has been steady, but not large. The automobile industry has created the largest demand for such tools as we manufacture. Our export business is practically nil, and we are not looking for any improvement until conditions improve abroad. On the whole, prices are about the same as they were in 1921."

**E. M. Thurber**, Manager, Nicholson File Company, Port Hope, Ontario.

"We cannot see anything to prevent a constant steady improvement in business during the coming year. The coun-

try's population is increasing, the crops were generally good this fall and they will bring a good deal of money in the country, although the prices are low.

"While there does not appear to be any great surplus of labour, we have had no difficulty in increasing our force with good and efficient men, as fast as we required them. Our force is fully as efficient as in pre-war days."

**David J. Reid**, The Torrington Company, Limited, Upper Bedford, Que.

"The outlook for 1923 is much better than it has been since the war and we hope to be operating our plant 100 per cent. by spring.

"Our domestic business has been very quiet this year and our export business fairly good. The demand is improving. Our prices have remained the same during the past two years.

"The quality of our raw material is much improved over the war stock and prices are higher than last year's. We have had some difficulties with deliveries in the past six months.

"We have had practically no labour turnover during the present year. Efficiency is better and wages are back to practically what they were during the war."

**A Manufacturer of Machine Tools** who does not wish his name to be used in his report.

"We are looking for a considerable improvement for 1923. There has been a certain all-round improvement in inquiries and placing of orders in the

last six months, and the improvement is accelerating. We are already beginning to feel that manufacturers to whom we sell have discontinued buying equipment as long as they can afford. More inquiries are turning into orders, and many old customers are inquiring about improved machinery for their plants."

**James Jardine**, A. B. Jardine & Company, Limited, Hespeler, Ont.

"We see nothing in the outlook to indicate any great recovery, but are hoping for better business. There has been no improvement in our market, which is entirely domestic, and the trend of our prices is lower.

"We are paying the same wages and efficiency is not quite as good as before. The price of raw material is slightly lower."

**R. C. Douglas**, Norton Company of Canada, Limited, Hamilton, Ont.

"There has been no change in general manufacturing conditions except that, as business improves, we are, of course, able to work to much better advantage. There has been a constant improvement in our sales during the year, and we feel that the demand has not yet reached its peak by any means. Prices have been going upward in our product since the first of the year, and we anticipate that any changes will be in the same direction.

"We anticipate that our business will be somewhat larger in 1923, due to the fact that the farmers had a very large crop, which they have been able to dis-

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



MODERN FOUNDRY ERECTED IN HALIFAX

This is a view of the building erected during 1922 by Hillis and Son, Limited, Halifax, N.S. The Company lost practically their entire plant and the majority of their workmen in the explosion of 1917. A new site was bought and a wooden building erected. In 1920 a concrete building was put up, 30 by 140 feet in size, to accommodate office, warehouse, plating plant and sheet metal shop. The wooden foundry meanwhile became congested, and rather than enlarge it the brick building shown above was erected. The main portion is 70 by 100 feet and the rear section, shown in the foreground, contains wash room, core room, cupola house, charging floor, fan room and elevator.



pose of, and will have money available to settle their old debts and assume new ones. There is a large element in industry which is depending on the farmer for their markets, and they will be favorably affected by the situation. There seems to be a feeling of confidence in the general outlook, which in the long run means better business all round."

**Chester B. Hamilton, Junior, President,**  
The Hamilton Gear and Machine  
Company, Toronto.

"We have found conditions for the past twelve months fairly stable, but at rather low level. There has been a steady, slow improvement, totalling perhaps forty per cent. increase from the beginning to the end of the year. The most hampering condition in manufacturing has been a general timidity, not without reason, of making commitments, but this restrictive influence should now be past."

## Forgings, Castings and Stampings

**Pearson Wells, Secretary-Treasurer,**  
Dominion Forge & Stamping Com-  
pany, Limited, Walkerville, Ontario.

"We feel that business in general for 1923 will show a slight improvement and we believe this to be particularly so in our line. Our domestic trade has shown a substantial increase over last year, but prices for our goods have gone down materially and it is only through the strictest economies and increased efficiency that we have been able to maintain any margin of profit.

"Our principal raw material, forging steel, has been relatively hard to get and it has been only by the practice of forehandedness that we have been able to keep a sufficient supply on hand. The quality has been up to standard and the price about 50% higher. Bituminous coal and fuel oil have also been hard to secure and higher in price."

**A. H. Tallman, Manager, Tallman Brass & Metal, Limited, Hamilton.**

"The outlook for 1923 is very much brighter than it has been for the last two years. Domestic market is improving considerably and we are gradually working up a better export trade in which we expect gradual improvement.

"The trend of prices has been gradually higher. Non-ferrous metals have slumped to a very low figure and naturally will be higher as soon as the demand increases."

**J. E. Riffer, Proprietor, The St. Catharines Brass Works, St. Catharines, Ontario.**

"The outlook is considerably brighter than it was at this period last year. Inquiries are more numerous, although December is usually a quiet month in our business, as most of our customers make their inventories at the first of the year.

"The demand for our products has been improving throughout the year. In prices, there has been a slight re-

duction, which would have been greater but for the coal strike and shortage of coke. There has been approximately 15% reduction in prices of our raw materials."

**H. J. Bassett, Manager, Galt Malleable Iron Company, Limited, Galt, Ontario.**

"We anticipate a fair improvement in 1923, and look for a 50% increase in sales. The market has been exceedingly dull, although a slight improvement has been noted during the past few months. Export trade has been seriously affected by the new United States tariff increasing the rate of duty from 10% to 20%."

## Springs

**J. A. Steele, Manager, James Steele, Limited, Guelph, Ontario.**

"We believe that the outlook for 1923 is promising. The demand for our goods, which we sell entirely to other manufacturers, has shown steady improvement since July, 1922. Our prices are from 8 to 10% higher than a year ago.

"Our labor conditions are excellent and efficiency is quite satisfactory. We are still paying the same wages that we paid in 1918, and a monthly bonus based on the amount of each month's sales. We have neither hired nor fired an employee in the past two years.

"Deliveries of our raw material, spring wire, are slow and prices from 12 to 15% higher than a year ago."

**G. Hood, Sales Manager, Ontario Steel Products Company, Limited, Gananoque, Ontario.**

"We look forward with optimism, believing 1923 will be a bigger and better year than the year now closing. Our plants are running almost to capacity, and the demand for our goods has shown a marked improvement which is reflected in our sales. Prices of raw material have advanced in some cases from 10 to 25% over those of 1921 and this has meant a recent slight advance in our selling prices. There has been no reduction in wages and our men show increased efficiency."

## Wire and Cable

**T. H. Hopkins, Vice-President and Managing Director, The Dominion Wire Rope Company, Limited, Montreal.**

"Our views are that 1923 should show big improvements, as we consider the depression in our line is about ready for a change. We have materially reduced prices under 1921. Material is easily obtainable in good quality, and prices lower than last year's. The employment situation has greatly improved, and the workmen are more efficient."

**W. H. Marsh, Vice-President, Standard Underground Cable Company of Canada, Limited, Hamilton.**

"In our opinion the outlook for 1923 is encouraging, particularly for our industry, in which the demand has been steadily increasing, both in the domestic and export fields. We have had a sub-

stantial volume of trade with New Zealand and hope to develop some business with Australia, provided the preferential tariff goes into effect there.

"Prices of our raw materials, copper and lead, which usually fluctuate considerably, have been extremely steady, though slightly higher, during the past year. Wages are slightly higher and also the prices of our finished product, but we have operated more efficiently during 1922 than for some years past."

## Utensils

**L. G. Maxwell, Sales Manager, Maxwell's Limited, St. Mary's, Ont.,**  
manufacturers of farm and home  
utensils.

"Dealers are still wary and buying very cautiously, but at that more freely than a year ago. The continued disinclination of jobbers to carry stock to any amount has necessitated the manufacturer placing warehouse stocks at points from which speedy delivery of emergency demands may be effected. Export trade has naturally diminished.

"Improved conditions in the North-West have had their reflex on the manufacturing industries of Ontario and we approach 1923 with distinct optimism, firm in the belief that, since all things come to him who (works and) waits, the reward of patience and tenacity is at hand."

## MINING INDUSTRY

(Concluded from page 111)

boundary, many claims have been taken up in southern Alberta and considerable drilling done.

There has been an increase in building operations in Canada for domestic and industrial purposes. This has no doubt reflected itself in the production of such materials as cement, lime, brick, tile, building stone and roofing material.

The iron mining industry of the country is at a standstill. Further efforts are being made to get an iron mining and smelting industry established in British Columbia, and a commission has been appointed to inquire into the possibility of reviving the iron mining industry of Ontario. The results of the investigation will be awaited with interest.

The story of coal and the labor troubles in connection with the industry is fresh in everybody's mind. The feeling that the restoration of normal conditions for the miners in this industry has but been deferred is unsettling in its effect. The more satisfactory relations existing between the management and the employees in the metal mines of the country and their readiness to come to an understanding with each other make for progress and stability in our metal mining industry.



# METALS

## Improvement in Inquiries and Sales Indicates that Prospects are Good for Coming Year

**M**ANUFACTURERS of the non-ferrous metals find encouraging features about the outlook for the coming year. Demands, both export and domestic, increased during 1922 and prices showed a slight upward tendency. Raw materials were plentiful, except for coal and coke, the shortage and high prices of which reacted on this industry as on many others. Labor conditions were satisfactory.

The reduction of stocks among users of metals has apparently reached the limit of safety, and the improvement in inquiries and sales towards the end of last year indicates that the industry is now on the road to good times.

### Manufacturers' Reports

**J. L. Agnew**, President, The International Nickel Company of Canada, Limited, Copper Cliff, Ontario.

"In general, I would say that conditions appear to have reached a point from which gradual improvement may be expected. The demand for nickel in the automotive industry is increasing, and our efforts to exploit the metal for other uses is beginning to have some effect in broadening the market."

**G. F. Allen**, Manager, Hoyt Metal Company, Toronto.

"We think the outlook for business in 1923 is very encouraging. We have passed the lowest point in the period of depression and the trend can only be upwards, so every day brings increased confidence. Stocks, reduced below the safety mark, must be replenished. The weak factories and commercial

houses have been weeded out and those left are in good financial condition and can take care of any obligations they enter into.

"Supplies of raw materials are easily obtainable in quality up to the usual standard, but prices have advanced. Tin has risen about \$120 a ton, lead about \$16 and zinc about \$40. Copper and antimony are about the same. Antimony, tin and copper are considerably under pre-war prices, the other two metals are slightly higher. The trend of our selling prices has been slightly upward during the year. We find the domestic demand improving.

"We have no difficulty in securing ample labor and, as the efficiency of the men has increased, we have made no effort to reduce wages."

**F. A. Bapty**, Secretary-Treasurer, Deloro Smelting & Refining Company, Limited, Deloro, Ontario.

"The outlook for 1923 is quite encouraging. A year ago we stated that a steady, normal increase was to be desired rather than any spasmodic boom, and we are in hopes that the present trend of increasing demands will continue throughout 1923. The bulk of our business is for export trade and the demands from different parts of the world have come along in ever increasing volume, showing steady progress from the rather modest business of the early part of the year.

"Raw materials have been easily obtainable in quality up to standard and at prices lower than in 1921, with the exception of coal and coke, which have

been rather high priced during the latter half of the year. Labor has been plentiful at wages comparing favorably with those paid in previous years."

**A. H. Quigley**, General Manager, Anacanda American Brass, Limited, New Toronto.

"As our company has been doing business in Canada only since August 10th we have not the necessary data for a full review of the industry, but, generally speaking, we are finding conditions satisfactory, and our progress has been all that we could anticipate for the brief time we have been operating in Canada."

**T. E. Webster**, General Manager, Diamond State Fibre Company of Canada, Limited, Toronto.

"We believe that business at the present time is much more sound than it has been for years, and base this primarily on the fact that we are now receiving orders for standard material which is only ordered in good times.

"There has been an ever-increasing demand for our Diamond Fibre and Condensite Celoron, both domestic and export. Prices were reduced to a very low level at the beginning of the year and have remained steady practically throughout the year. The tendency is for an increase in price during 1923.

"We are not held up for any raw materials at present, but find that prices tend to be higher than they were last year. There has been an increase in wages, partially balanced by increased efficiency."

### INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW FOUNDRY BUILDING ERECTED AT ORILLIA

This is a view of the new plant of the Canada Electric Castings Company, Limited, who were organized two years ago for the manufacture of steel, iron, bronze and aluminum castings by electric process. The plant is in two parts, a section 200 x 50 feet being two storeys high and devoted to steel and iron work, and the rest, 150 x 50 feet, one storey in height and used as a brass foundry. Capacity is 33 tons per day



# MACHINERY Very Little Demand Last Year for Machinery, but More Orders are now Believed in Sight

**G**ENERALLY speaking, manufacturers of machinery experienced a dull and unprofitable year in 1922, though there were variations to be noted, according to the kinds of machinery produced. Builders of locomotives, for instance, had no Canadian business. Manufacturers of machine tools had very poor demand for their product. Builders of steam engines reported a serious dearth of orders. On the other hand, concerns catering to the machinery needs of lumbermen, pulp and paper manufacturers and hydraulic power companies, found business much better in the second half of the year. Most machinery manufacturers, however, after reducing prices in an effort to attract orders, did business on what was really an unprofitable basis.

There was little difficulty in securing all the raw materials needed in the industry. The coal and transportation strikes

in the United States were disturbing factors, driving up the price of coal and coke and making it difficult at times to get prompt delivery. Both these conditions have now been largely remedied, coal being down in price and coke prices, while still considerably higher than a year ago, being more reasonable. Prices on other raw materials, such as iron and steel, were easier during the early part of the year, but have latterly stiffened up and are now higher on an average than a year ago.

Labour was readily procurable, and on the whole showed improved efficiency. It is noted by more than one manufacturer that the supply of skilled labour in the country is none too plentiful, and that any pronounced improvement in demand would soon develop a shortage. Wages have held to the level of 1921, but such tendencies as were observable were towards lower rates.

very materially since 1921, and is improving at an increasing rate. The prospects are now very good and we are working to about seventy-five per cent. capacity.

"Prices for our products have been fairly low, as the demand has not equalled the capacity of the shops equipped to turn out this class of work.

"We are looking forward with a good deal of optimism to 1923. The paper industry is now practically on a sound basis, and the newsprint business, owing to the depletion of the American forests, is moving to Canada at an increasing rate. This means that new machines will have to be built, and this will also affect the hydro-electric industry on which we depend for our other principal line of business."

**W. G. Smart**, The Smart-Turner Machine Co., Limited, Hamilton.

"Manufacturing conditions have been very good during the year except for an occasional shortage of material, due to a customer's requiring goods on short notice and raw material stocks being worked down to a minimum.

"Business has been spotty with us during the whole year, July and August being the worst months. There is some improvement at the present time, but business is still below normal and, while better than in 1921, there is room for vast improvement.

"We have made a substantial reduction in prices so as to enable our customers to place business. Due to our having fully readjusted prices, some of our friends have taken advantage of the opportunity.

"We believe that 1923 will show a fair improvement over 1922 and that there will be a further readjustment in retail prices which will materially help the business of the country."

**J. E. Waterhouse**, Managing Director, Engineering and Machine Works of Canada, Limited, St. Catharines.

"I think the condition of the metal working industry in Canada in 1922 can best be described as a state of convalescence. By the end of 1921 the process of deflation had about run its painful course and the patient was by way of getting on his legs again. The year 1922 has witnessed a gradual, but healthy, improvement. There has been less unemployment, little or no surplus of skilled labor, and wages appear to have become stabilized at a relatively high level, making for contentment and increased efficiency.

"Domestic demand has been erratic, but each set-back has left a net advance, and this sort of thing is inseparable from the early stages of an industrial revival. Very keen competition has had its effect on selling prices, but this aspect is also

## What Manufacturers Report

**Henry Bertram**, Treasurer, The John Bertram & Sons, Co., Limited, Dundas, Ont.

"The machinery market still suffers as a consequence of high production during the latter part of the war and the year following. Heavy stocks of machinery purchased by the United States Government are being sacrificed to close their accounts. This has not yet all been cleared. Demand of machinery was about twenty-five per cent. below 1921, but there are indications of improvement.

"Early in the year considerable reductions in prices were made, and on standard machinery the price will likely follow fluctuations, if any are made, in raw material.

"The year 1923 is likely to show an improvement over 1922. Much, however, depends on the requirements of the railways; and the completion of the reorganization of government roads will likely be followed by an effort to increase the efficiency of their rolling stock.

"Manufacturers should give immediate attention to training of skilled help, to provide against a shortage of mechanics which appears inevitable should there be any considerable revival of trade in the near future."

**Wm. E. Demill**, Secretary-Treasurer, The Canada Stoker Co., Limited, Galt.

"The market for our product during 1922 has shown very little improvement over 1921. This applies to both domestic and export trade. The price was somewhat lower than in 1921. We consider that the outlook for 1923 is encouraging. Enquiries have been more frequent and we think possibilities of

closing up business after the first of the year will be better."

**Geo. A. True**, President, Northern Crane Works, Ltd., Walkerville, Ont.

"Demand for our products is slightly improving, but far from normal. Until quite recently the trend of prices has been downward. The outlook is better."

**C. F. Wheaton**, The Dodge Manufacturing Co., Limited, Toronto.

"The market for our product has been very dull, but we see indications of improvement. Prices on finished goods have tended slightly downward. We look for a busy year in 1923; our inquiries would indicate this."

**A. Rendall**, The William Kennedy & Son, Limited, Owen Sound, Ont.

"The only adverse condition is the general slackness common to metal working trades during the past year. All of our products are sold in the Canadian market and demand has been slightly better than in 1921. We believe that 1923 will show a little further improvement.

"Prices of our products have declined slightly during the past year. This reduction has been about in proportion to the general reduction in wages and the cost of material.

"Judging from inquiries coming in during the last month, we believe that there is a better prospect of business during the coming winter months than there was for the same period a year ago."

**G. E. Bell**, Dominion Engineering Works, Limited, Montreal.

"Our principal lines are hydraulic turbines and papermaking machinery, and business in both lines has improved



to be expected at the existing stage of the business cycle.

"On the whole, a feeling of sober optimism should prevail. Allowance must be made for the state of affairs in Europe, but too much should not be made. Patience still is necessary and patience is always a virtue. If the accepted business barometers can be taken as a safe guide, 1923 will in its turn show an improvement over 1922, and it must not be overlooked that recovery from a business depression gains momentum."

**F. E. Leonard, E. Leonard & Son, Limited, London.**

"The domestic market has been very poor during the last year; in fact, we did not get enough business to carry our overhead. We have found that we cannot compete favorably with British manufacturers of boilers and engines in the foreign field, and therefore cannot give an opinion on export conditions. We have been hard hit by the loss of our steam business through the development of hydro-electric power, not only in Ontario, but also in other parts of Canada.

"We made a reduction in our prices last March, and have made no change since, nor do we contemplate raising our prices with the recent increase in the cost of raw material.

"We hope for general improvement with the New Year, as a result of the money arriving from the wonderful crop of 1922. We have found that most of our customers pay promptly, and we are getting much better terms than we used to receive prior to the war."

**A Manufacturer, who does not wish his name to appear.**

"Manufacturing conditions have not on the whole been satisfactory. Prices have been low and volume of business offering has not been sufficient to get on a productive basis. Orders have been unsteady in character, busy to-day and little to do to-morrow. Total volume of business, however, has been in excess of that of last year, the months of June to November, inclusive, being the ones which made up for the other bad months of the year.

"Prices during the first half of the year were not good, but improved in the latter half, though they are again on the downgrade. Cost of production has not eased up any, but with lower production and the consequent increased overhead, may be considered much higher.

"As to the outlook we hope to see building continue in 1923, especially home building, but not much of the larger variety. Until free exchange of products between this country and other countries is resumed, we are dependent on home trade for such business as can be done, and that will not make much for general prosperity. While optimistic regarding the future and not downhearted, we cannot see any boom in

sight, rather look for a light volume of business for some time to come. If 1923 is as good a year as 1922, we may consider ourselves fortunate, and that is nothing to brag about."

**F. Smith, Managing Director, The E. Long, Mfg. Co., Limited, Orillia, Ont.**

"Conditions with our business have been poor for the last year, owing to most of our manufacture being sawmill machinery and owing to the poor condition of the lumber market during the years 1920 and 1921. The demand in the last year has improved, but the introduction of the high freight rates to British Columbia has also interfered with Eastern machinery. The slight decreases in freight rates that have taken place in the last year have helped a little, but not to any marked degree.

"The demand is improving, both in sawmill machinery and mining equipment and we believe that the year 1923 will be greatly improved over the last year.

"In the last year competition has been very keen and prices or quotations in some cases have been reduced below the actual cost. We are glad to advise that recently prices have been more stabilized and we look for an improvement.

"We believe, owing to the settled market on different raw materials, also on finished articles, that the year 1923 will be much improved over the year 1922."

**G. W. Robinson, P. B. Yates Machine Co., Limited, Hamilton.**

"The market for our commodities during the year has been fair as applying to our domestic trade, and as to export, this has produced but a small volume of business in comparison with former years, due to the conditions existing in those countries to which we have been exporting.

"Prices during the year have remained stationary in our finished products. Prices for the class of work we do, and the quality of machines produced, are governed entirely by the cost of labour and material, and while there has been an advance in the materials entering into machine construction, our effort has been to maintain prices at the present level. How much longer we will be able to do so is a question.

"We are quite optimistic about trade and the coming year; it is our belief that orders will be quite plentiful after the period of depression that we have gone through, and which is more particularly noticeable the last two months. We are wholly dependent upon logging operations and the manufacture of lumber, and the purposes for which lumber is used, and viewing the situation from the activities of lumber producers this winter, there will be a decided upward swing to business in our line."

## Railway Equipment

**W. F. Angus, Vice-President, Canadian Car & Foundry Company, Limited, Montreal.**

"Both domestic and export markets for our products throughout the year have been practically stagnant. The general trade depression which was carried over from 1921 continued throughout the greater part of 1922, and the Canadian railways generally did not come into the market for any large quantity of equipment. Owing to the disturbed state of European finances, it was not possible to develop any export trade. There has undoubtedly been a general improvement in business in Canada and it is anticipated that as a result of this the Canadian railways will have to purchase additional equipment. Therefore, the prospect for 1923 is encouraging. With regard to export markets, there can be no improvement until financial conditions in Europe and in other parts of the world are more settled."

**F. A. Skelton, Vice-President, National Steel Car Corporation, Limited, Hamilton.**

"In our freight and passenger car department, no new business of importance has been placed for the last two years, but inquiries are now out for a considerable volume of new equipment. The new tariff regulations of the United States have affected us, particularly requiring us to withdraw from export work in repairing United States railway equipment.

"The outlook is distinctly better for 1923. The railways require new equipment, and business conditions in the United States, which undoubtedly have considerable bearing upon our own conditions, have decidedly improved and the advance movement in this respect has apparently not reached its limit."

**D. W. Fraser, Vice-President, Montreal Locomotive Works Limited, Montreal.**

"The locomotive industry, in so far as Canada is concerned, has been completely at a standstill. When the railroad strike in the States was called, we were able to get a number of engines to repair from railroads in the States and have been very busy on this work since the middle of July. We have had practically nothing to do in so far as Canada is concerned.

"There is an indication that we will have some Canadian locomotive business during the year 1923, and we are expecting to continue to repair some engines for the States. As far as our export business to British possessions and South America is concerned, there is very little improvement and we will probably have very little to do during the entire year 1923.

"Our prices have been reduced considerably during the year."



# STOVES This Industry is Gradually Picking up and Gives Promise of Experiencing a Fairly Good Year's Business in 1923

**I**N common with most other industries, that engaged in the manufacture of stoves and kindred lines experienced a quiet period during the first half of the year, but found business improving as the year advanced. The outlook is pronounced as reasonably favorable, having in mind some of the influences which are still handicapping trade, as for instance the comparatively low prices of farm products.

The raw materials consumed in the industry appeared to be on a declining market in the early part of the year, but the improved conditions in the United States began to make themselves felt in Canada and prices have been gradually advancing until they reached a level relatively higher than a year ago. This has not yet had an effect on finished products, but selling prices on the latter are now reported to be too low in comparison with costs.

The condition of employment in the industry is better than a year ago and factories are now running more nearly at normal capacity. One plant which operated sixty-five per cent. capacity at the first of the year was running nearly at 100 per cent. at the close of the year. There was a distinct gain in efficiency.

## Manufacturers' Reports

**J. M. Gunn**, Assistant General Manager, The McClary Mfg. Co., London.

"There has been an increased demand for our goods for the domestic market, especially in some lines, and we think it is improving. As to export, with the exception of some special lines, our trade is considerably less than it was during the war. The elimination of the Marking Act has been detrimental, as imports are coming from European countries and when placed on the market, the public are unable to determine the source of manufacture.

"Prices have declined; in some cases more than the costs would warrant them.

"We look for good trade in 1923, but before a normal condition is reached, the farmer must be able to obtain better prices for his product and the labour situation must be cleared up; it must take its share of the general liquidation. This refers particularly to the miners and railway operatives."

**W. R. Gibson**, The Gurney Foundry Co., Limited, Toronto.

"We are looking for somewhat better business in 1923 than in 1922. The domestic demand for our product has been better and prices have tended to lower levels. Business was adversely affected during the early part of the year by pessimism."

**W. S. Fisher**, The Enterprise Foundry Co., Limited, Sackville, N. B.

"Immediately after the first of the year all stove manufacturers made

material reductions, at the time expecting that as the season advanced there would be similar reductions in raw materials. Instead, however, of this, nearly everything in the way of raw materials kept advancing, with the result that selling prices are too low in comparison with the manufacturers' cost of production.

"Opinions differ on the outlook for 1923, but on the whole we are inclined to look forward to a gradual improvement. The farming population, which is the backbone of the country, are suffering from low prices on their products, which are very low in comparison with the great bulk of commodities which they have to purchase. As an offset to the low prices being obtained by the farmers, is the fact that in the West practically the whole crop was large, and this when marketed will bring into the country a very large sum of money, which when distributed will go a long way in restoring confidence in business

to a normal basis. Outside of farming, the great staple industries of the country in the extreme East and West are lumber, pulp, fishing and mining, which are much more prosperous than they have been for a couple of years. This, reacting as it does on the labour market, has greatly lessened the unemployment situation, and given an impetus to general manufacturing which on the whole has greatly improved.

"The outstanding need of the country seems to be more people, and the Government now appear ready to act aggressively in the matter of immigration. In this move the railways are ready to join heartily, so that the coming year should bring to our shores a large number of the right kind of people, who, anxious to escape the difficulties surrounding them in Europe, are desirous of founding new homes with us. Let us give these people, when they come, a hearty welcome and our assistance in aiding them to get started in life."

# CEMENT Business has Shown Some Improvement and Outlook Better

**D**IFFICULTY in obtaining coal, an essential factor in the production of cement, and abnormally high prices for the supplies obtained, were unfavorable features of the past year in the cement manufacturing industry. There appears to have been a somewhat improved demand for the product, some manufacturers reporting a year of capacity operation, though others complain that they were unable to run their mills at sufficient capacity to reduce overhead to a satisfactory level. Prices held steady throughout the year. For 1923 the outlook is regarded as more encouraging.

## Manufacturers' Reports

**John G. Lind**, General Manager, St. Mary's Cement Co., Limited, St. Mary's, Ont.

"The outlook for 1923 is most encouraging. We believe that prices will stand a further slight reduction, on account of our increased production. I believe that Canada has never been in a better position, notwithstanding our enormous war debt.

"The domestic market for our commodity in 1922 absorbed all that we could produce. Demand for 1923, we believe, will be equal to 1922. Prices have tended downward, as it should be, according to the increased demand. Manufacturing conditions were excellent. There was less lost time in 1922 from weather conditions than for a good many years. Labor conditions and labor turnover were a bright spot, being the most efficient we have ever had. Wages

remained the same as for 1920 and 1921."

**F. P. Jones**, General Manager, Canada Cement Co., Limited, Montreal.

"Manufacturing conditions have not been good on account of the lack of demand not enabling us to operate our mills to sufficient capacity to get proper costs. Demand has been very poor; prices steady. The outlook for 1923 is not good, although we anticipate a slightly better demand than in 1922."

**Another Large Manufacturer**, who does not wish his name to appear:

"There has been an improvement in our domestic market, but it is still very far from what it was eight or nine years ago. In 1922 we sold about twenty-five per cent. of our total manufacturing capacity. We have exported some cement, but prices are very poor, due to keen competition from European manufacturers and depreciated exchanges.

"Prices have remained practically the same throughout the year.

"The outlook for 1923 is hopeful, but would be much improved if political conditions in Europe were placed on a more stable basis. Capital is still nervous about embarking on industrial enterprises, and we feel this condition is bound to continue until world political conditions show a marked improvement. Coming a little nearer home, we would point out that there is a great deal of concern displayed over the tendency of municipal, provincial and Dominion taxes to increase. The burden is getting to be quite a heavy one, and must have a marked effect on the development of Canada."



# STEEL and IRON Industry now Emerging from Period of Depression, and Outlook Better

**S**OME departments of the steel and iron industry have been experiencing a better demand for their product during 1922, but generally speaking, this great industry is still feeling the effects of the depression of 1921. There are genuine signs of improvement. Orders for railway equipment are expected to materialize in considerable volume, and these will react favorably on the industry. It is also anticipated that there will be much replacement work in machinery and equipment, while the continuance of building activity will have a good effect.

Raw material prices are rising and a feature of the year was the difficulty in obtaining coal, due to strike conditions in the United States. The following furnish interesting sidelights on 1922 business and the outlook for 1923.

## Manufacturers' Reports

**W. C. Franz**, President, Algoma Steel Corporation Limited, Sault Ste. Marie.

"Domestic demand for steel products during the past year has been very light and at the present time (December) we note no particular improvement in demand. Prices have remained about stationary during the year.

"We expect an improvement in business during the coming year but think this improvement will be gradual and do not look for sufficient business to operate plants to capacity."

**H. J. Waddie**, President and Manager, The Canadian Drawn Steel Co., Limited, Hamilton.

"We have found the domestic market steady, and have had a steady increase from month to month in orders received, which gives a very hopeful outlook for 1923. In the export market, we have entirely lost our Australian business which is going to Great Britain or the United States, and we are quite unable to meet the competition owing to freight rates and other conditions.

"The trend of prices has been upward and we have had to steadily increase our prices, owing to the corresponding increases taking place on steel bars, which constitute our raw material."

**H. C. Hatch**, General Manager, Stanley Steel Company, Limited, Hamilton.

"The domestic market for cold-rolled steel in strips, and in coils, has been much better in 1922, than in any previous year. This has not been due to any special branch of manufacturing but nearly all our customers, with the exception of the manufacturers of agricultural implements, have bought more cold-rolled steel than purchased in 1921. The demand is continually improving.

"Prices have advanced a little in 1922. This has been brought about on account of the higher prices quoted on our raw material by the mills in the United States who furnish this.

"We fully expect that 1923 will see a greater demand for cold-rolled steel than 1922. We are basing this on the information we have received that there is a very strong likelihood of prices in steel remaining where they are or going higher. The mills do not contemplate a reduction. Manufacturers' stocks are still low and with the amount of building which will be entered into during the spring of 1923, we have confidence in believing that our mill will be running with full shifts, both night and day. This would bring our business to a normal trend and allow us to employ a greater number of men than we have been able to take on in 1922."

**H. V. Hamilton**, Managing Director, Burlington Steel Co., Limited, Hamilton.

"We do not look for any very marked increase in business during the next few months, but we expect a steady improvement, with perhaps some small increases in the selling prices of our products. We have every confidence, however, that towards the end of 1923, and in 1924, there will be a decided improvement in Canadian business conditions."

**H. B. Lyall**, Vice-President, The Manitoba Bridge & Iron Works Limited, Winnipeg.

"The domestic market extending from Fort William to the Mountains has been improving for four months. There has been little change in prices of our products during the year, not sufficient to

say that the trend has been either upward or downward.

"Judging from the improvement that has taken place during the last four months, it would appear to us that the outlook is reasonably good. There has been a large distribution of money in Western Canada from the crop, though the price has been somewhat low. There is considerable building in prospect, of the smaller class, and general business will, no doubt, improve."

**A. Ross Robertson**, Assistant Manager, McGregor & McIntyre, Limited, Toronto.

"Conditions in the home market are improving. Nineteen Twenty-two has been an improvement over 1921 and we expect 1923 to be a decided improvement over 1922. Prices during the first half of the year were the lowest since 1915. There was some improvement during the last half of the year. Owing to keen competition the margin of profit has been very small. Employment during the year has been somewhat better than in 1921."

**L. A. Paddock**, Vice-President and General Manager, The Canadian Bridge Company, Limited, Walkerville.

"Both domestic and export markets for our products have been very poor throughout the year, with a slight improvement during the last quarter. The outlook for 1923 is somewhat more promising. We anticipate somewhat more railway buying and believe there is about to be considerable other development requiring our commodities, which have been awaiting a stabilizing of prices and wages."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



COLGATE & COMPANY'S CANADIAN PLANT

Early in the year, Colgate & Co., of New York and Jersey City, manufacturers of fine soap and perfumes, began the manufacture of their products in Canada. After careful consideration of many places in the Dominion, they selected the plant illustrated above, which is located at 72-74 St. Ambrose Street, Montreal. It consists of a modern two-storey and basement brick structure, with light, airy main building and two large wings. The Grand Trunk Railway passes immediately to the rear of the plant, thus greatly facilitating shipments to all parts of the Dominion.



# ELECTRICAL GOODS

Industry has been Running rather Slack but Improvement now being Generally Noticed

**M**ANUFACTURERS of electrical goods find that business has been improving of late and, in common with most other manufacturers, look forward to better business in 1923. There is still considerable ground to be recovered and in some cases there has not been sufficient demand to enable operations to be carried on with the greatest degree of economy. However, it is pointed out that the electric supply business is dependent on conditions in other industries, and, as these grow better, the improvement is reflected in the demand for electrical goods.

There has been no difficulty in obtaining all needed supplies of raw materials, and delivery has been fairly prompt. Quality is good, one manufacturer stating that it is now better than at any time since the war began. Prices were down at the first of the year, but have advanced slightly in the latter half. Employment was about the same in 1922 as in 1921; wages are being maintained and efficiency is reported as being about the same.

## Manufacturers' Reports

**J. J. Ashworth**, General Manager, Canadian General Electric Co., Limited, Toronto.

"The market for our products is improving in the domestic market. We are not interested in export business. On the whole the trend of prices has been upward during the year.

"My opinion is that business generally is becoming stabilized, and naturally the electrical business shares in any movement in this direction. It is very difficult to anticipate, but indications are that 1923 will see further activities in all lines.

"Manufacturing conditions in 1922 have been reasonably favorable, except that the volume of production is not sufficient to enable us to operate with the greatest economy."

**E. G. Mack**, Managing Director, Crouse-Hinds Co. of Canada, Limited, Toronto.

"We have not been experiencing any conditions to speak of which have adversely affected our industry. On the whole it would be a fair statement to say that 1922 was a better year than 1921 in respect to sales, though we certainly look forward to and expect to see an improvement from now on. There have been large reductions in prices in comparison with the last couple of years, and we rather anticipate the outlook for better business in 1923 as more promising. There has also been a large amount of building going on in certain sections of the country during the year, but in the great majority of cases it has been more or

less of the small house variety, though there have been some large undertakings completed. We believe that, if more of the latter class of building is gone on with, it will greatly help to stabilize our industry and make for greater activity."

**H. E. Wilkins**, Asst. Manager, Economy Fuse and Manufacturing Co. of Canada, Limited, Montreal.

"Demand for our product has steadily improved since August, 1921, with prices stationary. We expect 1923 to show an improvement—not sudden or great, but gradual."

**Frank T. Wyman**, President, Packard Electric Company, Limited, St. Catharines.

"The outlook for 1923 is very bright indeed; in fact, never was brighter. The winter is usually our slack time, but at present we have sufficient orders on hand to keep our factory going on full time, at 100 per cent. capacity until the 1st of April, which is a condition that has never obtained with us before.

"Our market is confined almost solely to the Dominion of Canada, as our manufacturing conditions are such that our prices are too high to compete in the export markets, although there is a wonderful demand for our lines of material in the majority of foreign countries, especially Australia, New Zealand, South Africa and parts of South America."

## Fish Industry

**M**ARKET conditions are gradually swinging around towards a more favorable situation in Canada's preserved and canned fish industry. As this industry is largely dependent on export trade for its returns, it is influenced to a considerable extent by the state of foreign markets. In these markets exchange is an important factor, and the adverse state of exchange has exerted a detrimental influence. The domestic market, on the other hand, shows betterment, and manufacturers enter 1923 with a greater degree of confidence than a year ago.

## Manufacturers' Reports

**J. M. Whitehead**, General Manager, British Columbia Fishing & Packing Co., Limited, Vancouver.

"Our chief difficulty lies in the uncertainty, and of late the shortage, in supply of fish. The frequent changes in our fisheries regulations, and in some instances the severe restrictions imposed, add greatly to the impediments under which we operate.

"The domestic demand for canned salmon, packed under well-known brands,

has been fairly well maintained. The English trade, however, has been temporarily stopped owing to the competition of Siberian salmon selling in England at prices below our producing costs. The unfavorable position of exchange and unsettled conditions of general trading, have materially retarded the French market for salmon. We hope these adverse conditions will eventually be overcome, as the loss of these two important markets naturally is severely felt on this coast.

"For the reason stated, some weakness is shown in current prices, but already signs of revival are evident and we look for some relief from present depression during the next three months.

"Our prosperity is primarily dependent upon the supply of fish. We cannot rely on this important item to our prosperity, but there is no special reason to anticipate a severe setback during 1923. Market prospects for our products are more encouraging and we are inclined to take a more optimistic view of the future prosperity of this leading industry of British Columbia."

**J. K. Loggie**, W. S. Loggie Company, Limited, Chatham, N. B.

"We are quite heavily interested in the sale of fish, both for domestic use and for export. Conditions are, on the whole, quite satisfactory. On some lines trade is dull, particularly on dried cod, but in general we think the fish trade has had a satisfactory year.

"We think the lobster dealers have cleaned up their stocks, but the dried fish merchants still have considerable stock on hand (December, 1922). The exchange situation has made conditions difficult in the fish trade, owing to the shrinkage in value of the currency of many of the largest dried fish importing countries."

## Fixtures

**J. F. Hillock**, Manager of John Hillock & Co., Limited, Manufacturers of Refrigerators, Fixtures, Sashes, Doors, etc., Toronto.

"The market for our goods has been somewhat better than in 1921, though there is still a very strong tendency to buy sparingly. Our prices are practically the same as in 1921. The outlook for 1923 we consider rather hopeful because—

"(a) The products of the farm have been very plentiful and should bring quite a lot of money into the country;

"(b) Buyers have been buying very sparingly; therefore, must of necessity do moderate buying in the future;

"(c) Demand for good equipment, especially in the way of store fixtures, is largely on the increase, as merchants realize the necessity of keeping their equipment up to date."



# SHIPBUILDING No New Tonnage Built and Little in Prospect, but Repair Work has kept Plants Going

**B**UILDERS of ocean shipping, while expecting greater activity in dry-dock and repair work this year, see no prospect of any revival in the shipbuilding industry. On the other hand, plants on the Great Lakes are expecting orders for new grain carriers of increased capacity as a result of the better feeling among transportation companies arising from this year's immense wheat crop. There was considerable repair work undertaken at lake plants in 1922, but plants on the seaboard found United States competition a serious factor. The Fordney tariff has driven such business on American ships as came to Canada, to United States yards.

**E. W. Izard**, Yarrows, Limited, Victoria, B. C.

"The Fordney Tariff has seriously affected the ship-repair business in British Columbia, as all vessels of American registry have now to pay a duty of fifty per cent. on all ship repairs carried out in Canada, or in any other foreign port, except those repairs that are absolutely necessary for the vessel to proceed. Previously we were able to compete with American ship repairers, and carry out a very considerable amount of work on American vessels, but now, competition is out of the question.

"During the past year there has been practically no demand for shipbuilding, and remarkably few inquiries for any type of new vessels. Prices on ship-repair work have been reduced, and this has had a beneficial effect on ship-owners, who appear to be willing to have more work done. Business dur-

ing 1922 has been rather better, and we hope for a steady increase."

**P. R. Miller**, General Manager, Canadian Vickers, Limited, Montreal.

"So far as shipbuilding is concerned, the outlook for Canada could not be worse; so far as ship-repairing is concerned, 1923 should be a better year than 1922; so far as industrial engineering is concerned, we look for 1923 to be an improvement on 1922, although the unsettled condition of Europe does not inspire confidence in any rapid recovery of trade."

**J. E. McLurg**, General Manager, Halifax Shipyards, Limited, Halifax.

"On account of the immense tonnage of shipping idle all over the world, there is no prospect of securing orders for new ships, either at home or abroad. As world trade conditions improve, and more tonnage now idle is put into commission, the volume of repair work in 1923 will, we anticipate, improve somewhat.

"Speaking generally, we have been unable to secure contract prices for repair work which give us fair profit, for the reason that our prices were compared with others obtained in New York, where competition in the past eighteen months, has been exceedingly keen."

**John S. Leitch**, Vice-President, The Collingwood Shipbuilding Co., Limited, Collingwood.

"During the year we have had a good volume of repair work, but new tonnage

has been scarce. The only conditions which have affected our industry adversely are British competition and canal-sized vessels.

"The outlook for 1923 is very promising. With a huge grain crop in the West, owners are considering larger vessels of 10,000-ton type, and we anticipate quite a number will be built in the near future."

## The Canoe Industry

**H. G. Chestnut**, Managing Director, Chestnut Canoe Co., Limited, Fredericton, N. B.

"We have been able to obtain sufficient supply of raw materials up to the standard of quality we use at prices averaging a little lower than last year. We have had no trouble in securing all the labor we required at about the same wage as paid in 1921. We do not note any difference in efficiency.

"The domestic market is good with a strong demand, and this demand promises to be even better next season. The export market is weak. The trend of prices has been downward for our product during 1922.

"The outlook for 1923 is most promising. The fur trade is very active, as well as fishing and hunting resorts, where many canoes are used. The lumber business is going in full swing for next year, and we understand the pulp and paper business is picking up. This all helps to make business for our product."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



CANOE MANUFACTURERS' NEW PLANT AT FREDERICTON, N.B.

Early in the year the plant of the Chestnut Canoe Co., Limited, Fredericton, N.B., was destroyed by fire. It has since been replaced by the fine new plant shown in the above illustration. The building, which is about 100 feet square, three storeys and basement, is of brick, with fire walls and fire doors separating the various departments. The company have established an excellent reputation for the quality of their product.



# FURNITURE

## Past Year a Difficult One, but Manufacturers Bank on Result of House Building Programme

**F**URNITURE manufacturers do not as yet appear to have felt any marked increase in business as a result of the activity in residential construction which took place last year; but they regard the boom in house building as one of the hopeful features of the situation. The fact, as pointed out by the Secretary of the Furniture Manufacturers' Association, that contracts for 20,000 residences were awarded in 1922, coupled with indications that home building activity is to continue into 1923, is obviously an encouraging factor.

Prices for raw materials in this industry are on the upgrade. Lack of demand for lumber in the first half of the year retarded output, with the result that, as business improved towards fall, a certain scarcity developed and prices began to advance. Manufacturers generally have found no difficulty yet in getting supplies of wood, but mirror plate is in short supply, with prices considerably advanced.

### What Manufacturers Report

**William Cawkell**, Secretary, Furniture Manufacturers' Association, Toronto.

"The outlook for 1923 is encouraging. The most important feature which tends to inspire confidence is the abundant evidence that the tremendous decline in prices has come to an end, and that the tendency is upward. During the war years the house building programme was badly neglected, and the shortage of houses all over the Dominion is now being made good. To us this is a very encouraging feature and, while we do not expect any pronounced boom, we certainly do look forward to steady and continued improvement.

"The majority of raw materials used in our industry reached their low point early in the year, although that low point was seventy-one per cent. over 1914 level. After midsummer a decided increase took place in raw material prices, and at the present date materials, as a whole, are seventeen per cent. higher than they were six months ago, the most serious increase occurring in mirror plate. There has been very little difficulty in obtaining a supply of various materials, and quality has been somewhat better.

"The number of men employed during 1922 was greater than in 1921, and most of the factories report increased efficiency and more harmonious labor relations. The wages of skilled workmen remain about the same, while there has been a very slight drop in the wages of the unskilled.

"Our output for the year will be between sixty-five and seventy per cent. of normal capacity, the principal demand being from Ontario and Quebec. The

While plants on the average only ran from 50 to 70 per cent. of capacity, the volume of employment in 1922 was somewhat better than in 1921. Labour conditions were satisfactory, except for a shortage of skilled help in some localities, and wages were practically unchanged from the previous year. There was apparently no question as to improved efficiency, this being remarked by practically all manufacturers.

Demand was principally for the cheaper lines of furniture, and in consequence those plants engaged in the production of these lines were busier than factories turning out the higher grades. Competition was very keen and prices were lower than costs appeared to warrant. Merchants' stocks are now greatly reduced and, with the more stable conditions prevailing in business generally, it is felt that from now on gradual improvement should be experienced. Reports, which follow, all express a more or less encouraging degree of optimism as to the outlook for 1923.

demand for furniture in the Western and Maritime Provinces was not large. It was reported by furniture dealers that so far there has been very little result from the building programme. As contracts for nearly 20,000 residences were awarded during the year, this should create a good demand for furniture during the first half of next year, and the expected continuance of the building programme should keep us busier than during 1922.

"Prices for furniture during the year showed a downward tendency. The demand for cheap and medium goods still persists, and those factories making these qualities have been the most active."

**Thomas McGill**, Manager, McGill Chairs, Limited, Cornwall, Ont.

"Manufacturing conditions on the whole were quiet during the first six months of the year. Next year should prove a good year throughout the Dominion, as stocks have been very carefully kept and the consumer will require more than previous years, because he has been putting off buying. We believe, however, that the country requires something from outside, either from export trade or large immigration."

**J. S. Knechtel**, the Knechtel Furniture Co., Limited, Hanover, Ont.

"The building operations of 1922 should improve furniture business in 1923—but will it? Building costs are still so high that no money is left for furnishing when a house is up.

"Certain kinds of lumber are scarce and prices stiffening. There is an ap-

parent shortage in glass and mirrors, with prices up. Labour is well employed, and slowly tending to greater efficiency; we have made no reduction in wages.

"Furniture prices are below cost now, due to overproduction and the public holding off for lower prices. The home market demand has not improved to any noticeable extent."

**James Garvie**, Secretary, The North American Bent Chair Co., Limited, Owen Sound.

"We hope for a much larger business during 1923, as we believe that the bulk of the large stocks held by the retailers have been very much reduced and that it will be necessary for them to replenish their stock.

"We have not had any difficulty in securing our materials. In some lines, such as iron and steel, we believe the stocks are low. The quality is improving considerably over what it was a few years ago. Prices during the past two or three months on some lines are advancing, and in these cases are higher than they were the latter part of last year.

"We have been able to secure all the help we require; efficiency is improving; wages are about the same as a year ago.

"The domestic market for furniture has not been very bright during this year, and the export market has been very quiet. We are under the impression that conditions are improving and we are hoping for better business next year. The trend of prices has been downward."

**J. H. Kennedy**, Malcolm & Hill, Limited, Kitchener, Ont.

"Competition in our line has been extremely keen and conditions very trying. The year has been entirely a buyers' market, thereby forcing upon manufacturers a condition which made it impossible to ascertain a normal basis of price for selling.

"Markets have been very dead—dealers were not stocking goods, but merely buying as wants required. This condition placed us, as manufacturers, in such a position that we were acting as warehousemen and the building of new goods was to a great extent speculative. We are, however, anticipating an improvement in this direction during the course of this year.

"Prices have been uncertain, and a quantity of goods have been sold during the year at a discount.

"We feel that for the early part of 1923 conditions will fluctuate, but with each reaction we expect a slight improvement towards increase." Owing to Western conditions we feel that any improvement towards firmness and stability cannot be felt until another crop is harvested. Outside of this the only feature towards confidence is the hope that the



building programme of this year will create a demand for goods in the early part of 1923."

**Thomas Bell**, President, The Bell Furniture Co., Limited, Southampton, Ont.

"We are looking for good business in 1923, as stocks are low in the dealers' hands, with good prospects of a boom in the building trade.

"We have found the supply of raw materials used in our business easy. Prices on lower grades of lumber are cheaper than formerly, but on the average of goods we buy about the same as a year ago. Labour has been easier to obtain in the semi and unskilled class, but there has been a scarcity of good mechanics. Wages are equal to 1921, but efficiency has improved. General trade during 1922 was good, although prices were lowered."

**L. J. Salter**, Secretary-Treasurer, The McLagan Furniture Co., Limited, Stratford, Ont.

"The very high number of failures reported last year has had a tendency to weed out the incompetent in most businesses, and this is true to a degree in the furniture industry, and should have a healthy effect. Dealers throughout the year have adopted a somewhat hand-to-mouth policy and a probable slight stiffening in prices in January will no doubt be reflected in more liberal buying. Demand has not improved to a very large extent, but conditions throughout the industry appear much more stable than a year ago. Present prices are considerably lower than those of 1921.

"The outlook for 1923 is favorable. While not expecting a rush of business, we feel that a very fair volume will be obtainable for those who go after it aggressively."

**J. Malcolm**, President, The Andrew Malcolm Furniture Co., Limited, Kincardine, Ont.

"The outlook for 1923 in the furniture business is in our opinion only fair. The West due to its financial condition has little chance of absorbing extensive shipments. If immigration is extensive this condition may be improved. We look for only normal business." If business comes better than we anticipate, we can take care of it.

"Lumber, our basic raw material, has been steadily advancing in price for the past three months, and is likely to go considerably higher than the present levels. Mirror plate, which is another item, is advancing rapidly on account of the enormous consumption for closed cars. Prices to-day, generally speaking, of raw material in our line of industry are much higher than twelve months ago.

"Labor has been extremely satisfactory with us. We have not reduced wages during 1922 and hope not to reduce during 1923. We are getting greater efficiency out of our men, in place of lowering wages.

"Markets have been bare for business on high priced furniture. Cheaper lines have been selling freely. We have only been able to market about seventy-five per cent of maximum production.

"Our prices have been too low during the year, which has adversely affected earnings. The rise in raw material value and the continuancy of labor costs will necessitate an increase in price on furniture, if profits are to be considered."

**J. E. Alain**, Victoriaville Furniture Co., Limited, Victoriaville, P. Q.

"Prospects for 1923 are very bright, because 1922 has seen practically a boom in construction of homes, and we understand that 1923 will even be better in building operations. Another reason is that stocks are very low in all furniture stores, also with the jobbers. We find also that there is more employment in Canadian industries and, as there are large operations started in the lumber camps, next spring should show a vast improvement in all lines. The only difficulty is that the farmers are not yet getting enough for their products, and their buying power is more or less at

a standstill, and until better prices for farm products and cattle are obtained by the farming community, we cannot expect real normal good times.

"Prices of raw materials, from January 1st. to June, 1922, were lower than in the previous year, but since June, 1922, most of the materials used in the furniture industry have increased about twenty-five per cent. and, for instance, two weeks ago, we had a straight increase of twenty per cent on glass and mirrors. We are buying lumber locally at \$10.00 less per thousand feet than last year, in hardwoods and spruce.

"The condition of employment, compared with 1921, is the same in our locality, as we are paying the same wages and are having the same efficiency.

"We have found business the same as last year, but prices are lower and the margin of profit is about nil. This is the case generally in all the furniture factories of this country. The reason is that we had to continue to manufacture with high priced materials of former years, especially lumber, and to pay the same wages as in 1921, with furniture selling about thirty per cent less than 1921."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



ENLARGEMENT OF A TORONTO PLANT

During the year the Toronto Feather and Down Co., Limited, found it necessary to enlarge their plant and did so by the addition of two storeys which are observable in the illustration. These are of solid brick construction and by their erection the size of the plant has been increased by fully 50 per cent. and the capacity from 50 to 75 per cent. The Company manufactures comforters, pillows, mattress pads, fancy cushions and forms, at 2154 Dundas St. W.



# LEATHER

## High Costs of Labor and Materials Affected the Industry in 1922, but Outlook for 1923 is Encouraging

**W**HILE several factors had an adverse effect on the leather industry during 1922, the general run of business was good, and manufacturers are looking toward the coming year with confidence. The principal causes for worry in the past year were the high prices paid for raw materials and labor combined with the fact that these had to be largely absorbed by the manufacturer. Prices for the finished product, while not yet commensurate with costs, are on the up grade, and the improved demand shown in the latter part of 1922 gives ground for the belief that the industry

has passed its period of readjustment and will experience a profitable season in 1923.

The export market was practically closed during the past year, except for a few lines. The recent rise in sterling exchange opens the British market to some extent, and some companies expect to enlarge their export trade this year.

Labor conditions, except for the high wages already mentioned, were satisfactory in 1922. There is no immediate prospect of wage reductions, but an improved efficiency is noticed, and factories had no difficulty in securing hands.

ployed during the year, and efficiency has been satisfactory. Wages have remained largely stationary, but are still sixty per cent. to seventy-five per cent. higher than before the war."

**Charles Robson, The Robson Leather Company, Limited, Oshawa, Ont.**

"The outlook for 1923 is decidedly encouraging, for a marked improvement has already taken place in our domestic market, and reports from England are to the effect that business there in leather and shoes is also showing more activity, which means that sooner or later Canadian tanners will be receiving increased orders from abroad.

"A fair volume of business is anticipated for at least the first six months of next year. Exports are showing some improvement, with the demand for patent abroad still holding up very well.

"Shoe factories, on the whole, during the past year have been running about sixty per cent. of capacity. A large quantity of old leather which has been in store, mostly in the tanners' hands, for the past two years, has recently changed hands at prices considerably less than replacement value. This condition has made the marketing of current receipt leather at satisfactory prices rather difficult. Prices for the first six months of 1922 were very unstable, but, with the gradual advance in raw material, prices for the finished product began to improve. It was, however, with great difficulty that tanners succeeded in establishing replacement values on a few lines, and many lines continue to sell under replacement values.

"There has been an ample supply of raw hides and skins used in the tanning industry. The quality has been somewhat inferior, and prices about fifty per cent. higher than a year ago. Labor has been plentiful, with wages in some departments lower, while in others the 1921 scale has been pretty well maintained."

**E. F. Hutchings, President, The Great West Saddlery Company, Limited, Winnipeg.**

"The outlook for business during 1923 will be somewhat improved over 1922, but we cannot look for any big trade in this country until the farmers harvest another crop, for which we hope they will get a better price. While we will probably put into circulation \$450,000,000 from the crop in the West this year, the current debts, taxes and interest will probably absorb a large portion of it.

"The farmer is not in the humor to buy anything except what he is forced to buy through absolute necessity. He

### What Manufacturers Report

**Hon. E. J. Davis, President, Davis Leather Company, Limited, Newmarket, Ont.**

"Several conditions have adversely affected our industry, one being the reduced purchasing power of the people generally, and another the excessive taxation which hinders the conduct of business in every direction. High freight rates are also very serious. Unless these disabilities are changed and European conditions improve there is nothing to improve the outlook for 1923.

"There is practically no export market for our product, and owing to the un-

settled European conditions in general, and the question of exchange in particular, the immediate future is not bright. Domestic business has been fair, the demand much the same as last year. There has been little variation in prices during the year.

"We have had no difficulties during this year in obtaining the supplies of raw material. On the whole, it has been of satisfactory quality, but prices on some of the dyes and chemicals we use are still far too high as compared with pre-war figures.

"Our labor has been fairly well em-

### INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



ENLARGEMENT OF ORILLIA TANNERY

This picturesque scene shows, in the foreground, the plant at Orillia of the McQuay Tanning Co., Limited. This tannery has been considerably enlarged during the past year, the principal addition being shown to the left. It consists of a three-storey stone and steel building, and is devoted to office, warehouse and shipping departments, relieving the pressure on the plant.



claims that he has to sell at below 1914 prices, while what he has to buy is costing him from forty per cent. to fifty per cent. more than in 1914, and it is therefore hard to make sales. Our farmers have had a severe lesson, and in future, I think, they will be more economical and get their overhead down and their earning power up, so that conditions here should be much improved by next year.

"On the whole our producing people are studying economy. Of necessity they have to do so, and possibly these years of hard times may be the best medicine which can be prescribed for us. If the Canadian people will roll up their sleeves and go to work from ten to twelve hours a day, in the good old-fashioned way, there is no fear for the future. We have noticed that quiet and depressing times are the only good argument one can make that good times are following in our tracks, and will be here shortly. These things come in waves, and I think our bad wave is nearly over. After January we will probably begin to have better times.

"We have had a plentiful supply of raw material throughout the year. The quality has been on an average with other years, but prices during the year have risen from ten to fifteen per cent."

**George W. Sadler, Sadler & Haworth, Montreal.**

"We consider the outlook for 1923 to be bright, as conditions in all lines of business seem to be improving, and there exists to-day a stronger feeling of confidence than a year ago."

"We do not cater to export trade. Domestic demand during the earlier part of the year was fairly light, but has materially improved during the past three months. Prices remained stationary until November, when they advanced five per cent. They are not yet commensurate with the high price of raw material and labor.

"Packer steer hides have been sufficiently plentiful in supply, fairly good in quality, and twenty-five per cent. higher in price. We have been running seventy-five per cent. normal, with wages still at the peak. Efficiency is improving.

"The only conditions affecting our industry are the increasing prices of our raw material coupled with the decreased demand for our finished product, owing to so many plants being idle or running on short time."

**T. A. Craig, Wickett & Craig, Limited, Toronto.**

"As to the outlook—general conditions seem to be more favorable than they were a year ago. Stocks of leather are not large, and the rise in sterling exchange will increase chances of trade with Britain.

"It is sometimes difficult to convince leather buyers that finished leather prices cannot return to pre-war prices, even if hides do. There are so many

elements of cost, chiefly wages, shorter hours and taxes, that have become as important as the cost of the hide itself in fixing the selling price of fancy leathers.

"In our branch of the tanning industry (fancy leathers), the year 1922 has been one of conservative trading. There has been no difficulty in securing raw materials of all kinds at reasonably steady prices, with the exception of kids, which have registered a decided advance since early summer."

**C. H. Cleveland, President, J. L. Goodhue & Company, Limited, Danville, Quebec.**

"We think the outlook more promising than in December, 1921. The domestic market has shown improvement, except when affected by the closing of the export market, which has made this field a dumping ground. Prices have been below reproduction costs throughout the year.

"Our supply of raw material is more limited than last year. The quality is no better, and the prices are much higher.

"There has been an ample supply of labor at lower wages than in 1921. Efficiency is up to the 1921 level, but much below that of 1914 and previous years."

**B. F. Ackerman, B. F. Ackerman, Son & Company, Limited, Peterborough, Ont.**

"There seems to be an improved demand for our products. Our factory has been fully employed during the year and we are well booked up with orders for spring trade.

"In August last our prices were reduced five per cent., and on December

first, we advanced our prices five per cent., so that our present prices are the same as on December 31st, 1921.

"There has been an upward tendency in the prices of our raw materials, the advance during the year amounting to about seven and one-half per cent. Wages are the same as in 1921, and efficiency is fair."

**George W. Beardmore, Beardmore & Company, Toronto.**

"The demand for leather in 1922 increased, but not to an abnormal extent; while there have been a few slight advances these do not compare at all with the advances in hides. Conditions in Europe, however, are so bad that we must feel their effect on this side for some time to come. Our belief, nevertheless, is that there will be a fairly satisfactory business done in 1923 although we are not looking for any boom, except perhaps in certain special cases, unless the reparation and exchange problems are soon settled and European money becomes more valuable."

**L. O. Breithaupt, Director and Sales Manager, The Breithaupt Leather Company, Limited, Kitchener, Ontario.**

"We are optimistic about 1923. The stocks of shoes in the hands of retailers are small; the stocks of leather of the shoe manufacturers are in the same condition. We therefore look for an active buying movement early in 1923. There is as yet no export trade. Domestic business, however, is on the upward trend, although some buyers are operating only from hand to mouth."

## BOOTS and SHOES Business has Improved and Outlook is Good

**W**ITH only one exception, all the boot and shoe manufacturers who have made reports on the outlook for 1923 are expecting improved business. During 1922 the demand for footwear was greater than in 1921, and prices did not fluctuate seriously. The tendency of prices during the latter part of the year was upward, owing to advancing costs of raw materials.

The supply of raw materials was satisfactory and the quality good. One manufacturer states that the leather he got during 1922 was on the average better than before the war.

Labor conditions were good from the employer's standpoint. While wages remained at about the 1921 level, there was a noticeable improvement in efficiency and the supply of workers was adequate.

**J. Daoust, President, Daoust, Lalonde & Cie., Limitée, Montreal.**

"The great problem in the shoe industry is what are the next styles going to be. There has been hesitation on the

part of buyers, as they do not know what will be selling; but we expect that January will see the beginning of good business for 1923, as merchants will place their orders then if they want to get goods for the spring trade.

"Up to the beginning of December the demand for our goods was pretty fair, but a little decline in the hide market and the question of styles has postponed buying for the time being. Prices are getting stabilized more and more; raw materials are plentiful and cost less than in 1921."

**G. W. McFarland, Managing Director, Williams Shoe, Limited, Brampton, Ont.**

"As to the future, we see no reason whatever for pessimism. Nor do we think there is any room for undue optimism. We look forward to a steady, gradual improvement in trade. There should be an effort on the part of all to keep prices at the lowest possible point consistent with safety.



"We have had a much greater demand for our footwear, which is a staple line, than in 1921. Our sales for spring delivery, 1922, exceeded our entire sales for 1921. Our sorting business also has been heavier than last year. Our placing business for spring, 1923, delivery will fall slightly under our business of a year ago. The domestic market has been flooded with bankrupt goods and this has had a tendency to reduce the demand for regular lines. There has also been a tendency on the part of the public to buy a cheaper class of footwear.

"The price of footwear during 1922 has not fluctuated seriously. Our fall prices for 1922 were lower by five to ten per cent. than in the spring. Our price list for spring, 1923, is the same as our fall, 1922, list. In order to protect the trade against an advance, we were compelled to purchase our requirements for the spring run before raw materials advanced."

**A. A. Armbrust**, The Lady Belle Shoe Company, Limited, Kitchener, Ont.

"It looks as though 1923 ought to be a very good year, as the retailer has been buying only what he absolutely required, and in as small quantities as possible. There should be a decided improvement in the demand.

"In the raw materials the cheaper grades of leather are very scarce. There seems to be a larger supply of the higher priced skins. Prices are higher than a year ago.

"Conditions of employment seem to be slightly improved. Wages, as far as we are concerned, are the same as last year.

"In the high grade of women's lines the rapidly changing styles make the position of both manufacturer and retailer extremely difficult. We feel that if the retailer would anticipate his wants in staple lines it would help conditions considerably."

**A. Tetrault**, General Manager, The Tetrault Shoe Manufacturing Company, Limited, Montreal.

"The general demand in 1922 was certainly better than in 1921, but it is not yet normal. Export business is practically nil, and only a few specialty shoes find a certain market in the United States, on account of there being no duty. Prices of shoes had been greatly reduced until last summer, but slight advances of practically three to five per cent. had to be made this fall.

"However, we feel that the prospects of general business in 1923, in the shoe industry, should be better than in 1922, and in our particular case we expect sales to be slightly over twenty per cent., basing our estimate on orders actually booked for spring. Although we figure business will not be brilliant, we expect fair and safe conditions to rule in our industry.

"During the present year raw materials have been in plentiful supply, and have been on the average of a better quality than before the war. Undoubtedly pro-

gress has been made in the Canadian tanning industry, especially in side leather.

"Prices had not stopped going down since 1920, until about mid-summer when an advance was recorded which will probably be at least partly maintained.

"During the first six months of 1922 it was found necessary to reduce wages, but they appear to be stabilized now for some time. All necessary labor is easy to find, and undoubtedly efficiency has increased slightly.

"The liquidation of high-priced materials and stocks was completed early in the year, but general conditions with the wholesalers and retailers have not been good and many failures occurred as a result of the past two years of deflation and bad business."

**Clayton E. Hurlbut**, General Manager, The Hurlbut Company, Limited, Preston, Ontario.

"Owing to bad credit conditions in the retail trade, the outlook for 1923 is not inspiring. Many good accounts are finding it difficult to pay their bills and are making it necessary for us to hold up credit to a considerable extent. The demand for our product is about as usual, but these credit conditions are having a bearing on the demand.

"Our factory output has been some twenty per cent. higher than in 1921, and conditions on the whole have probably been better than they were last year. Owing to the increased cost of materials, from six to ten per cent over 1921, prices are on higher levels, but with our increased output we have been able to maintain prices. The increased costs have been in calf, kid and sole leather.

"Labor conditions are satisfactory. We have had full time employment during 1922, and the trend of wages has been on about the same level as in 1921, while efficiency is somewhat higher."

**C. A. Ahrens**, Charles A. Ahrens, Limited, Kitchener, Ontario.

"Undoubtedly after January stock-taking there will be an improvement in the trade. Stocks are very low, and unsaleable goods have been disposed of in sales which every merchant has put on lately to reduce stocks. Nothing to speak of is bought ahead, and sorting is increasing. There is also more confidence shown and not a hesitancy to buy because of the feeling that prices might drop. There is a better demand for better quality. At present, though the retailers' stocks are very much depleted, the trade is still very backward in buying. This has made business very spotty, affected by weather changes and conditions.

"Prices for our product are practically the same as during the latter part of 1921. We have had no difficulty in getting our supplies of raw materials and in what quantities we wanted. With the exception of one kind of leather, which has advanced, prices, taking quality into consideration, are practically

the same as last year. Our sole leather requirements are covered by contract, and we understand that there would be a higher price were we to contract today.

"Labor can be reported as slightly more efficient than last year, and we have made no reductions in wages. Little lost time has occurred in our factory during the entire year."

**T. S. Scott**, Getty and Scott, Limited, Galt, Ontario.

"Everything points to a decided improvement in 1923. Merchants' stocks are lower than they have been for a great many years. Many of them are losing sales by not having the right class of merchandise. The style craze, which has been a very disturbing factor in the industry, now gives evidence of subsiding somewhat, and this should have a good effect.

"In the shoe industry the United States has felt a return to prosperity. During the past six months factories in that country have been busy. It is believed that this activity will make itself felt in Canada very shortly. The United States felt the depression earlier in 1920 than did the industry in Canada: this probably is the explanation of the slower recovery here.

"There has been a tendency for shoe merchants to withhold placing orders for spring, 1923. We do not believe that more than fifty per cent. of the requirements have been placed. This will mean that a great deal of buying for spring will take place after the first of the year, and we look for a decided improvement during 1923.

"Prices in the industry, reflecting conditions in the hide and leather industry, have been firm. Raw materials have been in good supply; there has not been any difficulty in securing our requirements. There has been a certain tendency for prices to increase: hides and skins have advanced steadily during the present year.

"From the standpoint of the employer, labor conditions are improving. There has been no difficulty in securing all the necessary help. Employment in the industry has been only fair. Wages have been stationary, but we feel that the efficiency of labor is considerably improved."

**J. E. Warrington**, Vice-President, The John Ritchie Company, Limited, Quebec.

"We look for a normal increase of business for 1923 over 1922, figuring that business generally throughout the country has shown a gradual improvement. Competition, however, will be keener and profits will undoubtedly be less unless a considerably greater volume can be obtained to cut down overhead expenses. The big trouble of the shoe industry is over-production and too many incompetent manufacturers working under improper cost systems."



# FLOUR and CEREALS

General Outlook in this Industry  
one of Confidence in the Future

**L**EADERS of the flour and cereal industry look with confidence to the coming year, and with reasonable satisfaction on the year which has passed. In spite of freight rates, which discriminate in favor of raw grain, and so give English millers an advantage over their Canadian competitors, there was an improved export trade and, since cereals are cheap foods, the prospects of this trade continuing are good.

Raw materials were readily obtainable throughout 1922 at somewhat lower prices than in the previous year, though an upward trend began at the close of the last crop year on August 31st. The grain was of good quality, and the market was more stable. Prices of the finished product also fell with those of raw material, and this condition was partly responsible for the increase in exports.

The labor situation showed little change, as compared with 1921. Employment was steady, but efficiency and wages remained about the same as in the preceding year.

## Manufacturers' Reports

**J. E. McFarlane**, General Manager, Western Canada Flour Mills Company, Limited, Toronto.

"The outlook for the year 1923 would inspire considerable confidence. There is a better demand for export, and domestic trade is fairly good. If the cost of transportation to seaboard, which has somewhat hampered export business during the year, could be reduced, and ocean freight rates brought somewhere in line with grain rates, business for 1923 in the flour milling trade should be good.

"The supply and quality of raw materials have been good throughout the year, and prices rather lower than in 1921. Labor conditions show little change; the wages are practically the same, and efficiency is much lower than before the war.

"The trend of prices during the past year has been downward."

**F. Gordon**, Battle Creek Toasted Corn Flake Company, Limited, London, Ontario.

"Generally speaking, the prospects for our product for 1923 are very promising, and we have nothing but confidence in looking forward to the New Year.

"The demand in the domestic and export markets has improved, and we have encountered no adverse conditions. Prices this year have been decidedly lower, in fact, we are getting only ten cents more per case than the cheapest price Corn Flakes ever sold at.

"The supply and quality of raw materials have been good, and prices aver-

age about two per cent. less than last year.

"As in 1921, employment has been steady. There has been no decrease in wages, but some improvement in efficiency is shown."

**F. C. Cornell**, Secretary, Canadian National Millers' Association, Montreal.

"The domestic market has, if anything, been possibly the most highly competitive market that the mills have experienced for a number of years. The tremendous drop in prices has caused buyers to buy only for immediate needs. Some mills have attempted to either gain a foothold or maintain their already established business by selling flour at prices which were considerably below cost of production. At the present time of writing the market has been fairly stationary for the past few weeks and the trade are beginning to have more confidence.

"While the mills have been able to show a substantial increase in the exports of flour in 1922 over the previous year, it must be remembered that they are only coming back to normal conditions after the disastrous year under control of the Canadian Wheat Board when their export flour business was under Government control and they suffered a decrease of some 4,000,000 barrels. Indications in this market for the future are that the mills will this year regain their normal share of the export flour trade of the world. Canadian spring wheat flour is now being exported to more than sixty different countries and is doing much towards advertising Canada and Canadian products. The biggest difficulty the mills have had to contend with and are still combating is the matter of export rates on wheat and flour for export, wheat being delivered at seaboard by Canadian railways at approximately six cents per 100 pounds cheaper than flour, or in other words, twelve cents per barrel. There is also a serious handicap in ocean freights, the steamship companies operating out of Montreal during the past year charging a rate varying from three cents to five cents per 100 pounds higher than the United States millers were able to ship from New York. For some reason or another or possibly through some agreement with New York steamship interests, the American boats have refused to carry Canadian flour except at the rate quoted via Montreal. The matter has been brought to the attention of the Government, but they have not seen fit to take action so far.

"As already stated, flour prices fluctuate with the grain market and the decrease in grain prices have reflected themselves almost instantaneously with flour prices.

"The outlook for the future, while prophecies are very uncertain, would indicate that the demand for Canadian

wheat and flour throughout the world will result in a steady, healthy, normal increase in export business. If given a clear road with no handicaps in the matter of freight rates, preferential customs tariffs against flour as compared to wheat, and the assurance that the Government will not attempt to control the marketing of the Canadian grain crop, the mills should have every reason to hope that they will regain full normal export business in the next year.

"With respect to the domestic market, the consumption of bread stuffs is more or less normal throughout any year and the only way in which the total consumption within the Dominion could be increased is by a growing population.

"Taking the situation as a whole, bearing in mind the efficient and conservative policies adopted by the large milling companies in Canada, the general outlook for the future would give every reason for confidence in the future of the industry."

**A. E. Labelle**, Vice-President and Managing Director, The St. Lawrence Flour Mills Company, Limited, Montreal.

"Prices are lower than they were in 1921, which has resulted in a very large export business. I must say, however, that the prices obtained on the other side were very low, because our wheat was shipped there at a much lower rate than that charged on flour. The difference alone means a big profit to the English miller against the shippers of Canadian flour.

"We have an unlimited supply of raw material, the crop this year being a very large one, and the quality of the very best."

**George A. Macdonald**, Manager, The Quaker Oats Company, Peterborough, Ontario.

"We are looking forward with a reasonable amount of confidence to the year 1923. Liquidation in grains, our raw material, has undoubtedly run its course, and we look hopefully for a more stable grain market condition to prevail. Greater stability in the markets will give buyers a confidence that has been lacking. Grain products are cheap food products, and for that reason we believe that, whatever the developments in Europe, they will be in continuous demand there as elsewhere throughout the world.

"During the last three months there has been a very distinctly improved demand for flour for export. The mills in Canada have operated on a very small margin throughout the year in both export and domestic business, and the increase in export volume undoubtedly is largely due to these close prices."



# BISCUITS and CONFECTIONERY Prices are Lower, but Outlook is Good

**A**TENDENCY towards lower prices characterized the biscuit and confectionery industry during 1922. Raw materials, taken as a whole, did not cost much less than in 1921. There was a decline during the first part of the year, but in the second half an upward move started, principally in flour and sugar.

The labor situation showed improvement. Some manufacturers found that the supply exceeded the demand, and were able to make wage reductions while securing more efficient service.

While the general market during 1922 can only be described as fair,

some manufacturers report satisfactory business for the year. The export market for chocolates was quite good, though it is not yet known whether the sales abroad exceeded those of the previous year. In the domestic field manufacturers found the excise and sales taxes adverse influences, and keen competition caused the general reduction in prices.

The majority of biscuit and confectionery manufacturers look to 1923 with optimism. There is no hint of any spectacular improvement, but the opinion that business will gradually grow better during the coming year is almost unanimous.

fectionery, which we feel has hurt our sales.

"There was a decline in prices of raw materials during the first part of the year, but an advance in the last three months has brought the price of our basic materials higher than at the first of the year. Labor supply is more plentiful. We have made no wage reduction for skilled help, but about fifteen per cent. reduction in unskilled labor."

**C. J. Bodley**, Secretary, Confectionery, Biscuit and Chocolate Industries of Canada.

"We believe the outlook for 1923 is bright. There may be local conditions in some districts which may result in careful buying, but, on the whole, there does not seem to be any cause for pessimism in our industry.

"Trade has been fair only, and is reported in many districts as 'spotty.' Canadian chocolates are being exported in considerable quantities, but whether an increase over 1921 is actually shown is not known.

"The market for raw materials has been comparatively lower, with a tendency towards higher prices in sugar and flour toward the end of the year. On the year's average, the prices are not appreciably below those of 1921.

"Competition has been much keener, with a tendency to lower prices. The imposition of the five per cent. excise tax in addition to the regular sales tax has had an adverse effect on the industry.

"Labor conditions are easier in every way. It is possible to secure lower priced help, but it is doubtful whether this would not injure efficiency. Labor undoubtedly realizes now that a fair return must be rendered for the wage paid."

**F. W. Bean**, Bean & Westlake, Limited, Woodstock, Ontario.

"There is nothing to indicate any revival in business before spring. Conditions should then gradually improve, but the extent of this improvement will be largely determined by world conditions. The political and economical conditions of Europe will be the biggest determining factor in any trade improvement on this continent.

"The demand for confectionery has been steady, but biscuits have been quiet, with a consequent reduction in employees and working hours. Generally speaking, there has not been much change in prices, but some lines, notably chocolates, have been considerably reduced.

"The supply of raw materials has been ample, and quality the best. The mean average of prices is about the same. The

## What Manufacturers Report

**H. N. Cowan**, President, The Cowan Company, Limited, Toronto.

"The outlook for 1923 is not any too rosy. The cocoa and chocolate business, however, is a good staple one, and the demand for and the consumption of our products is increasing all the time. If the tide of immigration would only turn toward Canada, it would not be very long before there would be lots of business for all our cocoa and chocolate manufacturers, in spite of the fact that we have so many plants and so much machinery for making these products.

"Our total sales this year will be behind last year. Our tonnage will be a little lower, and in dollars we will be quite a little behind. There has been a marked improvement in October and November.

"The export of cocoa and chocolate does not amount to anything. We have been doing a little business with Japan, South Africa and Australia. Our wages and manufacturing costs will have to be cut down very considerably before we will be in a position to compete successfully in foreign markets.

"Our principal raw materials are cocoa beans, sugar and cocoa butter. Prices for cocoa beans have been about the same as in 1921, the average price of sugar has been lower, and cocoa butter, of which we buy great quantities, has been quite a little bit dearer. Taking all our raw materials, costs have been about the same.

"There has been absolutely no change in wages. The Minimum Wage Board forces us to pay a minimum wage of \$12.50 a week to girls, which is fully double what is being paid to factory girls in the Province of Quebec. We have been able to secure all the labor we needed, and it shows a slight improvement as regards efficiency.

"The trend of prices has been downward. We are selling goods altogether too close. During the war there was a tremendous demand for cocoa and chocolate products, and all manufacturers in-

creased their plants, and new ones started. As a result there is a great over-production and consequent price-cutting."

**Frank A. McCormick**, President, McCormick Mfg. Company, Limited, London, Ontario.

"We are looking forward to good business for next year. The demand for our line has been fairly good, our business being larger than last year. Prices on our product are down about ten per cent. or fifteen per cent.

"As regards raw materials, prices today are somewhat easier than they were a year ago. In a great many lines prices went down considerably until a few months ago, when they stiffened again.

"In regard to labor we made some slight reductions early in the year, but nothing since. We find the efficiency is improved."

**A. D. Ganong**, President, Ganong Bros., Limited, St. Stephen, New Brunswick.

"Candidly, we are pessimistic regarding 1923. With such a large percentage of farming population, and the farmers netting very little on their produce, and the price of cottons and woolsens and other goods going up, we do not see much prospect of increased business during 1923, and feel we will have a hard fight to hold our own. On the other hand, while the farmers do not net an awful lot on their product, they are bringing a great deal of money into the country, which is bound to do good, and we feel that employment will be much better than it has been the last year.

"I do not think the market has improved. It is doubtful whether the public has as much money as in the last few years. Prices for our product during the year have been down. We have a five per cent. excise tax on con-



supply of labor exceeds the demand; consequently wages have tended downward, and efficiency is improved.

"Owing to decreased purchasing power of the public, there is over-production at some seasons, especially during the first part of the year."

**James W. Moir**, Moirs, Limited, Halifax, Nova Scotia.

"Taking conditions as a whole, we believe that business will be fairly good in 1923. We have found an increasing demand for our goods in the domestic markets. The Newfoundland trade is good, but the demand from England, owing to a variety of causes, is poor. On the whole, business has been very satisfactory. The tendency for prices has been downward since the first of this year.

"In our raw materials, flour and sugar are lower, cocoa beans a little higher, edible fats about the same. There is not much change in wages, but unskilled labor is a trifle lower. Efficiency is somewhat increased.

"We are handicapped by the high freight rates to the Western Provinces. When the rates were increased during the last few years the differentials were also increased, and this has affected Maritime manufacturers adversely."

**C. E. Edmonds**, Secretary-Treasurer, Christie, Brown & Company, Limited, Toronto.

"We believe we have about passed through the period of depression, and are very optimistic as to the future. Both domestic and export markets show a slight improvement over 1921. We have not encountered any conditions which have adversely affected our business. The selling price of our product was reduced on January 2nd, 1922, about sixteen per cent.

"The supply of raw material has been satisfactory; the quality good, and the cost about twenty per cent. lower than in 1921. There is plenty of labor available. Wages are the same as in 1921, and efficiency shows improvement."

### Carbonic Acid Gas

**J. R. Colby**, Vice-President and General Manager, Canadian Carbonate Limited, Montreal.

"We have encountered no conditions which have been adverse or affected our industry, except those general conditions which have been common to all industries. We have met very keen competition from German manufacturers in our export business, especially in the British West Indies, and have had to reduce our prices somewhat during the year. Since September the first, we have experienced a slight increase over the same period of 1921, and we feel that 1923 should show quite a substantial recovery."

## WALLPAPER More Active Market Reported in this Industry

**I**N the wall paper manufacturing industry, progress was made last year towards more normal conditions. The market for wall paper in Canada was more active, and in the export field more business was done than in the previous year. Manufacturers report no difficulty about raw materials, which have been in good supply, and at somewhat lower prices than prevailed during the years immediately preceding. Labor has been readily obtainable; wages were practically unchanged and help more competent. The outlook, as the following reports indicate, is favorable.

### Manufacturers' Reports

**E. G. Staunton**, President, Stauntons Limited, Toronto.

"The domestic market is buying considerably more volume from us than they did last year (1921). Even yet it is not back to normal. There are indications, however, of a steady improvement, though the public are still fearful of buying much beyond their immediate needs. Export markets are improving slowly, but there is no great enthusiasm on the part of any of the dealers in any of the countries in which we are doing business. The demand seems to be steadily increasing and we believe before very long we should be receiving a fair volume of business from these countries.

"We make our prices, as far as possible, for the season, which means from July 1st to June 30th of the following year. The prices we made in July last were very considerably lower than those that maintained in the year previous.

"We are inclined to feel that repeat orders in the spring of 1923 will be big, as customers have certainly not overbought and they all seem to have enjoyed a fairly brisk business. For the following year, commencing with July 1st, we believe there should be a steady improvement in the volume of business; nevertheless it looks as if recovery would be very slow. Recovery has not developed as fast as we had expected."

**R. H. Gillean**, Manager, The Watson, Foster Co., Limited, Montreal.

"The home market in 1922 showed an improvement over 1921, except portions of the provinces of Ontario and New Brunswick. The export market is reviving and the demand was better than the previous year. The trend of prices has been somewhat downward from 1921.

"Demand for our product was greater and, as each month goes by, the demand seems to increase, which leads us to believe that the corner has been turned and that 1923 will see a more active demand for wallpaper than either 1921 or 1922.

"An abundance of good raw materials is available at prices lower than have been ruling during the past few years."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NATIONAL CASH REGISTER COMPANY'S NEW HOME

To meet the needs of their expanding business, the National Cash Register Co., of Canada, Limited, purchased last year the factory building in Toronto illustrated above. The building was erected in 1916 and is of modern construction, with excellent lighting and efficient ventilation. Sufficient ground was acquired at the time to admit of the erection of additions.



# MUSICAL INSTRUMENTS Improved Export and Domestic Demand in 1922. Prospects good for 1923

**T**HE state of an industry like the making of musical instruments, which are usually regarded as luxuries, may be taken as a fairly good barometer of general business conditions. The improvement that took place during 1922 and the general feeling of confidence in good business for next year reported by these manufacturers are therefore very encouraging.

Prices of musical instruments fell during 1922, and probably reached the bottom, as most manufacturers look for an upward movement to set in soon. The domestic market showed a great improvement during the last quarter of the year, in excess of the usual seasonal revival that occurs at that period. In the export field there was also some improvement, although high transportation charges made this effect felt here as in other industries.

Prices of raw materials continued at a high level, with no hope of any important reductions. Wages in the main were unchanged. Efficiency among old employees was high, but new skilled labor was difficult to obtain. There was an increase in employment to a certain extent.

## Manufacturers' Reports

**W. N. Manning**, The Sherlock Manning Piano and Organ Company, London, Ontario.

"Since September 1st the market for our products has very materially improved. In fact, we are now experiencing a demand far in excess of anything we have known in our thirty-five years in the piano business. With an output of nearly twelve a day we find ourselves at the present time (December 1st) with more orders than we can fill between now and the new year. From September to the end of January is really the harvest period of the piano industry, and while we were expecting an improvement over the demand during the year, we had no expectation nor preparation for a demand that is fully two hundred per cent. more than normal.

"It may be that the present increase is simply an abnormal seasonal demand, although from the reports we get from our dealers throughout Canada, we believe the prospects are much better for next year than they were for the beginning of this year. A year ago there was very little trade from the West. Now they cannot get enough pianos, and it is reasonable to suppose they will continue buying after the New Year.

"The unusual demand referred to applies more particularly to the domestic trade, and is fairly well distributed throughout Canada, except in Cape Breton. There has been a steady increase

in export trade, and we have lately received advices from New Zealand, Australia and South Africa to the effect that prices of German pianos were advancing to such an extent that prospects were good for our getting back the volume of trade which we had with these countries in 1919 and the early part of 1920. During the year we made our first shipment to South America, which is a market that has hitherto been pretty well controlled by Great Britain and Germany, and we suppose our business there is due to the increased prices of German pianos, mentioned above."

**Henry H. Mason**, Mason & Risch, Limited, Toronto.

"As we are in a position to know that the record of the final six month's period of 1922 has been much more satisfactory than the same period in 1921, there is every reason to feel that the first half of 1923 will be better than the same months of 1922. It is assuredly a very encouraging sign that remittances at the present time are more active than a year ago. We are looking forward with confidence to a good year's business.

"Up to the month of July we found business quieter than a year ago, but with that month our volume showed an advance, and each month since this has been more marked.

"The difficulties we must face to-day are outside much more than inside. The sales tax payable each month has interfered with the return of business to normal, particularly in the case of concerns that do business on a credit basis."

**A. H. Heintzman**, Gerhard Heintzman, Limited, Toronto.

"Our opinion of the outlook for Canadian trade for 1923 is very optimistic on account of the immense amount of construction in progress throughout the country. We do not expect any terrific boom, nor do we feel that we will reach an output which we could term normal, but we think it will be more than in 1922.

"The domestic market has shown a twenty per cent. increase over 1921. The quality and price of raw materials are about the same, and the price of our products is the same as 1921. Wages have not changed."

**Edgar M. Berliner**, Vice-President, Berliner Gram-o-phone Company, Limited, Montreal.

"The demand for our product has been improving during the last four months, with a distinct downward trend of prices. Considering that our product is generally regarded as a luxury and can be done without, I re-

gard the increased demand recently manifested as a definite indication that we have reached the turning point, and are now in for better times; nor do I mean for our industry alone, for I regard these signs as positive evidence that business in general is on the mend. Naturally, European conditions will influence our conditions here for a long time to come, irrespective of how soon European nations 'get together.' Canada's ability to weather the storm, even under these adverse conditions, is sufficient proof of our latent strength. Once our national budget is balanced, and immigration properly directed, we will enter upon a wave of prosperity which may possibly surpass the fictitious post-war prosperity."

**H. P. Bull**, Vice-President and General Manager, The Williams Piano Company, Limited, Oshawa.

"We anticipate a thirty per cent. increase in business during 1923, as we expect a small improvement in percentage of business in the city and a large improvement of sales in the rural districts, with the possible exception of the Province of Quebec, which does not look too promising until another crop or an improvement in the prices of farm products.

"The domestic demand appears to be about seventy per cent. normal on the basis of pre-war production, with possibilities of improvement, but this demand has never been so unbalanced in monthly quotas. The export market is showing some improvement, particularly in Australia and New Zealand. The South African and English markets have been void of business for the past two years."

**Alex. Saunders**, President, The Goderich Organ Company, Limited, Goderich, Ontario.

"What is the outlook for 1923? I am called an optimist by my friends, and might as well keep up my reputation. In the natural sequence of business cycles, 1921 should be the year for low mark in business, and following these recurring periods we should reach the high mark in 1928. Owing to the unusual world conditions, business will not come back with a boom, progress will be gradual but healthy.

"The market for our lines has been slow, notwithstanding the amount of building this season. Export trade is still held up, owing to excessive transportation charges, especially ocean rates, which are eight times above those of 1914. Prices have been steadily declining, and while some of our jobbers look for further reductions, I think that values have touched bottom and unless labor will accept lower wages, prices will advance rather than recede."



# JEWELLERY

Better Business Done in 1922  
and Improved Outlook for 1923

**A**MONG manufacturers of jewellery and silverware, the year just closed has been one of gradually improving business. The earlier part of the year was quiet, with a certain amount of uncertainty in the trade, but the fall months witnessed a revival, and the year ended with quite an active market.

Raw materials used in the jewellery industry have varied somewhat in price. Gold has been cheaper, because of the decline in exchange; silver has remained fairly constant; platinum, after a drop in price during the spring and summer, advanced, and by the end of the year was higher than ever before recorded. Precious stones have been fairly constant in price, except for a time, when the diamond market was disturbed by the sale of a lot of stones, supposed to have come from Russia.

All manufacturers reporting express the belief that 1923 will continue to show improvement, although this opinion is qualified by some with a reference to the existence of conditions which will tend to prevent any rapid recovery.

**Stuart H. Lees, Geo. H. Lees & Co., Limited, Hamilton.**

"We firmly believe that the tide has turned, and that sales in 1923 will be larger and more regular. The fundamental businesses are in a greatly improved condition, and there is much less unemployment.

"We do not do any export business, but have found an improving demand throughout Canada during the year.

During the spring, summer and early fall, the retail trade were rather uneasy and would not purchase except when purchases were necessary for special sales, etc. During the past couple of months they have found conditions improved enough to warrant their placing stock orders. In November our sales picked up wonderfully, and December showed another splendid month's business."

**C. G. Savage, Secretary-Treasurer, Mapin & Webb (Canada) Limited, Montreal.**

"Conditions in our factory have been very much improved owing to the installation of additional machinery, and there has been sufficient work to keep our employees up to full strength, and to increase the personnel. Wages have not been lowered, but in some instances have been increased, and efficiency thereby improved considerably.

"Prices on products have shown considerable decrease, but will likely remain steady for some months to come. Silver articles may increase in the near future, owing to the increase in raw material.

"The outlook is good as far as we can gauge at present, but of course depends entirely on retail conditions."

**J. H. Birks, Henry Birks & Sons, Limited, Montreal.**

"Using entirely silver, as we do, the market price has been practically steady all year. Conditions of employment are

somewhat better than a year ago, and wages have been stationary, with more efficiency. Demand for goods in 1922 was ahead of 1921, with the outlook steadily improving."

**Thomas Roden, Roden Bros., Limited, Toronto.**

"We are of the opinion that business will steadily improve in 1923, though we look for no immediate return of large business, owing to the high cost of industrial products in relation to agricultural products. Should we increase our efficiency and be able to purchase supplies and material at lower prices, this relationship can be brought into harmony more quickly and with beneficial results to all interests. We have confidence that there will be a continuous steady improvement in 1923 and 1924, but advise caution in the accumulation of stocks."

**H. L. Allen, Canadian Sturdy Chain Co., Limited, Sherbrooke.**

"We have been extremely busy, owing perhaps to the fact that the Canadian trade are to-day demanding an article that can be compared with that imported and are getting away from the idea that an imported article is better than the home-made.

"Prices on quality goods are quite satisfactory. It is only on the cheaper lines that prices are continually cut and are unsatisfactory.

"We are looking forward to a much busier season in 1923."

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## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



OSHAWA PLANT REBUILT AND REMODELLED

Early in the year the W. E. Phillips Company, Limited, took over the plant of the Thornton Rubber Co., Limited, Oshawa, which had been damaged by fire, and rebuilt it to suit the requirements of their own industry, the manufacture of mouldings, frames, mirrors, etc. They have now an up-to-date plant, containing 30,000 feet of floor space, and are in full operation. They have recently installed a glass department.



# OILS

## Conditions Better than in Previous Year, with Improved Outlook for 1923

**M**ANUFACTURERS of oil products report no difficulty in obtaining their supply of crude petroleum at prices somewhat lower than ruled a year ago. Wages in the industry have been unchanged, with better efficiency observable. No adverse conditions in connection with refinery operations appear to have been encountered. Business has been reasonably good and the outlook is encouraging.

**S. R. Parsons, President, The British American Oil Company, Limited, Toronto.**

"There has been a reasonably good demand during 1922 for lines like gasoline and motor oils. Lubricating oils and other lines sold to manufacturers, particularly the steel and iron works, foundries, etc., have not reached the volume which better general conditions would have yielded. The trend of prices

throughout the year has been somewhat lower than in former years.

"The outlook, generally speaking, is for a continuance of reasonably good business. An enormous amount of money will be brought into Canada and a still larger amount put into circulation on account of the crops harvested this year throughout the Dominion. This will all help to stimulate the buying of manufactured products, and thus give fair employment. Our domestic conditions are fairly good from all standpoints. The one thing that is preventing us from enjoying full prosperity is the lack of foreign trade owing to the impoverished condition of many of the countries of the world."

**F. H. Littlefield, Vice-President, Canadian Oil Companies, Limited, Toronto.**

"The general condition of the oil business, in so far as the operations of this

company are concerned, has been much better than during 1921. There has been a considerable decline in the price of crude oil during the year, with the effect that finished products of all descriptions have been reduced in price to the consumer very materially.

"While buyers have been very conservative, only buying as the goods were needed, and while it has been necessary to exercise extreme caution in the extension of credits, especially in the Canadian West, yet our sales and profits for the year are far in excess of the sales and profits for 1921, with the conditions favoring better business for the future. In so far as we are able to determine, the outlook for the next year is very promising."

## Twines

**R**AW materials in the twine manufacturing industry have ruled lower during 1922, but towards the end of the year raw fibre advanced considerably in price, though quotations were still under those of a year ago. Labor conditions in this industry have been unchanged, with wages about the same and efficiency improving.

**R. F. Shurly, President, Shurly & Derrett, Ltd., Toronto.**

"The demand for our product has been very slow and erratic. Prices generally have been lower than last year. In some cases, particularly in jute, considerable price-cutting has been done.

"Our impression is that the coming year will see a slow and steady improvement, both in the demand and stabilization of price, as there is no stock of manufactured goods being carried here to any extent, and we think that the dumping from Dundee and price-cutting locally will not last much longer, restoring a certain amount of confidence to the consumer. This, with the general business improvement, ought to have a decided effect on the demand for our products."

**Wm. Strachan, Doon Twines, Limited, Kitchener.**

"We have been finding it very hard to compete with twines that are being made in Germany and marketed through Dundee. In many cases twine has been offered to the consumer in Canada at lower prices than those asked for the yarn from which the twine is made. The absence of a duty on yarns of jute and hemp makes it impossible for us to make any success of the yarn-spinning end of our business.

"We find demand for our products increasing. Our prices are considerably lower than they were a year ago.

"We are very optimistic about business for 1923. We are receiving enquiries from our customers for larger quantities than they have placed for the last two years. A number of firms who have been buying the cheapest article they could get, are turning again to quality more than price."



PRELIMINARY WORK ON BIG OIL REFINERY AT CALGARY

Decision was reached this year by Imperial Oil Limited to erect another large refinery in Western Canada, and Calgary was selected as location of the plant. The work of construction started in the fall and the views shown above illustrate progress of the work at the end of the year. The site, consisting of 108 acres, is on the East side of the Bow River. The plant is expected to cost about \$2,500,000. There will be seven storage tanks, each of 80,000 barrels capacity, in the equipment.



# BROOMS and BRUSHES

Manufacturers have Enjoyed Better Business and Anticipate Continued Improvement

**M**ANUFACTURERS of brooms and brushes found an improvement in domestic business during 1922, though export markets were inclined to be spotty. A scarcity of bristles and broom corn developed during the latter part of the year, and prices stiffened appreciably. This has not as yet been reflected in the price of the manufactured goods, but indications point to an early advance. Plants have been running at fairly good capacity; wages have remained unchanged; efficiency has improved. Prospects are bright, with advance orders ahead of 1921.

**L. W. Simms, President, T. S. Simms & Co., Limited, St. John, N.B.**

"In our industry it is customary to anticipate spring requirements to a large extent, and orders received give us every reason to believe that the spring will be a busy one. The amount of building going on and the low stocks of brushes in jobbers' and merchants' hands point strongly in this direction.

"In the brush end of our business there has been a steadily increasing demand, both in the domestic and foreign markets, until, in terms of dozens, we are approximating the capacity of 1920. In household brushes more particularly—that is, scrub, shoe and stove brushes—we notice some European competition, but this has not developed into a serious factor.

"Early in the fall a downward revision of brush prices was made, the percentage varying according to the nature of the brushes. This was the second fairly drastic reduction since the peak, and in the face of increasing costs of raw materials, values are certainly on a sound basis to-day, with little prospect of further reduction."

**W. G. Meakins, Meakins and Sons, Limited, Hamilton.**

"Regarding raw materials, our bristles are our largest item of raw materials in value. They were lowest during May and June. They have been advancing steadily ever since. At present they are up ten to fifteen per cent. above their low point. They are higher than they were a year ago, at this period, possibly five or seven per cent. They were lower in June than they were a year ago. Our other items of raw materials are advancing, although not to any great extent.

"We have been running full time during the present year. During 1921 we were running four days per week. The efficiency of our labor has improved immensely since 1920. Wages have kept stationary.

"Manufacturing conditions have been very good. Our troubles have been comparatively few compared with former years.

"The Canadian market has been fair to good. The foreign market has been

very spotty, some countries buying fairly normal and other countries not buying at all.

"We lowered prices in June about five per cent. on the average. It looks as if, before a great while, we will have to begin to advance prices, if the price of bristle keeps steadily advancing.

"We are looking forward to a good year in 1923."

**John C. Boeckh, Secretary-Treasurer, The Boeckh Company, Limited, Toronto.**

"Prospects for 1923 appear bright. Stocks on the dealers' shelves are light and the demand from the consumer should be good. Advance orders for next spring delivery so far are somewhat ahead of last year, which is no doubt due

to the better feeling on the part of the buyers and a more optimistic outlook for future business. Prices will likely remain steady. There is nothing at present to indicate that the cost of materials or labor will be less, and, in fact, there is a strong probability that a slightly higher level may be reached.

"Conditions in the brush industry during the present year have been fairly good, though there has undoubtedly been and still is a strong tendency on the retailers' part to delay placing orders or, if ordering, to purchase only his immediate requirements. The domestic demand for brushes has kept up pretty well, due more or less to the great activity in building, but export trade has fallen off decidedly and no improvement appears in sight at this moment."

# BRICK and TILE Building Boom Brings Much Business to Plants

**N**INETEEN twenty-two was a year of great activity for brick manufacturers, due to the marked revival in building operations which occurred, and which, from present indications, bids fair to continue unabated into 1923. Operations were conducted on a favorable basis except for difficulty in securing coal. A shortage of labor in the busy season was also noted by some manufacturers. Owing to the strong demand for brick, which enabled plants to operate to capacity, it was possible to hold down prices, though the high cost of fuel would otherwise have forced them up. With building prospects good, manufacturers look forward to a continuance of activity in the year that has just opened.

**F. B. McFarren, General Manager, Interprovincial Brick Co. of Canada, Limited, Toronto.**

"While there has been a good deal of house building in the past season, especially in Toronto, the city is not apparently overbuilt, and we anticipate that the improvement noticed in Toronto will be more general throughout Eastern Canada. I also anticipate that a number of large projects which have been hanging fire for some time will go ahead, and next season, in my opinion, will be a very busy one in the construction industry.

"Owing to the strike of coal miners in the United States, it has been very difficult to get a good grade of coal; exorbitant prices have been charged, and even at the present time the price of coal at the mines is about seventy-five per cent. higher than in the corresponding period last year. The whole situation, as far as fuel supply is concerned, which is a very big item in the brick business, was very bad, as the various

grades of coal were hard to work with, and the cost on the average was pretty high.

"Labor has not been too plentiful, and, while there has not been any great increase in wages, it was almost impossible to get maximum production during the busy season, owing to the difficulty of obtaining additional men.

"Apart from the above conditions, everything has been most favorable."

**Thomas Kennedy, Vice-President and General Manager, Dominion Sewer Pipe and Clay Industries, Limited, Swansea, Ont.**

"We look forward to a good season's business in 1923. There has been a large amount of municipal work held up for a number of years, owing to the war, financial conditions and high costs. These have all improved; also, in many instances, conditions are such that the work cannot be held up any longer. We believe building prospects are also good.

"Manufacturing conditions have been favorable during 1922. While there has not been an over-supply, we have been able to secure sufficient help. Labor has increased in efficiency. Wages are about the same as a year ago. Coal is now (Dec., 1922) about fifty per cent. higher (mine prices) than a year ago, but during the year it went as high as from 150 to 200 per cent. over last year's figures."

**W. C. Trotter, President, Standard Clay Products Limited, St. Johns, P.Q.**

"The outlook for 1923 depends largely upon the financial position of the municipalities and their ability to absorb our products. Demand in 1922 was better than for the previous two or three years, but not as good as 1914 and previous years. Prices have been steady."



# IMPLEMENTS Industry has been Passing Through a Trying Period, but Manufacturers are more Hopeful

**L**ACK of buying power among the farmers of Canada is retarding the farm implement industry. There is reported to be a real shortage of efficient equipment on the farms, so that financial reasons alone are preventing progress. The feeling among manufacturers seems to be that another good crop is needed before any genuine improvement can be expected. However, there is at the moment a slightly better prospect as a result of last year's big crop and some buying will be needed in preparation for next year's agricultural operations.

## Manufacturers' Reports

**J. E. Davies**, The Alberta Foundry & Machine Co., Limited, Medicine Hat, Alta.

"We feel that the outlook for 1923 will be more favorable than it has been for years."

**E. N. Ward**, The Canadian Rumely Co., Limited, Toronto.

"Judging from trade reports we do not look for any lower prices in 1923 and believe business will show a gradual improvement. This is based on the fact that at the present time there is no great stock on hand in our line of work. Purchases have been made only as required and with the bumper crop of last year, there is considerable material needed before 1923 buying commences."

**A. G. Watson**, Secretary, The John Watson Mfg. Co., Limited, Ayr, Ont.

"The implement end of our business has been very unsatisfactory during the past year, largely owing to conditions in Western Canada, although the farmer in Eastern Canada has not been buying freely at all. Our sales of implements have been somewhat curtailed, but the truck end of our business has been better than in 1921, making all told a greater value of business.

"Prices have been well maintained during the year, but are about five per cent. lower now than at the first of the year. With the recent advance in prices of steel products we may have to come back to former level. Selling prices are a little firmer than they have been during the year, when we have found that there are a great many firms that would take business at cost to keep their factories running.

"We do not look for much improvement in the implement trade until we have another good crop, and until transportation costs are reduced. The western farmer cannot ask for much credit and the eastern farmer has not the spending money. Our truck business is, we believe, a better gauge as to the business condition of the country as we sell warehouse trucks for use in all classes of commercial enterprise, and feel free to say that during the last

few months of 1922 orders have reached us in larger quantities than at any time during the past couple of years. This would indicate to us that there are more firms now using all of their present equipment and adding to it. Also that the period of absorption of extra equipment purchased during the war has about worked itself out."

**Arthur W. White**, President and General Manager, The George White & Sons Co., Limited, London.

"I have just returned from a trip west, where I found conditions anything but satisfactory. Farmers are working long hours, raising wheat to sell at 70 to 90 cents per bushel. This price is as low or lower than pre-war prices. Farm machinery and other commodities that the farmer has to buy are made under a high-wage, short-hour system. Comparing eight hours a day and high wages, with twelve to fourteen hours a day and low wages (or no wages where there are children old enough to work) creates a very unsatisfactory condition. How to strike a balance is a question that our Dominion and Provincial governments will have to take strong concerted action on.

"There has been a splendid crop throughout Canada this year—probably a debt-liquidating crop, but not a paying crop for the farmer. The farmer's machinery equipment, according to statistics, is very much below par, which should mean fairly brisk buying on the part of the farmer, providing crop conditions warrant it next year, but owing to the very heavy indebtedness of the western farmer, and the attitude of the

banks in advancing money to farmers, particularly for the purpose of buying machinery, it is difficult to foretell what the outcome will be.

"Crop conditions almost entirely govern the demand in Canada for farm machinery. Next season there will be a new condition to contend with, viz., the buying power of the farmer's produce. He cannot continue paying exorbitant rates on borrowed capital and on amounts owing on farm machinery and pay high prices for all his requirements, and sell his product, as he has this year, below cost. These conditions will affect his buying and paying ability to a great extent. Dominion and Provincial governments could do much to inspire confidence by concerted action. Stability of the tariff would create a confidence amongst the manufacturers that would stimulate business.

"In the matter of gas tractors, these are still on the free list and are being purchased in the United States and the Canadian manufacturers' sales organizations used to dispose of them in Canada. These tractors should be made in Canada. The duty was taken off as a war measure, with a straight promise from the Government that it would be replaced at the end of the war. Instead of doing this they made an act admitting gas tractors free. Canadian companies six years ago were just starting to build gas tractors. If the duty had been retained there would now be between five and ten thousand men employed building gas tractors in Canada. At the present time there are practically no gas tractors built in Canada."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



MUNITION PLANT BECOMES PRESERVING FACTORY.

During the summer, the plant illustrated above, which is located at Lachine, P.Q., was sold by the United States Government, its owner, to the Saxonia Fruit Preserving Co., Limited, who intend occupying it early in the new year. The plant has a floor space of 42,000 square feet and is conveniently located for shipping purposes. The owners are remodelling it for their needs.



# TEXTILES

## Conditions Throughout this Industry with few Exceptions have been More Favorable

**A**MONG Canadian industries, that devoted to the manufacture of textiles, in both their raw and finished state, has been perhaps more generally successful in recovering lost ground than most others. There are some exceptions, as for instance the woollen industry, which has had to meet heavy competition from Britain, but the cotton industry has been very busy and the clothing industry in its various branches has ended the year with a much better prospect. Conditions in the main divisions of the industry are treated separately.

### Woollens

**C**ONDITIONS in the woollen manufacturing industry are not altogether encouraging owing to the heavy imports of woollen goods, which has meant just that much less business for Canadian mills. The industry has, notwithstanding, been fairly well employed and the outlook is somewhat more hopeful.

Raw materials have been in good supply. The demand for wools of fine quality continues to be almost abnormal. While coarse wools have been comparatively low in price, fine wools have been extremely dear. Prior to the war, the finest merino Australian wools were a little over double the price of coarse crossbreds, but the position the past year or two has been so extreme that these fine qualities have been over six times the price of the coarse grades. This was about the situation at the end of the year, though coarse wools were getting a little firmer.

Labor has been paid the same rate of wages as in 1921 and efficiency is showing some improvement.

**A Large Manufacturer of Woollen and Worsted Goods reports as follows:—**

"We have been finding very sharp competition from imported goods. Markets abroad have been, especially in England and Europe, erratic. Exchange conditions have kept things unsettled and there is undoubtedly a large supply of woollen materials set free for export to Canada at lower prices than are justified by present costs. If you will refer to customs statistics, you will observe that the imports of the first seven months of 1922 in woollen cloths of various kinds has practically doubled over the imports of the same period in 1921.

"Our prices have continued fairly steady during the year. The advance in fine raw materials, however, necessitated some slight increase in our goods made of these materials. Coarser lines have practically made no change in price over the year.

"We have little to report regarding the outlook for 1923. The increase in imports, especially from England, cannot be viewed with any optimistic feel-

ings. We believe that unless the Government inaugurates some immigration policy that will build up Canada from the standpoint of population, etc., progress or improvement in trade will not be very speedy."

**Oxford Manufacturing Company, Limited,**  
Oxford, N.S.

"The domestic market has improved over 1921, but we believe that low prices are largely the explanation. Our lines are down 50 per cent. from war prices. Generally, with wool strengthening over the past few months, competitive prices are up 10 per cent. or more, but ours remain unchanged. The outlook is fairly promising because of the improvement in general conditions affecting industry. We look for 1923 to be an active year."

### Cottons

**C**OTTON manufacturers have been actively employed during the greater part of 1922 and plants have been running to capacity. There is a favorable outlook, with orders booked well in advance. Raw cotton has been advancing and there is uncertainty as to the supply, but so far quantity available has been adequate. The labor situation in this industry is satisfactory, with greater efficiency in evidence among the workers. The rate of wages has been the same as in 1921.

**J. D. Payne, Manager, Empire Cotton Mills, Limited, Welland, Ont.**

"The domestic market for our line has been fine. We have been running our plant full capacity throughout the year and it could not be, in so far as we are concerned, any better, as we have sold our entire output for several months ahead.

"The trend of prices so far as our products are concerned during the year has been steadily on the increase, this having been practically all caused through the rapid advance of raw materials.

"The outlook, in so far as the writer can see at the present time, for 1923, is very encouraging. We are sold up till April for both night and day capacity and are not, at the present time, looking for any orders beyond that date on account of the fluctuating condition of raw material, especially cotton, that we use in our manufacturing."

### Linens

**L**INEN mills have been running full time during 1922, with labor employed at the same rate of wages and fairly efficient. So far as raw materials are concerned, flax and flax products sold lower in 1922 than in 1921, but cotton prices were about 20 per cent. higher.

**Wm. Berry, Vice-President, Dominion Linens, Limited, Guelph.**

"The market for our product has been subject to very keen competition, and in some instances business has been taken by outside interests at prices below cost of production. Trend of prices during the year has been about normal, with the exception of cutting of prices referred to.

"With reference to outlook, we think prospects for 1923 are for a steady demand, as stock of merchandise in retailers' hands is very low, and with improved conditions in employment and confidence in present prices, we look forward to some improvement during the coming year."

### Knitted Goods

**E**MPLOYMENT was more active in the knitted goods industry in 1922 than in the previous year and demand showed an increase, though dealers are reported to be still buying for immediate requirements only. There has been a good supply of raw materials, but, after falling off in price early in the year, both wool and cotton began to advance and by the end of the year had reached considerably higher levels. Labor was better employed. Wages have held about the same and efficiency has shown improvement. The outlook is generally regarded as distinctly more favorable.

**James Moodie, Secretary-Treasurer, J. R. Moodie & Son, Limited, Hamilton.**

"We find an improvement in the condition of the Canadian market. Retailers are still very backward about placing orders ahead, but stocks are not heavy and this means that business is coming along nicely, even though orders placed are for small quantities. Prices show very little change during the year. On a number of lines an advance of about ten per cent. has been put into effect. We believe 1923 will continue to show improvement. As far as we know, both wholesale and retail stocks of underwear are not heavy and this condition is one that is satisfactory to the manufacturer."

**H. G. Smith, Secretary-Treasurer Mercury Mills, Limited, Hamilton.**

"The price of finished goods has not advanced, but must do so now. Perhaps this will have an adverse effect on the volume, but we do not believe the advances will be sufficient to have any serious effect.

"The demand for hosiery and underwear has been satisfactory throughout the year, although it has been somewhat adversely affected during the past few weeks by the mild weather. On the whole, however, conditions are good, and we think will continue good.



"The writer recently returned from the West, and found stocks in the hands of wholesalers very low. We believe in a general sense this condition applies fairly well all through the trade in Canada, and, as unquestionably on the whole there is an improvement in general conditions, we feel that 1923 may be looked forward to with confidence."

**K. C. Turnbull, R. M. Ballantyne, Limited, Stratford.**

"Careful buying during 1921, coupled with clearing of stocks carried over from January, 1920, resulted in a more favorable market during 1922. Our reports are that stocks at present are much below normal. The trend of prices has been upward and the outlook is for further advances in the near future. The business outlook for 1923 is decidedly better than for the past year. Stocks have been very much reduced and are very low. Demand during the last few months would indicate increased purchasing power on the part of the consumer."

**J. A. Burns, General Manager, The Monarch Knitting Company, Limited, Dunnville, Ont.**

"Generally speaking, business conditions have greatly improved. Adequate supplies of raw materials are obtainable at continually advancing prices, when orders are placed well in advance of requirements. Labor conditions have considerably improved. Employees are

more efficient, and employment is approximately ninety per cent. as compared with sixty per cent. with the same period of 1921.

"During 1921, and early in 1922, it was difficult owing to business conditions, to get merchants to anticipate their requirements. This was a great handicap in getting goods manufactured on time for delivery. This condition, however, has greatly improved, and merchants are now inclined to anticipate their requirements, so as to insure delivery of merchandise when required. Demand for all lines of our products is gradually showing improvement, and we anticipate an early return to normal production. Prices of raw materials show a hardening tendency, with every indication of higher prices for 1923."

**An Ontario Manufacturer** who does not wish his name to appear.

"Demand from the home market has been better for the past two months owing to the sorting trade. Prices have not changed during the year.

"We have nothing particular to base views as to the outlook for 1923 on, but feel quite sure that business will improve. There is no over-production, I think, in the knit-goods business, as manufacturers have been working mostly on ordered goods for the past two or three months, and merchants generally are not carrying much stock. In fact we are doing business pretty much like a departmental store. Orders come in for one-sixth and one-quarter

dozens, not of a range, but for one size. It would seem that until business improves most of the merchants will order small quantities and depend on manufacturers carrying stocks."

**F. Stanfield, President, Stanfield's Limited, Truro, N.S.**

"Manufacturing conditions have been fair. Coal, at times, has been hard to obtain and the price is up fifty cents per ton. Freight rates are at peak rates, and this encourages customers to buy as near home as possible.

"Our production and sales in 1922 are up twenty-five per cent. over 1921. Our exports to Newfoundland are double. The high duty has killed our American trade. The demand for Stanfield's Underwear is increasing.

"Prices have been lower, but the great advance in the price of raw materials will force prices up for next year, unless there is a decided break in the wool and cotton markets.

"Provided increased prices will not stop the consumer buying, we believe that our business will show a further increase for 1923. First, lumbermen are big customers of ours. Last year they were doing very little; now they are getting under way and by 1923 they will probably be working up to normal. Railroad men are also big buyers of our underwear, and railroads are carrying a big tonnage. Farmers are our best customers. While they are not receiving high prices for their products, they are, nevertheless, getting a fair return and next year more of them will be forced into buying clothing."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



IMPORTANT NEW INDUSTRY FOR TRENTON

This is a view of the plant of the Dominion Combing Mills, Limited, now nearing completion at Trenton, Ont. The mill proper is two stories high, while adjoining it is a warehouse four stories high, the whole containing 100,000 square feet of floor space. The product of the industry will be wool tops, and it will be the first plant of its kind to be started in Canada.

**J. L. Macdonald, General Manager, Atlantic Underwear Limited, Moncton, N.B.**

"The Canadian market is showing a much healthier tone than during 1921. Placing orders were light and for the last three months we believe the wholesale and retail trade had difficulty in getting deliveries. While the extent of the shortage is doubtful, still there is undoubted shortage of a number of lines and the disposition for the coming season will be for dealers to anticipate their requirements.

"Prices have hardened during the year on account of the advanced cost of raw materials, and for next season advances from five per cent. to fifteen per cent. will be required over prices submitted at the beginning of 1922.

"As concerns the maritime provinces, the outlook is very much more favorable than at the beginning of 1922. The lumbering industry has adjusted itself and is practically clear of all its high cost raw materials and is now able to operate at a profit under present conditions. Nearly all the large lumber companies will have crews in the woods this winter. The iron and steel industries have found a basis on the wage question, and their operations will not be interrupted during 1923. There is also the appearance of a healthier demand for their products.



"Retailers in the maritime provinces have had quite a satisfactory year except the last two months' time when business has fallen off considerably. They have practically completed their readjustment and are carrying light stock in general.

"Taking all the factors into consideration, we would consider the present outlook for 1923 quite satisfactory."

## Clothing

**M**ANUFACTURERS of men's clothing business conditions in 1922, but ing noted some improvement in are still complaining of a narrow market and an uneven demand. However, as in other industries, the market is getting pretty bare and with business generally on the up-grade, a better demand for clothing is anticipated.

Raw materials used in the industry are decidedly on the up-grade. Earlier in the year, fine woollens began to advance, and towards the end of the year, the coarser grades followed. Cottons are of course higher and sateens increased in price more than fifty per cent. in eight months. In fact all materials were higher at the end of the year.

**R. Fred Anderson, Hamilton Carhartt Cotton Mills, Limited, (Toronto Unit).**

"The market for our goods is better than in 1921 and prices have been on the upward trend since spring. The outlook for 1923 is certainly encouraging and we have never been so busy at this time of the year (December 20th), endeavoring to get up a stock to cope with spring orders."

**George H. Douglas, President, Thornton & Douglas, Limited, Hamilton.**

"Manufacturing conditions have been seriously affected by limited production owing to the demand for cheap goods, which this firm has not been accustomed to producing.

"The market for domestic trade is showing signs of improvement, and the feeling is that the worst is past and that from this forward we may look to a steady improvement, though no great advance can be looked for except by a gradual improvement.

"Prices on the finished product are still anything but profitable, the competition for what business is offered, having been very keen throughout the year.

"We are looking forward to a gradual improvement during the coming year. Advance orders for spring deliveries are substantially better than a year ago, but still far from normal. We have had a very definite demonstration as to how far the public are capable of economizing even in the necessities of life.

"The men's suit trade during the season just closed has been decidedly slow, though there has been an active demand for men's overcoats. This, however, has been confined practically to

one class, namely light shades of soft, rough-finished overcoatings made in fancy styles, of which there has been a great shortage. At the same time, staple lines, of which there was a plentiful supply, have been decidedly slow."

**Jas. B. Thomson, Jas. Thomson & Son, Limited, Vancouver, B.C.**

"As regards the domestic market, it is improving and the demand for our products, especially in men's goods, has been greater than in 1921. This is caused by the workmen being more fully employed, 1922 having been much better in the lumber, mining and fishing industries than the previous year, creating a greater demand for labor. Prices for our products during the year have been governed by the cost of our raw material and while there have not been many changes during the year, it will be necessary with the advanced price asked for materials for spring goods, to get an advanced price on the finished article.

"Regarding the outlook for 1923, we on the Pacific coast are as optimistic as ever and have every reason to be so. Month to month sees our exports grow. There has been a good market for our lumber products and also for our pulp and paper and indications are that this will continue. As far as our port development is concerned, the harbor never was busier than it is at present. During the month of November we exported through our port in grain practically one-half of our total exports of last year, and it is freely predicted amongst grain men that 1922 figures will show that twenty-five million bushels

passed through our port. We are greatly hampered through the lack of proper facilities and it is now rumored that the Federal Government will transfer control to the Board of Harbor Commissioners which will permit of the development of not only additional elevator space but further facilities which are required. I feel that the outlook for 1923 is very much brighter than it was at the commencement of 1922."

**C. B. Lowndes, The Lowndes Co., Limited, Toronto.**

"Conditions in the men's clothing industry have improved considerably in the past year and merchants are now reaching the point where they feel that they can stock up with confidence. While stocks have been depleted and they have been buying from hand to mouth, orders are now gradually growing in size. Two factors particularly have rendered the return to normalcy slow—the low prices which farmers have received for their products and numerous sacrifice sales throughout the country which in many cases killed business for months in the localities affected.

"The fact that the men's clothing industry is practically international in character made more complex the return to a stable basis and makes it difficult at any time to predict what the future holds. Neither the manufacturer nor the retailer of clothing can control conditions which regulate prices except within a very limited area. As home-grown wool is not used in good clothing, the supply and prices of raw

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



KNITTING MILL AT GALT EXPANDS

There is shown in this illustration a section of the knitting mill of the C. Turnbull Co., of Galt Limited. This plant was enlarged during 1922 by the inclusion of buildings at the left. To the extreme left is a block 70x40 feet, three storeys in height, which has been added to the main building. Adjoining it, but nearer the centre of the picture, is a new water softening building, 25x25 feet, which will be used for scouring, dyeing and drying. The water softening equipment will make 60,000 gallons of soft water daily. The additions add considerably to plant capacity.



wool are determined by wages and other conditions in Australia, South America and other foreign countries. Similarly the scouring of the wool, spinning and dyeing of the yarn and weaving of the cloth depend upon conditions and wages in England and Scotland, where Canadian manufacturers have to compete with those of other countries for the supply. As Europe has become more stabilized this competition has become more keen and prices of raw materials have advanced to a marked degree in the last six months.

"We are anticipating a new year of excellent business, notwithstanding the fact that rises in raw materials may require increased prices."

**J. B. McCarter**, President, The Eclipse Whitewear Co., Limited, Toronto.

"The outlook for 1923 appears to have a better and healthier tone. The West is buying more freely than three months ago and we will feel the good effect in 1923 of the 1922 crops.

"Conditions as regards raw materials are about the same as a year ago. The supply is quite satisfactory, as well as the quality. Labor is plentiful in our line and efficiency is, therefore, increasing.

"Manufacturing conditions have been affected very largely by style. Women were never so scantily dressed as they have been for the last year or two, although there are indications of longer skirts coming in, which will no doubt affect our trade for the better.

"Prices are about the same as last year. With no reduction in wages or raw materials, no change can be made."

## Shirts and Collars

**S**OME improvement in the market for shirts and collars during 1922 and indications of a better demand in 1923 characterize reports received from the shirt manufacturers. Merchants now seem disposed to anticipate their requirements more extensively than for some time and orders for spring are on a larger scale. Prices of raw materials are moving up, but have as yet had no effect on prices of finished products. Labor conditions are satisfactory, with wages on the same level as 1921 and efficiency showing improvement.

**F. S. Deacon**, Secretary-Treasurer, The Deacon Shirt Co., Limited, Belleville.

"We have been encountering keen competition from firms not making a standard size garment or shirt, with no guarantee to protect the dealer or final consumer.

"We have found merchants very careful in buying during the past year and a half, but during the past three months have found more merchants willing to anticipate their spring wants and spring placing has been more general in 1922 than in 1921.

"We have found prices very firm, and during the past two months prices have advanced on all cotton and woollen fabrics. Owing to increased production through larger sales, have been able to keep prices down to a lower level, even in the face of an advance of our raw material.

"No one dare prophesy as to the future, but we feel that there is a better feeling throughout the trade; that prices are on a firmer basis than a year ago; that there is more money in circulation, resulting from steady employment, and that we can look forward to business during 1923 being done at a profit instead of at a loss."

**W. H. Brophy**, Managing Director, Tooke Bros. Limited, Montreal.

"We find a slight improvement in the domestic market, with prices about the same as in 1921. The outlook for 1923 looks very good to us. Our representatives have been on the road with spring lines and we find bookings very satisfactory. With even an ordinary crop, 1923 should show improvement over 1922."

**F. W. Stewart**, Cluett, Peabody & Co. of Canada, Limited, Montreal.

"The domestic market is improving slightly, although general conditions during the year have been very poor in most sections. Demand is improving on a conservative basis. The trend of raw material prices is upward, but this will not be felt in the price of finished goods until fall.

"The outlook for 1923 is better than for 1922, but the dispensing of credits is the problem which is most serious as so many merchants have been unable to meet their engagements and they will require considerable assistance from manufacturers and wholesalers to carry them over the next few months.

"If the consumer could only realize that prices prevailing are fairly well stabilized, and are fair on the basis of present cost of production, it would go a long way to better conditions generally."

## Hats and Caps

**G**ENERAL improvement in this branch of industry is noted by the manufacturers reporting. Orders received for 1923 are larger and there is a better tone to the market. All materials entering into the manufacture of hats and caps have advanced in price, with the possible exception of straw braids.

**F. Wolthausen**, President, The Wolthausen Hat Corporation Limited, Brockville, Ont.

"Conditions are improving, so much so that we have been forced to more than double our plant. The additional plant will be ready for operation within a few weeks. In addition to our domestic business, we are receiving a good many orders for export.

"The markets have remained steady this year, but on account of the rise in prices of all our raw materials, we cannot yet state what the future prices of hats will be.

"Judging from the orders we have on hand, we must say that the outlook for 1923 is very bright."

**G. C. Crean**, Managing Director, Robert Crean & Co., Limited, Toronto.

"The domestic demand for hats is improving. The trend of prices is upward. The outlook for 1923 is very encouraging."

**The Cooper Cap Company**, Toronto.

"We are manufacturing for the domestic market only and are finding the placing business for 1923 considerably improved. Prices are about the same as last year. We feel that there will be considerable improvement in 1923 but it will not be felt until the fall."

## Carpets

**C**ARPET manufacturers report good business in 1922 and an even more favorable outlook. Prices of raw materials have been rising steadily. Coarse and medium crossbred wools have increased in value 25 per cent., fine wools 50 per cent. The industry is busy in all centres of the world, with a natural increased demand for materials. Wages are reported on the same basis as a year ago. Carpet prices rule about 5 per cent. higher than 1921.

**S. J. Cragg**, Secretary-Treasurer, The Toronto Carpet Manufacturing Co., Limited, Toronto.

"Manufacturing conditions are very satisfactory. We have been operating to capacity for many months and the outlook for the future is that we will be able to continue operating all our machinery. We do not export any of our goods, the whole of our production being sold in the Canadian market. Our salesmen, who have lately returned, report general business is improving and our offerings have been well received. We have every confidence that the year 1923 will see a continuation of good business with a ready demand for goods."

**H. Quarmby**, The Guelph Carpet & Worsted Spinning Mills, Limited, Guelph.

"As was generally anticipated twelve months ago, business has improved considerably this year and the prospects for 1923 are very good. Stocks of finished goods are low and with the larger buying power of the public now in evidence, due to increased industrial activity, it will be necessary for both wholesalers and retailers to buy more freely than has been done during the year just closing. The amount of hand-to-mouth buying during the year has been remarkable, but as confidence in business has been largely restored, it is more than likely that buying for future delivery will again prevail, thereby giving manufacturers a reasonable time to make the goods required."



# CHEMICAL INDUSTRIES

## Improvement in Demand for Chemical Products Noted

**T**HERE is such a wide variation in the products of the chemical industries of the Dominion, and they cover so extensive a field, that any report on conditions in this group of industries must be considered in the light of this situation. On the whole, there was an improvement in the demand for chemical products during 1922, and this extended also to export markets. Most raw materials have been easy to obtain, and prices of these have been lower, but with upward tendencies during the latter part of the year. On finished products there was a corresponding decline in the first half of the year, but in the last half a firming-up was noted. All manufacturers express optimism over the outlook for 1923, as the following reports indicate:

**H. W. Matheson,** Vice-President, Canadian Electro-Products Co., Limited, Montreal.

"The outlook for 1923 is distinctly encouraging. Markets materially improved during 1922, both for export and home consumption, and the demand is still improving. The trend of prices for our products during the year, and more particularly during the last part of the year, was markedly upward.

"The condition of the raw material market improved considerably, all raw materials being lower in price than the previous year. Wage deflation seems to have run its course, temporarily at least, and labor efficiency has increased to a considerable extent.

"Since our material is largely made for export, conditions affecting it adversely are the chaotic conditions in Europe and the new United States tariff bill."

**T. H. Wardleworth,** National Drug and Chemical Co. of Canada, Limited, Montreal.

"As a general thing, the old landmarks as to materials and labor seem to have been shifted to a considerable extent, and the condition of trade generally requires the most constant and careful vigilance. This country, in sympathy with the rest of the world, will have to experience a period of comparatively unstable business conditions, which, we are sure, will be remedied in Canada much more quickly than in other countries. As to the future, we are quite hopeful and trust that the coming year will show a distinct revival in all branches of Canadian trade."

**R. H. Combs,** General Manager, Presto-Lite Co. of Canada, Limited, Toronto.

"Domestic demand has been much improved over 1921, through the absence of high peaks and a steadier and more normal demand throughout the year. We have experienced no conditions which have adversely affected the merchandising of our products, and we are anticipating a slight improvement in 1923.

"The increase in prices of materials has just about offset the improvement

in production, owing to the more satisfactory labor conditions and continuous production, and there has been no decrease in the selling prices of any of our products. The tendency is to rise.

"We are anticipating a slight improvement in demand during 1923, as we believe that business generally has been very much stabilized of late. The very satisfactory crops will help put the West on its feet."

**G. M. Duck,** Manager, Canadian Salt Co., Limited, Windsor.

"Business has been good throughout the year, and there has been an increased demand. In the fall there was a seasonable slacking off. In many industries the per capita consumption is more or less fixed and I look for an increase in the demand for such products as population increases, which will be noticeable as immigration increases. Prices were firm for the first half of the year, but the tendency now (December) is downwards.

"The outlook for 1923 is very bright. We still find that the wholesaler and retailer are not over-stocked, but are preparing to buy in larger quantities upon assurance of some stability in prices."

**E. J. O. Daniel,** General Sales Manager, American Cyanamid Co., Niagara Falls, Ontario.

"Manufacturing conditions with us have been fairly good throughout 1922, and market conditions, both domestic and export, fairly satisfactory. Demand is improving in some lines, but there is still a very slow market on some of our material, so that we are inclined to feel that, on the average, 1922 is to be considered about normal.

"The outlook for 1923 seems to us to be fairly promising, although we do not wish to express too optimistic a view so far in advance as this for the entire year. There are a number of matters particularly affecting our business which are not promising, among which are the low prices of farm commodities, and also the difficult credit situation in which the farmers find themselves, owing to the low prices. We believe, however, that 1923 will be a fair average year."

**Dominion Tar & Chemical Co., Limited,** Montreal.

"The outlook for 1923 is very bright in every way. Markets, both domestic and for export, are very good and are showing still further improvement. A downward movement in prices occurred at the beginning of 1922, but now there is a decided upward tendency, and some products seem almost to have reached peak prices. This is doubtless due to abnormal conditions, resulting from the recent coal strike."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



A NEW PLANT FOR THE MANUFACTURE OF FERTILIZERS

This is the plant erected during 1922 by Scottish Fertilizers Limited, at Welland, Ont. It consists of a building, 160x160 feet, constructed entirely of steel and reinforced concrete and covered with asbestos protected metal. Equipment throughout, which includes a laboratory in charge of a highly-trained chemist, is of the most modern description and the plant has a capacity of 20 tons per hour of complete fertilizers, bagged and loaded into cars for shipment. Scottish Fertilizers Limited are associated with Alexander Cross & Sons Limited, fertilizer manufacturers, Glasgow, London and Liverpool, who have been in existence over 100 years.





NEW PAPER MILL ERECTED AT THE HEAD OF THE LAKES.

During the year the Provincial Paper Mills Co., Limited, have enlarged their Port Arthur Division by the addition of a paper mill, shown to the right of the illustration. Previously the plant at Port Arthur produced only pulp. Now the entire process of paper manufacturing will be carried out. The new buildings consist of a screen room extension, 61 x 109 feet; clay storage room, 38 x 79 feet; beater room, 72 x 79 feet; machine room, 271 x 79 feet; finishing room, 147 x 130 feet; locker room, 34 x 37 feet. All these buildings are attached to the pulp mill, to the left.

## PULP and PAPER Demand During 1922 Showed Increase, which is Expected to Continue Through 1923

**T**HE improved demand, both export and domestic, for pulp and paper during 1922 justifies the general opinion of manufacturers that 1923 will be favorable to the industry. A greater number of inquiries and larger orders were received in the past year, and although low prices for the products made profits somewhat lower than they might have been, the year's business may be considered as quite satisfactory. The trend of prices is now upward.

Raw materials were plentiful, low-priced and of good quality up to mid-summer. At that time there was an increase in price, and materials became harder to secure. In general, the costs

of raw material advanced to a greater extent than the prices of the finished products.

Most of the larger pulp and paper companies have given some study to the subject of industrial relations and the wisdom of this is shown by the fact that little trouble with labor occurred during the year. It was necessary for newsprint manufacturers to make some wage reductions during the year for both skilled and unskilled labor. The reductions were greater in the case of the latter as skilled workmen had not received such high increases during the war period. The efficiency of the workmen was found satisfactory and showed an improvement over that of the preceding year.

have not been reduced in price to the same extent as has our manufactured product. There have been some wage reductions. Efficiency of our employees increased from the middle of 1921 to the end of the year and has maintained this improvement during 1922."

**H. F. E. Kent**, President, Kinleith Paper Mills, Limited, St. Catharines, Ontario.

"We believe that the outlook for 1923 is considerably brighter than it was for 1922 and the indications are that we will have better business next year than we have had this year. The increase will enable us to lay out our work in such a manner as to make the manufacture more profitable and allow us to give a better product.

"The domestic market at the present time is very spotty, people evidently ordering only as they require. The export market has improved somewhat during the last two or three months and is much better than last year, although there is still plenty of room for improvement.

"Prices for our lower grades are somewhat higher than they were last year. The higher grades are unchanged from 1921."

**G. Chahoon, Junior**, President, Laurentide Company, Limited, Grand-Mère, Quebec.

"The demand for newsprint in the domestic and United States markets has been record-breaking throughout the year. It is expected that the final figures for the year will show an improvement in consumption of at least twenty per cent. over the previous year. overseas markets have not been good. The consumption of paper has kept up fairly well, but competition with European mills was extraordinarily severe. We could not say that the de-

### What Manufacturers Report

**T. P. Howard**, Comptroller, Howard Smith Paper Mills, Limited, Montreal.

"The demand for our products (especially our high grade papers) has been steadily growing throughout the year, both in export and domestic markets. In the former, we have exceeded our best expectations in actual tonnage shipped. We are now receiving inquiries from all parts of the world and are surprised at the inquiries being received from what we call minor or secondary markets where, we might safely say, Canadian paper is as yet unknown.

"We consider the outlook for 1923 very favorable. Larger inquiries are being received, accounts are being well met and business generally seems to be in a very healthy condition.

"Prices declined slightly during the year, but are now holding steady and the inclination is upward owing to the increased cost of raw materials.

"We have not encountered any bad manufacturing conditions but we have

suffered considerably from British competition owing to the extremely low freight rates from Great Britain to British Columbia and the extremely high freight rates from Montreal to British Columbia."

**Percy B. Wilson**, Vice-President, The Spanish River Pulp and Paper Mills, Limited, Sault Ste. Marie, Ontario.

"As regards the outlook for 1923, everything looks very favorable in our trade for a continuance of good business, showing a fairly reasonable percentage of profit. The demand for our products has been good throughout the year, while prices have been low. The demand continues and a rise in prices is to take effect from January 1st, 1923.

"The condition of the market for raw materials was easier early in 1922 and up to mid-summer. Since then prices have been generally increased, in some instances more than wiping out the reductions which had taken place earlier in the year. In general, raw materials



mand in either the export or domestic market is improving but think it is holding firm. The price trend during the year has been steadily stronger.

"The outlook for 1923 seems to be favorable. It might seem unreasonable to expect the unprecedented demand to continue without interruption or to feel that the production of the new machines coming into the market will not affect the market adversely, but the publishers feel that they are all going to use more paper."

**F. J. Campbell**, General Manager, Canada Paper Company, Limited, Windsor Mills, Quebec.

"Our market has been very spotty at times, but on the whole much better than we anticipated. The tendency of prices has been downward, but this has been resisted during the latter part of the year.

"With good crops and little unemployment the outlook for next year might be good, were it not for the European situation."

A Manufacturer of Pulp and Paper, who does not wish to be quoted by name.

"In a general way, we may say that manufacturing conditions show a considerable improvement over last year and the outlook for 1923 is comparatively bright. We look for somewhat higher prices in our commodities."

### Stationery

**W**ITH the improvement in general business, the demand for stationery naturally increases and manufacturers are finding a better market for their products. Conditions in the industry appear to have become

fairly well stabilized. Prices on paper have firmed up. Wages are steady and the price of the finished product shows strength.

**John F. Ellis**, President, Barber-Ellis Limited, Toronto.

"We think the outlook for 1923 is much better than it was for 1922. The crops in Canada are wonderful. Prices,

of course, are lower, but at the same time the money return will be very large and, while a producer will not get the profit he would like, still he is making money. So that, if he is careful, he will get out of debt.

"Our raw material is paper. We consider the price of paper firm and there will be no drop unless caused by out-

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



ENLARGEMENT OF PAPER MILL AT SHAWINIGAN FALLS, P. Q.

To accommodate two additional newsprint machines, The Belgo Paper Co., Limited, erected last year a new building, roof of which may be seen at the back of the illustration. With the new machines in place, the company will have in operation six news machines, with a daily production of 360 tons of newsprint. This year it is proposed to instal two additional magazine grinders and a fourth digester. When all this is done, the plant will be completed as projected, at the outset

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW PULP MILL UNDER CONSTRUCTION AT KENORA, ONTARIO.

Important developments have been proceeding during the year at Kenora in the way of construction of power plant and pulp mill by the Backus Brooks Company. The initial power development is 10,000 horse-power and the pulp mill will have a capacity of 60 tons of ground wood pulp per day. Above is shown a view of the pulp mill, which is now nearing completion. It is of steel, cement and brick construction and thoroughly modern.



## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



ADDITION TO DUNNVILLE PLANT

This photograph shows the buildings comprising the plant of the Dominion Hammock Manufacturing Co., Limited. The building to the right, which is a two-storey and basement structure, 135x54 feet, was erected and occupied last year. It is used for the manufacture of tapestry, silk overdrapes, etc., and, with machinery, represents an investment of \$100,000.

side competition. The English are trying hard to get into this market and they are doing some business. Mills here will be forced to meet their prices.

"Labor conditions are better than last year in our industry. Wages are not going up, but there is no drop. Efficiency is about the same.

"The trend of prices in finished products has been downward, but we think there will be no drop for 1923. More likely there will be a little advance and we think anyone would be foolish to hold off buying because they expected lower prices."

**Q. B. Henderson, President, Davis & Henderson Limited, Toronto.**

"Local demand during 1922 was not as great as we had hoped for but conditions seem to be slowly improving. Prices have been practically stationary. We look for slightly improved conditions in 1923. Surplus stocks of our commodity should be practically used up and general conditions should be somewhat better."

## Lithographic Goods

**K**EEN competition is reported among lithographers and, with prices cut to the quick, profits have been narrow. There is now a better sentiment. Inquiries are more numerous and it is believed that the turn of the year will see much better business developing. Conditions, as regards raw materials and labor, are stable.

**T. J. Smith, Harris Lithographing Co., Limited, Toronto.**

"Conditions are improving for the carton package for domestic use. Catalogue covers, show cards, hangers, labels, etc., are about the same as in previous years. Competition is very keen, which naturally cuts down a fair profit. We expect business will be much better on the turn of the year, as several contracts are being held over until such time. Manufacturers are carrying a very limited quantity of material, and we believe raw material such as board, paper and inks have reached a stable figure."

**Frank A. Rolph, Managing Director, Rolph-Clark-Stone Limited, Toronto.**

"The domestic market is improving. Our export business is very small and is about normal. Owing to scarcity of work, competition has been very keen and prices for our products have been low. Many plants, we believe, are operating at a loss owing to an endeavor to keep plants operating even at prices, in some instances, below cost. Consequently, profits for the year will be considerably below normal.

"The outlook for 1923 is decidedly better than it has been for two years. Buyers of lithographic material are much more optimistic over business anticipated for 1923, and we look for better business at more favorable prices. We also feel that the action of the Government in giving us a Marking Act, will bring good results."

## Packing House Products

**P**ACKERS have come through a rather trying year but are gradually emerging from their difficulties. The industry has suffered some serious setbacks. During the closing months of the year, improvement began to evidence itself and the new year has opened more hopefully. The following reports give some idea of the situation.

**H. C. Wilson, The Ingersoll Packing Co., Limited, Ingersoll, Ont.**

"The domestic market has been about normal but we have been unable to realize prices that would offset our costs. The export market has been very erratic, with extreme drops about three times during the year. The trend of prices for our product has been lower and the outlook for 1923 is not very encouraging."

**W. H. Moody, Joint Manager, The St. Thomas Packing Co., Limited, St. Thomas, Ont.**

"The domestic market was in very poor shape the first part of the year, but has been very good the latter part of the year. The first half, it was very difficult to make money; in fact, most of the packers lost money during that period. The last four months, however, have been very good.

"The outlook for 1923 is very much more encouraging, as we believe that the public has more confidence in the conditions all around."

**F. C. MacDonald, Vice-President, Gunn's Limited, Toronto.**

"While conditions during the last twelve months have been, generally speaking, more favorable than during the preceding twelve months, still they were not such as to permit the average packer to operate on a profitable basis. We entered the year feeling optimistic and while prices on our raw material, viz., cattle, sheep, and hogs, were strong, our general foreign market until early in June was also fairly strong. This was, of course, reflected in our domestic market and we were permitted a sufficient margin of profit to do a little better than break even.

"Conditions during the summer, in Europe particularly, but also at home, had a very unhealthy effect. This continued for several months. Consequently the packing house products which had been prepared and laid up for summer consumption, came back on the market and all packers were compelled to accept losses.

"Anticipating a healthier market in the near future, prices for hogs have been very good this fall, but the market for the finished product has not been nearly so consistent. However, we are still optimistic, notwithstanding the disappointments of the past twelve months. We are confidently looking forward to more favorable conditions, and, in fact are already experiencing the same."



# CANNED GOODS

Conditions Gradually Work into Better Shape for Sound, Steady Business

**T**HE canning and preserving industry in Canada suffered rather severely during the deflation period, but is now righting itself, as the following reports indicate. Cannerymen have done rather better than the jam manufacturers. The latter complain of the cutting off of export markets and the difficulty of finding an outlet for their production in the domestic market. On the whole, however, conditions show improvement. Old high-priced stock has been pretty well cleaned out and manufacturing is now being conducted on a more stable basis.

**F. G. Evans, Dominion Cannerymen, B.C., Limited, Vancouver, B.C.**

"We have found, so far, that the domestic market in canned goods has been particularly good. Export trade, especially to Great Britain, has not been so good as in the previous year. Our average prices were lower than 1921.

"If stocks continue to move as at present (December 12th), canned goods should be pretty well cleaned up before the new pack. British Columbia had in 1922 an exceptionally heavy pack of tomatoes, but we believe that stocks will be absorbed before the new pack."

**E. S. Glassco, Managing Director, Glassco, Limited, Oakville, Ont.**

"We believe there has been a much steadier demand both for home and export, and that conditions are gradually working into much better shape for sound, steady business. It is generally admitted that after the settlement of big strikes conditions will improve, as

demand is bound to increase owing to the distribution of more money among certain classes. Generally speaking, prices have been somewhat higher for the finished product, because in 1921 large quantities of goods were sold at prices which showed a small margin and, in fact, in some instances considerable losses. Stocks, generally speaking, are light; therefore, there should be good buying power at the turn of the year."

**J. H. Wethey, Limited, St. Catharines, Ont.**

"We have not been encountering any undue adverse conditions other than restricted output, due to overproduction in Canada of jams and kindred products. Export business in jams is dead, owing largely to economic conditions and revival of British competition. The market is still chaotic, due to overproduction, although conditions were not as bad as in 1921. The outlook is problematical. Conditions in the jam industry are bad; consequently, it will take longer than most industries to reach a healthy state again. The straw which may indicate a general revival in Canada is the rapid return to normal being made in the United States. Our depressions or revivals usually follow about six months to one year later."

**Hon. E. D. Smith, E. D. Smith & Son, Limited, Winona, Ont.**

"There is no foreign market for jams. We cannot compete with Great Britain in a neutral market because Great Britain has cheaper labor and labor is, after all, the chief constituent in almost

every article. We cannot compete in most lines of canned fruit and vegetables with the United States packers, who produce on tremendously larger scales and who have in some parts of their vast territories conditions which enable them to produce more cheaply than we can do. As for the home market, it is the market of 9,000,000 people; but our factories—jam, canned fruit and vegetables—have a capacity capable of supplying a market of 15,000,000 people.

"Prices throughout 1922 have had a downward tendency.

"I think we are past the worst. Old high-priced stocks are about exhausted and I look for no more of the heavy losses from deflation of prices that have been such a burden for the past two years. After this it will be efficiency or lack of efficiency that will count."

**W. H. Lytle, Vice-President, The T. A. Lytle Company, Limited, Toronto.**

"Buying in various parts of Canada has been spotty. When Eastern Canada is buying, the West is not. General conditions in the East were very much better than in 1921, while the West remained about the same. In other words, buying has been very slow in Western Canada.

"Our prices were slightly reduced, but not to any great extent and we do not see much chance of making further reductions until we get further reductions in raw materials and wages.

"We feel that we should have a greatly increased volume for 1923. In a recent trip through Western Canada the writer found conditions slow but buyers seemed very optimistic for spring."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



VIEWS OF A NEW CANADIAN INDUSTRY MANUFACTURING TOILET SUNDRIES

These are scenes in the plant of Wm. R. Warner & Co., who started manufacturing operations at 11-15 Morrison Street, Toronto, on November 15th last. Their products range from expensive perfumes to liniments and tooth paste. The view on the left is the perfume finishing department; on the right, the cream manufacturing and finishing department. About 50 people are employed, and so extensive has been the business since the industry was started that the Company have already been forced to "back-order." Canadian demand for Richard Hudnut perfumes is now supplied entirely from this factory. This plant is commodious, well-lighted and is equipped with the latest machinery in use in the industry.



# MOTOR VEHICLES

Increased Business Done in 1922  
and Further Expansion Looked For

A fair volume of business was done by Canadian automobile manufacturers during the past year. It was, perhaps, not as great as had been hoped for, but it exceeded the previous year's business, and the outlook continues to improve. The expansion in exports was a particularly favorable feature. Canada is steadily overhauling the United States as an exporter of automobiles, and is attaining a world-wide prominence in this regard. The place of the motor vehicle in modern civilization is such as to ensure steady growth for the industry.

## Manufacturers' Reports

**R. S. McLaughlin**, President, General Motors of Canada, Limited, Oshawa.

"During the year just closed, the automobile business in Canada has been very satisfactory, and the outlook is for an enlarged output and distribution in 1923. A particularly favorable feature of 1922 business has been the remarkable expansion of export business; and this shows up particularly well in comparison with the United States. The latter's exports approximated 76,000 motor cars and trucks, Canada's exports approximated 32,267. Never before has the Canadian industry made such a favorable showing. Its importance to the nation is apparent when it is considered what this business means for employment, both in the automobile and accessory industries, and in transportation, for revenue for our railroads and the Canadian merchant marine, and for national income in the form of payments made by other countries for these Canadian products.

"Figures are not available to enable one to gauge with any degree of exactness the amount in dollars which the motor industry is contributing to Canada's business. But the General Motors of Canada, Limited, of Oshawa, alone are employing 4,450 men, and the company's pay-roll for the four weeks ending December 15th, 1922, amounted to \$564,000. Production is at the high peak due to good domestic business and a tremendous export demand for General Motors Canadian-built cars.

"The year 1922 has shown a substantial increase in the number of motor vehicles in use in Canada. It is anticipated that registration figures for December 31 will show over 500,000 machines registered, an increase for the year of approximately 60,000. So far as styles are concerned, the feature of the year has been the increasing output of closed-car types, which are coming more and more into popular favor. In many cases, the demand is forty per cent. of the total product and in some individual lines they run as high as fifty to fifty-five per cent. of the total output. From being almost purely a novelty, the closed-

car types have come to the front as an established and increasingly popular product.

"The place occupied by the motor vehicle in modern life has become firmly established, and its use has permeated all departments of activity. This is illustrated by the fact that whereas a few years ago the majority of cars were purchased for pleasure purposes, to-day the great majority are sold for strictly utility purposes. There are 4,000,000 vehicles in use on farms in Canada and the United States, while farm products exceeding 135,000,000 tons were hauled by motor transport last year in the two countries. Further, it is estimated that the total tonnage of freight of all kinds transported by motor truck amounted to 1,450,000,000 tons. These figures demonstrate the remarkable potentialities of the industry which supplies this motive power."

**W. R. Campbell**, Vice-President and General Manager, Ford Motor Company of Canada, Limited, Ford, Ont.

"During the year 1922, it would be safe to assume that 70,000 cars have been sold in Canada, which would mean at an average price of \$1,500, a total amount of business of roughly \$100,000,000, and in view of the fact that general business conditions have been gradually improving during the past year and should continue to improve during the coming year, it should be a safe assumption that a large volume of business is in sight for the coming year. All statistics seem to point to this conclusion. The crops recently harvested have been the greatest since the bumper crop of 1915 and while wheat at one dollar per bushel does not give a great margin of profit to the grower, nevertheless there has been a profit and the result of the sale of all crops shows an increase of about twenty-five per cent. over all crops for 1921 or something in excess of \$200,000,000 excess in money. Inasmuch as Canada is largely an agricultural country, her buying power must depend very largely on the annual return from crops, so that it is reasonable to assume that the buying power for the coming year should be considerably greater than during the past year. Business has been below normal since the fall of 1920 and it is still far from normal, and in all probability it will be two years before the effects of business depression will be entirely overcome, but in the meantime steady improvement should be evidenced, provided general business is carried on along sane lines."

**Wm. M. Gray**, Vice-President, Gray-Dort Motors Limited, Chatham.

"There has been a steady trend of improvement, particularly noticeable in our own product, for the past three or four months. Not spasmodic, but a good

steady, upward climb, which is so much more pleasing than the result attained in the previous year, in which it fluctuated, first with a volume of business, and then a complete cessation of the same. Now indications point to a very healthy and continuous growth in the merchandising of our output.

"The trend of prices for our product this past year has been stationary, there being some slight reaction due to improved manufacturing facilities, but not in any way due to a lowering of costs. At the present time, the increase in raw materials would warrant increase in price, but the efforts of manufacturers generally to establish the confidence of the buying public and again get him back into the market have had a very restraining effect upon them increasing their prices; therefore, indications are that the majority of us will put forth every effort to try to hold our present prices from increasing.

"In the motor car game there are three or four things which very materially brighten in the line of future business for the coming year, 1923. First, there have been remarkable crops throughout Canada. Second, there has been a great change in the feeling of the public throughout Canada, in regard to the market. They realize that now they are much more capable and that they are worth considering, and investments now made in merchandise are on a safe and sane basis. Third, raw material prices are increasing. This should have a beneficial effect on the market, at least for the coming season. And last, all of us have readjusted ourselves, gotten back into the harness, reduced overhead, and know just about where we stand."

**J. R. Marlow**, Secretary and Treasurer, Willys-Overland, Limited, Toronto.

"There has been an improvement in the automobile business in the year 1922 over 1921. The improvement was not all that we looked for. The causes which appeared to prevent a realization of our hopes for business were the depression in the lumber business in British Columbia, the absence of return from the crop of last year throughout the Prairie Provinces, and the drought in Quebec, together with the depression in lumber business in New Brunswick. There was a better tone in Ontario but even here some absence of buying owing to depression in prices.

"We have only to do with the domestic market. We do not export. The domestic market has been good in the Province of Ontario, but poor in almost every other Province. Quebec comes next to Ontario, and then there is not much difference between the inactivity in the Maritime and Prairie Provinces. If the result of this year's crops is that the farmers are able to liquidate a reasonable amount of indebtedness, we



think we may look for an improvement in the market. Indeed, we have been counting upon this. At the moment of writing, the depression in the western Provinces appears to be very heavy, but it may be passing, and, with the marketing of the grain, no doubt conditions will improve. We think something depends upon the seeding operations next spring. That is, if the weather breaks so that the men can get on the land early and seed down a large acreage, it will create a spirit of optimism and confidence that will continue the upward tone.

"Prices of our product have steadily fallen during the year, largely due to action of competition and the absence of good markets. As a matter of fact, in our line we are below pre-war levels.

"The outlook for 1923 is decidedly better than for 1922."

**Another Manufacturer** of Automobiles, who does not wish his name to appear.

"Our domestic sales and business throughout 1922 have increased slightly over 1921, with the foreign showing an increase of about fifty per cent. Prices of our product have been reduced considerably and it would look as though they had now reached the bottom.

"We are planning and preparing for an increased production and corresponding sales increase for 1923. This is partic-

ularly true of the foreign business and, with the good crop which has prevailed throughout the western country this fall, we are planning on a much larger business in that district."

### Trucks

**A. M. Kerr, Manager, Four Wheel Drive Auto Co., Limited, Kitchener.**

"We see a little better demand for our products, especially during the last months of the year. Legislation restricting the use of five-ton trucks naturally would have this effect on our truck, which has a capacity of up to three and a half tons only. We feel that the demand next year will be greater, basing our opinion on the inquiries received during the last four months of 1922.

"The trend of prices has been slightly lower during the year. As is well known, the prices on trucks did not increase during the war period in anything like the proportion that pleasure cars increased, consequently there was no room for the drop in prices such as was experienced in pleasure cars. In addition to this, the quality of the higher grade of motor trucks has been improved, so that the price has not dropped very much, but the quality has increased materially. The fall in the rate of exchange has also tended to keep prices from increasing.

"The outlook for 1923 is fair. Owing to hard times a great many prospective customers have postponed the purchase of equipment until business should improve. With the improvement in general business, which appears to be coming, a great deal of this old equipment should be replaced by something newer and more economic. Thus, buyers who have put off purchasing truck equipment are probably paying out considerably more in upkeep costs than is economically sound, and if buyers can be convinced that the purchase of new equipment is sound business and a good investment, a lot of business should be done early next season. Our outlook would appear to be better on account of the special adaptability of our truck for road building, and with the good roads programme as laid out for next year, there should be a good demand for at least some new equipment."

**J. M. Sinclair, Eureka Mineral Wool and Asbestos Company, Toronto.**

"Domestic demand for our product has been improving, with prices trending lower. The outlook for 1923 appears favorable, based on building prospects, which have a considerable bearing on our line of business."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW PLANT ERECTED AT OWEN SOUND FOR MANUFACTURE OF COMMERCIAL STATIONERY

The illustration shows the modern manufacturing plant of Richardson, Bond & Wright, Limited, completed last fall. It is a building 84 x 100 feet, two storeys and basement, of steel mill construction and incorporating the latest ideas in equipment for the economic production of blank forms and blank books. In addition to these lines, the company manufacture a specialty called Fleming's Standardized Forms. These are lithographed on one side and are made from four to twenty times as fast as on the ordinary printing machines.



# PAINT and VARNISH

Increased Demand Expected to Continue During 1923

**T**HE outlook for the paint and varnish industry in the coming year is good, reflecting the increasing building activity throughout the country. The demand from the larger users of paints—railways, public utilities and industries—was small in the early part of 1922, but increased in the last few months and will probably increase still more this spring. The export market also improved.

Manufacturers were able to secure raw materials without much difficulty in quality up to the usual standards. The cost of these was fairly steady for the most part, with a slight upward tendency. In the case of turpentine and

linseed oil there was a marked advance, the former commodity rising from 90 cents to \$1.54 a gallon in tank car lots at Jacksonville or Savannah. The prices of the finished products showed little change.

No labor troubles affected the industry during the year and, though some wage decreases were put into effect, efficiency was satisfactory and, with some companies, decidedly improved.

The only manufacturing difficulty reported was a slowness in deliveries of raw materials from the United States owing to the coal and railroad strikes there.

year, although our total wages were less. This is due to an increased efficiency and a willingness on the part of the men to forget themselves and concentrate on their work. As a result we were able to pay a slightly higher rate of wages during the past year than during 1921."

**J. M. Sparrow**, President and General Manager, The Imperial Varnish & Color Company, Limited, Toronto.

"We believe the outlook for business during 1923 is good, but we do not anticipate anything in the nature of a boom. In fact, such an event would be unfortunate, as our recovery from 1921 must be slow and thoughtful. There is a better feeling throughout the country, which is inspiring confidence in the buying public. This is quite noticeable from the fact that many purchasers of spring goods are placing their orders freely and taking delivery with the usual spring dating, while last year they pursued an almost entirely shopping policy.

"The domestic market has been fair during the year, even better than we anticipated a year ago, except in the industrial lines, which have been slow to recover from the effects of 1921. The last few months have developed a decided improvement in this particular and we are expecting a gradual increase during the coming year. Our export business is quite small, but it doubled in 1922 over 1921."

**George Henderson**, President, Branded-Henderson Limited, Montreal.

"There has been no difficulty during 1922 in securing supplies of the numerous raw materials that are required in this industry. As a matter of fact there was no difficulty during 1921; neither has there been any difficulty in acquiring these materials at the required standards of quality. As far as this trade is concerned, those inroads on quality which were occasioned by war conditions have been overcome, and in some cases the degree of excellence which had been reached before the war has now been improved upon. Prices are, however, for the most part distinctly higher than a year ago. Consider, for instance, pig lead; the St. Louis price on this commodity at this time last year was \$4.70; to-day it is \$7.07½. Part of this difference is, however, due to an increase in the duty. In London the price a year ago was £24-8-9 per ton of 2,240 lbs.; to-day it is £26-7-6. A year ago the price of Canadian pig lead in Montreal in carload quantities was \$6.15; to-day it is \$7.15.

"Another very important commodity is linseed oil. A year ago it could be bought in carloads at 77c. per Imperial gallon; to-day it is worth \$1.00 per Imperial gallon in the same quantities delivered in Montreal. This has been occasioned by higher values on flax. On

## What Manufacturers Report

**W. R. Carnegie**, Vice-President and General Manager, Berry Brothers, Incorporated, Walkerville, Ontario.

"The outlook, so far as we can see, is very good. There have been very good average crops and we believe that the farmers will receive better prices than in former years. This is bound to help business.

"We have found the markets very fair on the whole and improving in both domestic and export trade. We are looking forward to and hoping for a continuation of this condition. The trend of prices is upward, not only the raw materials but also on the finished products. It has been our policy to maintain our prices to a point where it would be unprofitable to continue. We are, above all things, opposed to getting into another period of inflation, knowing that it can be followed only by a period of depression. We would very much rather see things remain as they are now, that is, a fair business at fair prices."

**W. S. Fallis**, Vice-President and Managing Director, The Sherwin-Williams Company of Canada, Limited, Montreal.

"The year's record, as it has been written in the paint and varnish business, has been on the whole a satisfactory one, and, what is better still, an encouraging one. As we all know, industrial conditions in 1921 were not of the best, although at the close of that year there were indications of an improvement which, we are glad to say, were borne out during 1922 in no small degree. In our particular business, this year has been one of these up-grade years—one which, while not at all in the class of 'boom years' such as 1920, nevertheless showed a steady upward progress as it advanced.

"The domestic market for paints and varnishes showed gratifying activity throughout the entire year, with a pleasant improvement in the demands from public utilities, transportation interests and industry in general, classes which were buying sparingly just after

the business depression of a year ago. The dealer trade has continued good and this may no doubt be ascribed to the advertising carried on in the 'Save the Surface' campaign.

"Summed up, the outlook for the paint and varnish industry in 1923 may be characterized as promising. All indications point to an increased consumer trade, both from the West and from the East; and sales to transportation companies, public utilities and general industry should continue to grow as improved conditions throughout the country become manifest month by month."

**L. M. Croft**, Managing Director, S. C. Johnson & Son, Limited, Brantford, Ontario.

"We believe that our business in 1923 will exceed that of 1922 by a very large margin, largely because of the money situation now and in prospect. A firm money market has a strong tendency to increase building with a resulting favorable effect on our industry.

"The domestic market has been steadily on the increase with us all through the year 1922. Up to December 1st we are showing an increase of approximately fifty-seven per cent. in sales. Our prices have remained fairly stationary, except in the cost of those products that are materially affected by fluctuating prices of raw materials, such as turpentine, carnauba, etc."

**Frederick Moore**, Vice-President and General Manager, Benjamin Moore & Company, Limited, West Toronto.

"The demand for paints is particularly good and spring bookings are seventy-five per cent. greater than they were a year ago. The hardware merchants all over Canada are very optimistic.

"No change in prices is expected. Some raw materials have advanced slightly but it has been considered wise not to raise our prices.

"Labor conditions have improved very materially. Our tonnage output was very much increased during the past



December 27th, 1921, spot flax was quoted at \$1.79½ with the May option at \$1.86-3/8; to-day, December 27th, 1922, spot is worth \$2.15 and the May option \$2.13. The strength of the forward position is significant and relatively much higher, with spot, than pertained a year ago.

"Turpentine, concerning the advance on which I made some comments a year ago, has continued to soar. On December 20th, 1921, it was selling in Savannah at 75c. or the equivalent of \$1.25 per Imperial gallon, Montreal. To-day the price is, at Savannah \$1.31 and at Montreal \$1.90 per Imperial gallon.

"With regard to labor, I shall take the liberty of quoting from my remarks a year ago, because the improved tendency at that time becoming evident, has, so far as we are concerned, developed into a settled attitude.

"The labor market has improved in several respects. Not only is there now an abundance of labor procurable at much more reasonable rates than during the greater part of the year 1920, but the labor is more efficient. I would wish to be understood as meaning in this regard that as far as our experience is concerned, there is a much more kindly and unsuspicious attitude in evidence. The passing of the hurly burly and fierce pressure of production, with its overtime and misunderstandings, has permitted the employer on the one hand, and the artisan on the other, to more appreciate the fellowship of man. Each is more willing to regard the other as not entirely selfish and as wishing the common weal. From this attitude rises the concept that production, satisfactory as to quality and quantity, is equally in the interest of all concerned. The period of murmurings and threats, the time of

lock-outs and strikes, has passed away and all we need to-day is a greater home and export demand.

"In this regard it remains to add that wages have slightly increased, that our cost of production has as a consequence slightly risen, and that the tendency for 1923 will be towards a further increase, rather than a diminution in productive labor cost.

"The absence of demand for our products for construction purposes which was characteristic of 1921, was not so marked during the first half of 1922, and we are glad to say that during the latter half of the year the demand for paints and varnishes in this direction almost kept pace with the demand for repainting purposes. When we say this, a very great achievement is claimed, because the conviction in the mind of the public that it is an economy to "Save the Surface," which was distinctly noticeable during 1921, has been still more manifest in 1922. The export field has been none too satisfactory. It appeared to be drowned during the first half of the year; it emerged again in the third quarter, and now, in the fourth quarter appears to be swimming into some safety.

"A year ago I wrote you as follows:

"There has been great deflation during the year in the prices at which our finished products have been sold. Take for instance first-quality house paints. In December of last year (1920) a reduction of fifty cents per gallon was put into effect by almost all manufacturers; again in February a further reduction of seventy cents occurred, and in September another and, I believe, final reduction of fifty cents was effected. This means a total reduction of \$1.70 per gallon, or about thirty-five per cent., and

should, beyond question, be final, as since the time of the last reduction, important raw materials have advanced in value, and moreover, the selling prices on the finished product are now cheaper in relation to the cost of production than they were before the war.'

"Since that time, if we will except the commodity of white lead, it may be stated that no important changes in selling prices on any of this industries' products have taken place; the changes in white lead have been downward. The costs of essential raw materials have increased, as referred to in an earlier paragraph, and in spite of this, selling prices on finished products have not been advanced, though it would seem inevitable that this must occur.

"I said a year ago that I felt sure, when conditions permitted, freight rates would decline. Possibly they have not declined as much as we had hoped, but I feel that freight rates and other conditions have been satisfactory enough to permit a good volume of business in the eastern part of the country, and I do not consider that the more or less disappointing volume of business that has come out of the Prairies has been due in any material degree to the fact that freight rates have not been lower.

"The needs of the day, in my opinion, can be summed up as follows: hard work, service, less anxiety that justice be received and more determination to give it. I do not think it amiss in this connection to add the final thought, that I trust the banking interests in this country will extend every consideration and assistance to the people of the Prairie Provinces during this difficult time of reconstruction, which in that part of the country quite distinctly still continues."

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



VIEWS ILLUSTRATING EXPANSION OF A BRANTFORD INDUSTRY

The plant of S. C. Johnson & Son, Limited, manufacturers of prepared wax, wood finishes and car savers was enlarged during the year by the addition of two buildings, shown at the right. One of these is devoted to the manufacture of varnish and varnish stains and the other is for storage purposes. The Company only started operations in Canada two years ago and have enjoyed satisfactory growth during their brief existence.



# RUBBER GOODS

Demand has been Increasing and Outlook in the Industry is for Continued Activity in 1923

**N**INETEEN twenty-two has been a year of activity for manufacturers of rubber goods, even if it has not proved a particularly profitable one. Factories have been busy, and demand has been increasing, both in the domestic and export fields. The tremendous increase in the use of the automobile has created a steady and growing market for tires, and in the permanence and great possibilities of this demand, manufacturers see reason for confidence in the future.

Some spectacular developments have recently taken place in the crude rubber and cotton fabric markets. During the year the price of the former ruled low, but toward the end of the year, a rapid advance occurred, increasing quotations from seventy-five to one hundred per cent. Still further advances are likely, as the consumption of crude rubber during the past year greatly exceeded expectations, and prices were below costs of production. The cost of cotton fabric has also tended to increase rapidly towards the end of the year, with the prospect of further advances owing to the statistical position of cotton with regard to supply and demand. Apart from these increases, raw materials have been in good supply and of good quality.

The trend of prices for finished rubber goods has been downward in 1922, and it is believed that the extreme low has been reached. A good deal of business was taken at very close prices in order to keep plants running. Buying was still largely of a hand-to-mouth order, which, of course, increased the labor and cost of doing business.

**C. N. Candee**, President, Gutta Percha & Rubber, Limited, Toronto.

"There has been an increased demand, both for domestic consumption and export, during the past year, and present prospects appear to indicate still further improvement as general business conditions grow better. The sale of our products is so dependent upon the general prosperity, or otherwise, of business that whatever affects the prosperity and activity of our industries in general has a direct and immediate bearing upon the demand for our product.

"The general trend of prices of our finished product during the year has been steadily downward until the point has been reached, and now holds true, that never in the history of the industry have prices been so low for goods of a given standard of quality and, through developments in the art of manufacture, never in the history of the business have consumers been able to obtain so much value per dollar of the purchase price as they can obtain to-day. It is a common practice to think and speak of the 'good old days' and of the better goods at lower prices

that 'we used to get.' That certainly is not true in the rubber industry. Never in the history of the business have rubber manufacturers known how to make tires, rubber belting, rubber hose, rubber boots and shoes, or anything else in the entire line of product, comparable in quality to the product of to-day and, as above stated, never has a consumer been able to get such value for the dollar of investment in rubber goods as he or she gets to-day."

**C. H. Carlisle**, Vice-President and General Manager, The Goodyear Tire & Rubber Co. of Canada, Limited.

"We have encountered no conditions that have been adverse to our business. The state of our markets, both domestic and export, is excellent. Our plant is working to its full capacity and oversold. The outlook for 1923 business is especially good."

**A. R. Kaufman**, Kaufman Rubber Co., Limited, Kitchener.

"Prices, manufacturing and labor conditions in the rubber footwear business are about the same as a year ago. The general outlook may be a little better, but we are affected more by weather conditions than general industrial conditions."

**J. E. Partridge** Rubber Co., Limited, Guelph.

"The outlook is favorable. Good crops at home and better financial conditions abroad are encouraging factors. Volume of sales was about the same as in 1922, but product both for home consumption and export does not bring as good a price."

**J. A. Martin**, Canadian Consolidated Rubber Co., Limited, Kitchener.

"There have been no manufacturing conditions adversely affecting our industry other than those general conditions affecting all business at a time when the country is emerging from a period of depression. Prices of tires have declined steadily throughout the year. We look for improved business conditions for 1923. Demand for finished products will no doubt increase with the rising market for raw materials."

**J. O'Mara**, K. & S. Tire & Rubber Goods, Limited, Toronto.

"Current prices for rubber products, especially tires and tubes, are the lowest in the history of the business. We have found a steady increase in the demand for our products, both in Canada and for export trade, and, with the number of automobiles increasing, we expect this demand will show a further improvement.

"The future of the business is particularly bright. There are no surplus stocks of rubber goods in Canada, and few, if any, manufacturers have com-

mitments for materials at prices in excess of present costs. We believe no industry is in a better shape to take care of orders placed with them, and that Canadian manufacturers of rubber goods are in a position to compete, both as to quality and price, with any competition outside the Dominion. We look forward to business being stabilized during 1923, and profits back to a normal basis."

## Office Machines

**F. E. Mutton**, General Manager, International Business Machines Co., Limited, Toronto.

"The buying power of the public has apparently been strengthened; yet there is a reluctance to place orders in many localities to anything like normal. We have, however, a tremendous lot of business in sight and we feel that a large percentage will come along early in the year. This applies particularly to our time recorder division.

"The volume of business secured in the scale division has been quite satisfactory, but it is worthy of note that the number of repossessionings caused by failures, particularly in the last four months, has showed quite an increase, indicating that retail merchants have suffered severely from the economic situation, and more so than a year ago.

"There has been a perceptible increase in the Hollerith Tabulating and Sorting Machine division, last year being the largest in the history of that division. This indicates that the large corporations that lease these machines for mechanically classified records have more items to record than a year ago.

"Our prices were adjusted some months ago, and show a reduction of from 5 to 15 per cent. against a year ago.

"There seems to be expectation on the part of business houses all over the country of a coming improvement; yet, at the same time, a lack of sufficient confidence to place orders for equipment that they really should have. We feel, however, that there is certainly going to be a gradual improvement at the turn of the year."

A manufacturer of curled hair, glue, wood wool, etc. reports that improvement characterized every department of his business in 1922. "Orders generally are larger and more frequent and we find many customers now wishing to book ahead of their requirements, which shows confidence in prevailing prices. Several special orders have brought out total sales this year to even larger proportions than first anticipated. Indications point to similar or increased demands for the coming year.

"While most raw materials are readily purchased at firmer prices and good deliveries, one or two essentials have been extremely scarce, even at prices of unprecedented height."



# 1922 Business Conditions in British Columbia

## Industries of Pacific Coast Province Experienced a Good Year and have Almost Completely Recovered from the Depression

By F. E. Burke

Chairman, British Columbia Division, C.M.A.

**T**HE outlook in British Columbia for the coming year, based on the experience of the year just closed, is distinctly optimistic. In 1922, our basic industries of lumbering, mining, fishing and agriculture recovered almost completely from the depression of the previous year.

In the lumber industry there is every prospect of an increase in the present large demand for British Columbia lumber and lumber products for export. Closely allied with this industry in this Province are our pulp and paper mills, which, in common with similar plants in other parts of Canada, are enjoying a brisk demand for their products, with every prospect of increased export markets.

### The Mining Industry

All branches of the mining industry in British Columbia have shown a marked improvement in 1922. This was occasioned, in the case of the coal mining companies, by the demand from the United States, arising out of the coal strike in that country. The industrial revival in the United States and Canada has also been reflected in the operations of producers in British Columbia of precious and semi-precious metals; this industrial expansion having created a demand at improved prices both at home and abroad for the products of British Columbia copper, gold and silver mines, as well as providing an outlet for large quantities of refined lead, zinc and spelter from this Province. The outlook for 1923 is distinctly promising and considerable capital expenditures have been made by some mining companies and are definitely provided for by other companies to take care of largely increased production in 1923.

### The Fishing Industry

In the fishing industry, the salmon pack in British Columbia for 1922 was valued at \$11,500,000, representing 1,290,326 cases. This pack, although larger than that for 1920 and 1921, is much less than the pack in the three years, 1917, 1918, 1919—the large pack in the latter years having been occasioned largely through pressure brought to bear through war conditions during the five years previous for the largest possible production of foodstuffs. In addition to the British Columbia salmon pack, there must also be considered the pack of other varieties of fish, including herring, halibut, pilchards, etc. By far the

greater portion of British Columbia's fisheries production is exported. When it is borne in mind that forty-seven per cent. of the total value of fish caught in the Dominion comes from the lakes, rivers and coastal waters of British Columbia, it will readily be seen that the sale of these products abroad forms a considerable portion of Canada's export trade.

The agricultural industry in British Columbia enjoyed one of its most successful years in 1922. Fruit, vegetables and other crops were abundant and com-

did up until recent years, is now not only entirely self-supporting in this respect, but is exporting canned goods in increasing quantities.

Although British Columbia is the third largest industrial Province in Canada, in the point of number of industries and value of products, it is a matter of regret that agriculture has not developed to the same extent, largely in many cases through lack of proper transportation and marketing facilities. This condition is rapidly being remedied, however, and, recognizing how closely allied to the interests of the manufacturer are those of the farmer, more particularly in this Province, we sincerely trust that the efforts now being put forth in governmental and other quarters for the bringing in of agricultural settlers will result in largely increased cultivation of the enormous areas of farm lands available for settlement in this Province.

### General Manufacturing

Aside from the basic industries, reports from manufacturers of numerous lines in British Columbia indicate that almost without exception, 1922 has been one of the best years in the history of those concerns, with every prospect, as far as can be foreseen, for a continuance and growth in the demand for their products.

We were successful, after many years effort, in securing in the middle of 1922 a substantial reduction in the freight rates on commodities moving from British Columbia into the Prairie Provinces, and while it is difficult to estimate with any degree of accuracy the saving effected to British Columbia manufacturers by this reduction in rates, it was undoubtedly a contributing factor to the prosperity of our industries in enabling them to extend their domestic market.

### The Export Field

In the export field, the operations of the C.G.M.M. and the great growth in shipping through British Columbia ports have greatly facilitated our manufacturers and other producers in reaching foreign markets. Vancouver is rapidly securing recognition as an established grain shipping port and this cannot but have the effect of attracting a still greater amount of shipping to this port. We would sincerely commend recognition of this factor to our Eastern friends, as it will serve to accentuate the condition which already exists, as some of our Eastern manufacturers already recog-

### A Correction

Attention is directed to the fact that the rate quotations appearing under the map published on page 46 of the December issue of **INDUSTRIAL CANADA** were erroneously stated to be the rates "per bushel" on wheat moving from points in Western Canada and the United States to the head of the lakes. The rates should have been quoted as "per 100 lbs." While the figures were misleading to this extent, the relative position of the rates in the two countries is the same.

manded a ready sale at fair prices. British Columbia apples, through the success they have met with at various exhibits at home and abroad in recent years, are becoming increasingly in demand in all parts of the world, and as a matter of fact, out of the 1922 apple pack in British Columbia, it is estimated that sixty per cent will be exported. While this is extremely gratifying, all of us in British Columbia were none the less pleased at the recognition accorded by consumers in Ontario to the superior quality of British Columbia apples, as evidenced by the willingness of consumers in Toronto and other Eastern Cities to pay a higher price for British Columbia apples and to consume, as they have done so far this season, some twenty-five cars per week. Although the apple production probably leads in value in our farm products, there is an increasing production of small fruits and vegetables. The fruit and vegetable canning industry is a direct outcome of this increased production on our farms—this having reached the point where British Columbia, instead of importing jams, canned goods and vegetables and similar lines as she



nize, that vessels coming to British Columbia ports with the assurance of full cargoes outward of the products of our basic industries can afford to bring in from Europe and Eastern United States manufactured products marketable in the Western Provinces, and which we are as yet not producing in the West, at rates much lower than the transcontinental railways can hope to name, so that the market for these products in Western Canada will be lost to the Eastern Canadian manufacturers even with the protection afforded through the Customs Tariff.

I think I am safe in saying that at the present time the bulk of the traffic between Eastern and Western Coasts of the United States moves by water through the Panama Canal; whereas in

Canada, we are still endeavoring to handle traffic between Eastern and Western Canada by rail. It is an undeniable fact that commerce will always follow the cheapest form of transportation and in the form that offers the least resistance to matter in motion. This means that the ideal form of transportation under present-day conditions is by water, and it is our belief on this Coast that sooner or later, unless steps are taken in Eastern Canada to secure the establishment of a Canadian intercoastal steamer service, the facility with which imported merchandise can find its way into Canada through British Columbia by water is going to curtail the domestic market for our Eastern manufacturers to a greater and greater extent.

The eyes of the world are centred on

new trade markets. These will be found wherever there is water transportation, and trade will follow the water even from one side of a continent to another, as is proven by the enormous tonnage moving, as I said before, between the East and West coasts of the United States, and even between the East coast of the United States and British Columbia ports.

The "Made-in-Canada" idea is perfectly sound but the buying public can not be expected to purchase Canadian products at a higher cost than imported commodities, if one of the contributing factors to that higher cost is the excessive cost of transportation through failure on the part of the producers to avail themselves of the same mode of transportation as their competitors.

## Liquid Chlorine—A New Canadian Product

Plant for its Manufacture now in Successful Operation at Sandwich, Ont. — Process Described

By J. P. Melville

ONE by one those commodities which have hitherto figured in the list of imported goods, because they have not been available as domestic products, are being exploited by Canadian manufacturers, and are now being turned out by Canadian plants. The process has been going on steadily for years, and by degrees the list of articles not produced in Canada is being cut down.

Among the latest developments in this connection is the introduction of the manufacture of liquid chlorine. This is an increasingly important article of commerce. The demand for it has grown tremendously during the past few years, it being used chiefly in the bleaching of sulphite pulp, for domestic water purification, in laundries, etc. There are also many other uses, such as in the manufacture or synthesis of organic compounds, in textile bleaching, etc.

The manufacture of liquid chlorine has been taken up in Canada by the Canadian Salt Company, Limited, at Sandwich, Ontario, and the installation of a liquid chlorine plant has just been completed in connection with the Company's chemical works. The plant, which is capable of producing 300 tons of liquid chlorine per month, has been in operation since October.

The Canadian Salt Company are fortunate in being ideally located for the manufacture of this article, as the chlorine gas is obtained by the electrolysis of brine, which is pumped from wells located on their own property. About seventy-five per cent. of the power used in the plant is supplied by the Hydro from Niagara Falls, and about twenty-five per cent. is generated at their own works, it being necessary to obtain sufficient exhaust steam for evaporating and

concentrating caustic soda. Thus, with the aid of Canadian labor, they are able to make a one hundred per cent. "Made in Canada" article.

The liquifying process used is what is known as a partial refrigeration and pressure system. The concentrated chlorine gas, as made in the Gibbs cells, is first dried by means of refrigeration and then passed through a 40-foot sulphuric acid tower to remove the last

traces of moisture. The thoroughly dried gas is then subjected to approximately thirty-five pounds pressure and afterwards cooled to twenty degrees below zero. The liquid chlorine, as formed, is conducted to large storage tanks from which it is packed into proper containers. For large customers it is shipped in 15-ton specially constructed tank cars and for small customers in 150-pound cylinders.



THE NEW LIQUID CHLORINE PLANT AT SANDWICH

Showing sulphuric acid tower to the right, and in the foreground one of the specially constructed tank cars for carrying the product to customers in all parts of the country



# News and Views of the Association

There will be found each month in this department a record of the various activities of the Canadian Manufacturers Association during the preceding month. The information is supplied to INDUSTRIAL CANADA officially, and all members of the Association are urged to acquire the habit of reading and checking over the contents of the department carefully in order to keep themselves posted on the work of the Association

## Executive Council Completes Year's Work

THE last meeting of the Executive Council for 1922 was held at the Head Office, Toronto, on Thursday, December 21. The time of the meeting was largely absorbed by a discussion of a report from the Special Committee on Taxation and, except for routine reports from the Executive and Transportation Committees, no other business was considered.

The Special Committee on Taxation reported that a great deal of information had been collected from individual members, from the executive committees of the five divisions and from other trade organizations. This material was available for a conference attended by representatives of the Retail Merchants' Association, the C.M.A. and various national wholesale associations, held in Toronto on December 5 and 6. At this conference a number of resolutions were passed, with the understanding that these would be referred back to the organizations concerned for consideration prior to a second conference, to be held in Ottawa in January. The special committee had taken up the resolutions at a meeting on December 19 and they now submitted them to Council. A long discussion thereupon followed.

In its report, the Executive Committee stated that replies to Circular No. 373 indicated unanimity of opinion among members in favor of extending the use of drafts and bills of exchange in preference to the open account system.

Additional information, it was stated, had been received in regard to the British Empire Exhibition, London, 1924, which was being communicated to members.

In answer to a cabled newspaper criticism of the Association's refusal to accept financial responsibility for the Canadian Section of the British Industries Fair being organized by the Canadian Chamber of Commerce in London, a statement of the Association's position, as authorized by Council, had been published widely in Canada. A cable had also been received from the

Canadian Chamber of Commerce stating that the Chamber had not authorized the criticism.

The Committee stated that good progress was being made in the organization of the Textile Products Exhibition to be held in the Mount Royal Hotel, Montreal, Feb. 19-23.

Recommendation was made that the

## Greetings from the Second Vice-President

To all the members of the Canadian Manufacturers Association, I would extend my heartiest good wishes for a happy and prosperous New Year.

And to these good wishes let me add my congratulations not alone to our own membership but to Canadians of all classes, on the great measure of success which has attended their efforts during the year which has now drawn to a close. We have been enabled to absorb to a very great extent our surplus labor, to improve our conditions of trade at home and abroad, and to so stabilize our finances that of all the allied nations, Canada is the first to regain a parity for her funds in the exchanges of the world.

With thankfulness for these successes we look back over the year that is past; and we now turn again to meet the New Year, hopeful, confident that 1923 will bring again the full tide of business activities with contentment, prosperity and happiness for our people.

Henry Bertram

Association take up again with the Government the question of immigration and urge vigorously for a broader policy that would induce more people to come to Canada.

It was reported that an invitation to send a representative had been received from the International Chamber of Commerce which was holding a congress in Rome, March 18-24. It was also announced that an economic conference of the British Empire would be held in London next July. Information was being

gathered to determine future action.

Arrangements, it was stated, were being made for the holding of a conference to discuss industrial research.

The following members of Council were present:—

Brandon, A., Brantford.  
Bodley, C. J., Toronto.  
Bowron, Arthur C., Hamilton.  
Campbell, W. S., Toronto.  
Cluxton, Royal, Montreal.  
Corrigan, F. S., Toronto.  
Coulter, W. C., Toronto.  
Davis, E. J., Newmarket.  
Davy, R. M., Lachine.  
Henderson, George, Montreal.  
Hobson, Robert, Hamilton.  
Jones, Ellis H., St. Catharines.  
King, Theo., Whitby.  
Laidlaw, W. C., Toronto.  
Lowndes, C. B., Toronto.  
Monypenny, T. F., Toronto.  
Neighorn, A., Montreal.  
Picard, Joseph, Quebec.  
Roden, Thomas, Toronto.  
Shapley, W. H., Toronto.  
Shaw, J. R., Woodstock.  
Thompson, Chas. M., Brantford.  
Watson, T. H., Galt.  
Watts, George W., Toronto.

## Ontario Division Holds Luncheon Meeting

TWENTY-TWO industrial centres in Ontario were represented at a luncheon meeting of the Ontario Division held at the Prince George Hotel, Toronto, on Thursday, December 21. The main purpose of the meeting, which was presided over by Col. A. F. Hatch, chairman of the Division, was to hear addresses from two distinguished members who had recently returned from attending important overseas conferences—Thomas Roden, Treasurer of the Association and official delegate to the Pan-Pacific Commercial Conference at Honolulu, and W. C. Coulter, chairman of the Industrial Relations Committee, who represented the employers of Canada at the Fourth International Labor Conference at Geneva.

Both Mr. Roden and Mr. Coulter delivered interesting addresses, which outlined the programmes at the two conferences and summarized their results. As both subjects are covered fully in special articles appearing elsewhere in this issue, it is unnecessary to repeat them more fully here.

A pleasing feature of the luncheon was a presentation made by John R. Shaw, president, on behalf of the Asso-



ciation, to Sam Harris. Mr. Harris, who has been prominent in Association activities for many years, was recently elected president of the Navy League of Canada, and in connection with the work of the League was about to leave for England. The gift of a handsome Made-in-Canada kit-bag was regarded as a suitable send-off and, in appropriate language, the bag was handed over to Mr. Harris. In his reply, Mr. Harris expressed appreciation of the good wishes of his fellow-members and concluded by voicing a strong plea for the support of the Navy League.

## December Meeting of Toronto Export Club

W. J. Egan, Canadian Trade Commissioner in South Africa, G. R. Stevens, Canadian Trade Commissioner in Jamaica, and H. R. Poussette, Director of the Commercial Intelligence Service of Canada, were guests and speakers at the dinner meeting of the Canadian Export Club of Toronto, held in the King Edward Hotel on December 15th.

Mr. Egan, dealing with the possibilities of Canadian trade in South Africa, spoke of the great purchasing power of the country. The people have been conservative and have bought mostly from England, but once the Canadian exporter gets a foothold in the market, he can hold his place, for Canadian produce is found up to requirements.

Mr. Stevens was able to speak confidently of future trade relations between Canada and the West Indies. Canada at present was buying more from the West Indies than she was selling and her immediate task was to right this trade balance before the United States got a grip on the markets.

Mr. Poussette spoke of general trade conditions abroad and appealed to Canadian exporters to study foreign fields. Conditions in all countries affect the trade of other countries, and Canadians must watch closely for movements that will affect Canada.

Following the speeches there were shown some government films illustrating the right and wrong methods of handling foreign orders.

## Problems of Export Trade Discussed

J. B. Thomson, vice-president of the Vancouver Board of Trade and past chairman of the British Columbia Division, C.M.A., was the speaker at the luncheon of the Foreign Trade Bureau of the Board of Trade on December 8, taking as his theme some views on the possibility of increasing the export trade of British Columbia.

Mr. Thomson expressed the view that export trade was the most important factor in the development of any country or nation because it was the only sound means of acquiring wealth from the

outside world and of making it economically possible to purchase from the outside world those raw materials and finished products which it was necessary to import.

He contended that governments should extend some recognition to the service rendered by exporters in bringing foreign capital into the country by differentiating in taxation as between domestic and foreign business. This was all the more desirable because exporters had to contend with altogether different conditions in foreign markets than in the domestic market.

Turning to British Columbia particularly, Mr. Thomson said that attention would have to be given in the near future to the establishment of industries for manufacturing to the fullest possible extent native products, so that they



MAJOR E. G. ROGERS

Canadian Rogers Sheet Metal and Roofing Co., Limited, Winnipeg.

Chairman, Prairie Division, C.M.A.

might be shipped in a more finished condition. Another point emphasized was that the needs of export markets should be studied and goods supplied in accordance with the needs of these markets.

Mr. Thomson concluded with a reference to transportation problems. He expressed approval of the Government's action in establishing a merchant marine and felt that the government-owned steamship lines could go much further in facilitating exports and developing new markets than the private transportation companies. He urged the railways to adopt every facility for the westward movement of grain and the handling of products eastward for distribution in the prairie markets, and stressed the importance of moving goods between Eastern and Western Canada by the Panama Canal.

## Recent Bulletins and Circulars Issued by the Association

No. 373. November 28, 1922.—General circular, signed by the President, suggesting that members co-operate with the Canadian Credit Men's Trust Association in increasing the use of trade acceptances, as against the system of open book accounts.

No. 374. November 29, 1922.—Circular issued by the Legislation Department, requesting the views of members on matters that should be considered in connection with approaching revision of the Bank Act.

No. 375. December 8, 1922.—Circular issued by the Transportation Department, asking for information as to possible tonnage available for a steamship service between Canadian Atlantic and Pacific ports, via the Panama Canal.

No. 376. December 8, 1922.—Circular issued by the Transportation Department, seeking information as to the experience of members with telegraph company service, with a view to reopening the question of liability with the Board of Railway Commissioners.

No. 377.—December 21, 1922.—Circular issued by Tariff Department explaining the Stamp Tax on Receipts and giving the rulings thereon issued by the Department of Customs and Excise.

## Manufacturer's Catalogues Wanted in Australia

Hon. J. A. Robb, Minister of Trade and Commerce, writes that the Public Library of New South Wales, Sydney, Australia, has a division for catalogues which Canadian manufacturers are not using to the extent which they should. The catalogues of United States manufacturers comprise quite an extensive exhibit in this division and a large order for machinery that recently went to the United States is directly traceable to these catalogues. If Canadian manufacturers would forward their catalogues to W. H. Ifould, Principal Librarian, Public Library of New South Wales, Sydney, Australia, it might result in the development of important business.

Owing to the absence from Canada of the First Vice-President of the Association, C. Howard Smith, it has been impossible to secure from him the customary New Year Message to the Membership. Mr. Smith is away on an extended trip to the Orient and, of course, could not be reached. We publish, however, messages from the President, the Second Vice-President and the Chairmen of Divisions.



## A New Year Message from the Chairman of the Quebec Division

**A**T the conclusion of a year filled with many problems and conditions requiring, in their handling, the best thought and effort of the heads of industry, I extend to the members of the Quebec Division, and to those of all the other Divisions, my heartiest congratulations on the improved conditions which are prevailing in many industries, and on the indications that other industries will be in a similar position during the early months of the year.

No doubt the majority of our members are much concerned in regard to credit conditions generally, and I consider that it is opportune for me to advise that most careful consideration be given to the granting of credits during the next few months.

While every consideration and assistance should be given to customers who are entitled to receive them, everything possible should be done to prevent parties from starting in business without sufficient capital or merchandising experience.

It is gratifying for Canadian manufacturers to realize the high place which their product is taking in the business and domestic community, proving that Canadian products, generally speaking, are not excelled in price or quality by those of any other country in the world.

I extend my best wishes to all our members, and trust that the year 1923 will prove a very happy and prosperous one to each and every one.

F. W. STEWART

## An Exposition of Inventions and Patents

A Universal Exposition of Inventions and Patents is to be held in the Grand Central Palace, New York City, from February 17 to 22, 1923. The objects of the Exposition are stated to be:

(a) To bring the capital of America and the inventive brain of the world together, and

(b) To give all inventors full opportunity to show the public, the manufacturer, the merchant, the capitalist and financier, the possibilities for utility, business, trade and commerce that lie in their inventions.

Inventors whose devices may be adjudged to combine novelty and utility with commercial practicability, will be awarded, by a qualified board, cash prizes, gold, silver and bronze medals and certificates of merit.

The Exposition is being promoted by the Universal Patent Exposition Corporation, and, if the objects of the exposition are fulfilled, a useful service will be rendered.

## Chairman of Ontario Division Extends Greetings

**T**O all the members of the Canadian Manufacturers Association, the Executive Committee and officers of the Ontario Division extend the Season's Greetings and Best Wishes for 1923.

The past year's industrial battle will go down in history as one which put the most severe test upon the stamina, resourcefulness and courage of all manufacturers. We have had some casualties, but on the whole it may be said that we have come through with flying colors.

The industrial products of this Province are finding ready markets both at home and abroad. We have made important gains in our export trade, while at the same time showing ourselves to be less dependent on foreign materials, as indicated in a reduction of our imports.

We should, however, keep in mind in 1923 the lessons which we have learned from our experience in the past. We are called upon to give good service to the public, pay good wages to those in our employ, provide dividends to those who have invested in industrial enterprises, and to assume our just proportion of the national debt. We cannot be secure in the fulfilment of our purpose unless we know with certainty that our methods of production, distribution and financing are shorn of waste, and it is incumbent upon us, therefore, to submit our enterprises to the most minute analysis.

We support an organization wherein we meet on common ground to study our common problems. Let us, then, by individual effort during the next twelve months, strengthen our Association to the point where it will exert the greatest possible national influence in advancing the prosperity of all Canadians.

A. F. HATCH

## New Year Greetings from the Chairman of the Prairie Division

**A**T the close of 1922, most of us try to review the year's work and wonder if we have achieved all we should. We ask ourselves whether we could not have done more for the country in which we are privileged to live, for our fellow citizens and for the industry in which we are engaged. We then try to shape our course for the New Year.

The old year brought prosperity, happiness and contentment to many, while for others the sun did not shine all the way through. Whether the sun is shining or not, the people of Western Canada enjoy the faculty of always looking on the brighter side, confident that prosperity and happiness follow the efforts of these who are willing to take up their share of the load.

Members of the Prairie Division can look back on 1922 without regret, knowing that they have reached another milestone on the road of Empire building in this western land. They are looking forward earnestly to the New Year, believing that, with the same enthusiasm, energy and ambition that have characterized their endeavors in the past, success will continue to crown their efforts.

Our message to the other Divisions is one of encouragement. May they steadily march forward, keeping up the good work of the past, and they will be assured of the fullest and heartiest co-operation of this Division.

E. G. ROGERS.

## Textile Exhibition

The Canadian Textile Products Exhibition will be held this year in the new Mount Royal Hotel in Montreal. C. H. Gibbons, the manager of the Exhibition, already reports a widespread interest on the part of Ontario manufacturers of textile products. The Exhibition is being held from February 19th to 23rd. Applications for space are already coming in, and inquiries in this respect should be addressed to the Manager, care of Mount Royal Hotel, Montreal.

Last year's Exhibition, which was held in the King Edward Hotel, Toronto, was the first of its kind, and proved to be a marked success. From present indications the 1923 demonstration will eclipse the former record.



# Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department C.M.A.

## Sales Tax Rulings

The Department of Customs and Excise has issued the following ruling:

"I beg to inform you that, on and after May 24th last, sales tax is not applicable on goods not for resale, purchased for the use of the Canadian Government Railways Group, embracing the following lines:

1. Intercolonial Railway of Canada, including
  - (a) The New Brunswick & Prince Edward Island Ry.,
  - (b) The International Railway of New Brunswick,
  - (c) The Vale Railway.
2. New Brunswick and Prince Edward Island Railway;
3. Elgin and Havelock Railway;
4. Catarquet and Gulf Shore Railway;
5. Cape Breton Railway;
6. Moncton and Buctouche Railway;
7. St. Martin's Railway;
8. Salisbury and Albert Railway;
9. York and Carleton Railway;
10. Lotbinière and Megantic Railway;
11. Quebec and Saguenay Railway;
12. National Transcontinental Railway; including the Lake Superior Branch of the Grand Trunk Pacific Railway;
13. Hudson Bay Railway;
14. St. John and Quebec Railway."

In connection with the foregoing ruling the General Purchasing Agent of the Canadian National Railways has issued a circular stating that where orders are placed in future for goods and materials destined to the above mentioned lines, the order will be stamped: "This purchase not subject to sales tax, Department of Customs ruling dated December 5th, 1922," and where goods are purchased for the other parts of the system, and on which the sales tax is applicable, the order will not be so stamped.

## Receipt Tax Ruling

On December 21st, the Tariff Department issued a circular No. 377, containing the rulings issued by the Department of Customs and Excise, respecting the operation of the law as affecting various kinds of documents. Additional copies of this circular may be obtained on application to the Tariff Department.

If there are any doubtful points as to the application of the tax to any particular document or documents, not covered by the rulings set forth in Circular 377, it is suggested that full details, accompanied by specimen copies of the document or documents, be sent to the Asso-

ciation's Tariff Department in order that a definite ruling may be obtained.

The Department of Customs and Excise has issued regulations respecting the embossing of receipt forms with an impressed stamp. These regulations set out the procedure to be followed by persons or firms who desire to use embossed receipts. Particulars of the regulations may be obtained from the Association's Tariff Department.

*Receipt Tax on Pay-rolls:* The following additional ruling has been issued by the Department of Customs and Excise respecting payrolls:

"Employers may, if they so desire, affix a stamp or stamps to the pay-roll for the amount of the total tax payable in respect of the receipts therein given, and they may cancel same by the method prescribed in the Act."

## Board of Customs Decisions

DECLARED that electrically welded round steel tubing, per sample, is not entitled to entry under tariff item No. 396, not being seamless steel tubing.

DECLARED that electrically welded, square steel tubing, per sample, 1½" or 2" in diameter, is not entitled to entry under tariff item No. 396, not being adapted for use in the manufacture of agricultural implements.

DECLARED that circular metal cap for electric switches, per sample, is dutiable under tariff item 453.

DECLARED that brass shells, per sample, for electric light sockets are dutiable under tariff item 453.

DECLARED that Victor Flour Sifter, per illustration, is dutiable under tariff item No. 344, at the rate of 25% under the general tariff.

DECLARED that Machine Parts made of monel metal are entitled to entry under tariff item No. 711 at the rate of 17½% under the general tariff.

## Department Rulings

Water Heaters with pipes, coils or water sections therein designed for attachment to range boilers, are ruled as dutiable under tariff item No. 453 at the rate of 27½% under the general tariff.

Owbridge's Lung Tonic, per samples recently examined, prepared by W. T. Owbridge, Limited, Hull, England, is dutiable under tariff item No. 220 (c) at the rate of 60% under the general tariff. The cases in which the goods are packed are dutiable in accordance with the provisions of tariff item No. 710.

Candied peel, jams, jellies, confection-

ery, etc. are subject to dumping duty when the selling price to the purchaser in Canada is more than five per cent. below the fair market value as sold for home consumption including any drawback of duty on the sugar entering into the manufacture thereof.

Linen hose pipe, without couplings or nozzles, is ruled as dutiable under tariff item 537 as a manufacture of flax.

## Value for Duty of Wool Purchased in Bond in United States

The Department of Customs has directed the attention of Collectors of Customs to the following provisions of the United States Tariff Act of 1922:

Paragraph 1101.—"Wools, not improved by the admixture of merino or English blood, such as Donskoi, native Smyrna, native South American, Cordova, Valparaiso, and other wools of like character or description, and hair of the camel, in the grease, 12 cents per pound; washed, 18 cents per pound; scoured, 24 cents per pound. The duty on such wools imported on the skin shall be 11 cents per pound. Wools in the grease shall be considered such as shall have been shorn from the sheep without any cleansing; that is, in their natural condition. Washed wools shall be considered such as have been washed with water only on the sheep's back, or on the skin."

Paragraph 1102.—"Wools, not specially provided for, and hair of the angora goat, Cashmere goat, alpaca, and other like animals, imported in the grease or washed, 31 cents per pound of clean content; imported in the scoured state, 31 cents per pound; imported on the skin, 30 cents per pound of clean content."

Wool imported into the United States in bond and subsequently sold in bond for export to Canada will be valued for duty and sales tax purposes at the out-of-bond selling price in the United States. That is, to the in-bond selling price the Customs will add the amount of duty which would be payable if the wool were entered for home consumption in the United States.

F. E. Mutton, Vice-President and General Manager of International Business Machines Company, Limited, Toronto, sails from Vancouver shortly on an extended trip to the Fiji Islands, New Zealand, Australia, the Philippines, Hong-Kong, China and Japan, with the view to enlarging the export business of his company. His itinerary includes the principal cities and trade centres of the above countries and will extend over four or five months. Mr. Mutton feels that the big Canadian plant of International Business Machines Company, Limited, is in an exceptional position to secure a big share of the business of these countries, and he is prepared to spare no trouble and expense in furthering the interests of Canadian industry abroad. Mr. Mutton will be accompanied on his trip by Mrs. Mutton.



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C.M.A.

### Recent Judgment of the Railway Board

A recent decision delivered by the Board of Railway Commissioners dated December 6, 1922, is interesting inasmuch as the Board's power to order refunds is involved.

The applicants, the Cedarman's Traffic Association, Minneapolis, protested against the charges assessed on cedar fence posts moving in carloads from a siding eight miles south of Revelstoke on the Canadian Pacific Railway, to various western destinations, which moved under a commodity mileage scale of rates. In applying these mileage rates, the distances between stations as published in the Official Distance Table of the Canadian Pacific Railway Western Lines, Canadian Pacific Railway, No. W. 3,500, Canadian Railway Commission, No. W. 2,072, must govern. In connection with the mileages involved in this application, it was shown that there had been a reduction in the mileage of the Mountain Sub-Division of the Canadian Pacific Railway of approximately  $4\frac{1}{2}$  miles resulting through the abandonment of the Roger's Pass Route and the substitution of the Connaught tunnel route, but the Official Distance Table of the Canadian Pacific Railway had not been corrected at the time this traffic moved, showing this reduction in mileage between stations. The essence of the applicant's contention was that the tariff naming the mileage rates contemplated the use of the actual mileage and therefore, when the actual mileage was reduced by the above figure, the traffic in question should have been given the benefit of this reduced mileage.

Inasmuch as the tariff governing the distances between stations on the Canadian Pacific Railway, filed with the Board, however, was not corrected until some time after the movement of the traffic in question showing the revised mileages, the Board, while sympathizing with the position of the applicants, delivered judgment to the effect that the rates as charged by the carrier being in accordance with the mileages published in the carrier's tariff on file with the Board, were the only rates that could be legally protected.

In arriving at their decision, the Board points out that under the Canadian Railway Act they are not vested with power to order a carrier to make refund of charges based on the reasonableness of a rate applied on traffic which has actually moved. In this respect they clearly distinguish between the power vested in the Board under the Canadian Railway Act and that which is conferred in the Interstate Commerce Commission

under the provisions of the Interstate Commerce Act in the United States. Under the latter act, in effect in the United States, although a rate may be filed in complete compliance with the provisions contained therein as to filing and publication of rates, and may, therefore, be the legal rate, yet it may, at the same time be attacked as unreasonable, and if the Commission after hearing, find that such rate is unreasonable, it may direct that a refund be made to the basis of the rate found reasonable on such traffic as is involved in the complaint. It is pointed out, however, that similar power is not conferred in the Board under the Canadian Railway Act, and that the Board simply has power to declare what a reasonable rate will be for the future. While it cannot make a retroactive order dealing with rates in the past, the Board may, of course, pass upon the *legality* of a rate applied on a past transaction in case of dispute as to what is the lawful rate to apply, but this, of course, is entirely different from passing upon the *reasonableness* of a past rate.

### Railway Earnings

The situation as to operating revenues and expenses of railways in Canada will undoubtedly show an improvement for year ending December 31, 1922.

Operating statistics of the Canadian National lines, which include operations on the Canadian Northern, Canadian Government and Grand Trunk Pacific Railways, exhibit a gratifying improvement in the operation of these lines. Operating expenses show a consistent downward trend, no doubt due in some measure to the lower cost of many materials, etc., and it may be reasonably assumed, reflect the economic benefits accruing from the consolidation of the National Lines. At the same time gross operating revenues have been fairly well maintained. The reports of operations for the eleven months ending November 30th, 1922, show a gross operating

revenue of \$109,004,669; operating expenses for the same period, \$117,046,562; resulting in a net operating deficit of \$7,645,892, with an operating ratio of 106.98%. In other words, for every dollar earned 106.98 cents was spent. It is expected that the figures for December will show a profit in operations, and that the net operating deficit for the year ending December 31, 1922, should not exceed \$7,000,000.

The Grand Trunk Railway for the ten months ending October 31, 1922, shows a net operating revenue of approximately \$10,000,000, which is expected to be materially increased by the end of the year. It is stated, however, that the net revenue will probably just meet fixed charges.

The Canadian Pacific shows a very encouraging condition for the eleven months ending November 30, 1922, and it is expected that by the end of the year, the condition will be further improved. Operating revenue for the eleven months mentioned totals \$169,309,396; operating expenses \$136,472,510 with a net operating revenue of \$32,836,886, producing an operating ratio of 80.60%. The net operating revenue is \$552,927 greater than for the same period in 1921, and as December, 1922 is expected to be ahead of December, 1921, it is contemplated that the Canadian Pacific Railway will have a surplus, after providing for dividends and fixed charges, of well over \$1,000,000.

The grain traffic, which has been very large this year, undoubtedly contributed largely to the recovery of the Canadian National Railway, and Canadian Pacific Railway; the Grand Trunk Railway condition being accounted for by particularly heavy traffic from the United States.

### Board Approves New Express Supplement

By Order No. 33154, November 27, 1922, the Board has approved proposed Supplement "D" to the Express Classification, the said supplement to be published as No. 5 to Express Classification for Canada No. 5.

The supplement contains a number of changes and it might be well for interested members to secure a copy through their local agent, or direct from C. N. Ham, Secretary, Express Traffic Association, Montreal, so that shipments may be properly described and correct tolls collected therefor.

### Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—	Aug. 1	Oct. 1	Nov. 15	Dec. 1	Dec. 15
Total cars on Canadian lines....	201,028	196,267	198,256	196,148	196,289
Allowance for bad order cars (A.R.A. Basis).....	14,072	13,739	13,878	13,730	13,740
Actual bad order cars.....	19,655	13,797	11,519	10,135	9,654
Excess bad order cars over A.R.A. allowance..	5,583	58	*2,359	*3,595	*4,086
Surplus cars in good order.....	30,603	none	none	none	none
Total idle cars.....	36,186	none	none	none	none
Shortage.....	none	7,667	10,193	6,923	4,087

\*Surplus.



# Work of the Geneva Conference Reviewed

Fourth International Labor Conference did not Attempt to Proceed with any Further Schemes of Social Reform

By H. W. Macdonnell

Manager, Industrial Relations Department, C.M.A.

AT the first three International Labor Conferences at Washington, Genoa, and Geneva, in 1919, 1920 and 1921, respectively, rather advanced and ambitious proposals of social reform were brought forward and approved. At the Washington Conference, 1919, which dealt with industry in general, twelve far-reaching draft conventions and recommendations were passed; at Genoa in 1920, seven draft conventions and recommendations were passed; while at Geneva in 1921, fifteen conventions and recommendations were approved, making a total of thirty-four different decisions to be submitted to and considered by the various legislative authorities of the world in the short period of three years. That this rate of progress was too rapid is rather suggested by the fact that out of seven hundred possible ratifications of these various draft conventions and recommendations there have been only fifty-five actual ratifications.

In these circumstances it was fitting that the Labor Department of the League of Nations, for that is what the International Labor Organization really is, should not, at this fourth conference, proceed with any further schemes of social reform, but should rather review the experience of the last three years and endeavor to set its house in order.

## Agenda of Conference

The formal agenda of the Conference was as follows:—

“(1) Revision of Part XIII of the Treaty of Versailles and the corresponding parts of the other Treaties of Peace:

“(a) with a view to the reform of the constitution of the Governing Body;

“(b) with a view to modification as regards the periodicity of the sessions of the Conference.

“(II) Communication to the International Labor Office of statistical and other information regarding emigration and immigration, and the repatriation and transit of emigrants.”

The Conference met at Geneva on the 18th October. Of the fifty-five nations which are members of the International Labor Organization, thirty-nine were represented. Each nation, it may be noted, has the right to send four representatives, two of whom are government delegates, one the representative of the employers and one of the workers. The Government delegates, therefore, number fifty per cent. of the whole. The Canadian delegates were Messrs.

Lapointe and Murdock, Government delegates; W. C. Coulter of Toronto, employers' delegate; and Tom Moore of Ottawa, Labor delegate. The two official languages of the Conference are English and French, but a delegate who does not speak either of these languages may speak in his own language, his speech then being translated into French and English. At this Conference in addition to English and French, speeches were made in German, Italian, Japanese, Polish, Portuguese, Serb, Spanish and Swedish. The chairman of the Conference was the same as last year, that is,

Mr. Macdonnell, who went to Geneva as advisor to W. C. Coulter, official representative of Canadian employers, reviews in this article the work of the last Conference. His report summarizes the main features of the address delivered by Mr. Coulter at the luncheon meeting of the Ontario Division, held in Toronto, on December 21.

THE EDITOR

Viscount Burnham who, among other things, is proprietor of the London *Daily Telegraph*. It is doubtful if a more admirable chairman for such a conference could have been secured.

Coming now to the actual work of the Conference, the question of the reform of the Governing Body was, perhaps, the most important and certainly aroused the most interest. The Governing Body, which is the Executive Committee of the International Labor Organization, has hitherto been composed of twenty-four members, of whom twelve represent the Governments, six represent the employers and six the workers. Of the twelve representing the Governments, eight have hitherto been named by the eight states of chief industrial importance, the other four government members being elected by and from the government members other than those from the eight states of chief industrial importance. This having been the situation hitherto, it was proposed at this Conference:

1. That the Governing Body should be increased from twenty-four to thirty-two, of whom sixteen would be government representatives.

2. That instead of the eight states of chief industrial importance having places as of right, there should be six

named states to whom places on the Governing Body should be given as of right, the remaining government members being chosen by election.

Note: (The six named states were to be England, France, Germany, Italy, Japan and the United States.)

## Canada's Status

From the point of view of Canada, the proposed change would have been anything but satisfactory, as Canada had been awarded a secure position in the list of eight states of chief industrial importance and thus was assured a place on the Governing Body as of right. That being so, the change to the six-named-states arrangement would have left Canada to take her chance of election along with some fifty other nations. Another objection to the proposed change was, of course, that the United States was not even a member of the International Labor Organization. In these circumstances, the Canadian delegation decided vigorously to oppose the suggested change, and though at first the general view was that opposition would be hopeless, and though the Canadian amendment was defeated in the Committee by seventeen to fifteen, yet, thanks to the support of the British delegation and the efforts of the Canadian delegates (including a very telling speech by Mr. Lapointe on the floor of the House) the amendment rejecting the six-named-states arrangement and retaining the original scheme was adopted by a vote of eighty-two to two.

## Periodicity of Conference

With regard to the periodicity of the Conference, while the employer delegates were unanimously of the opinion that once in every two years was often enough to hold sessions, the worker delegates were equally unanimous in opposing the biennial system, and sufficient government delegates voted with the workers to defeat the proposed amendment. The Conference approved, however, of a suggestion, which was referred to the Governing Body, that the sessions should be alternately of a preparatory and of a decisive character, that is, the first of the series of two sessions should be devoted to the discussion of drafts for conventions or recommendations, while the official vote adopting the draft convention or recommendation would be postponed to the opening of the succeeding session.

With regard to the second item on the agenda, namely, the communication of



information with regard to emigration and immigration, etc., a recommendation was adopted that each member nation should communicate to the International Labor Office any available information concerning emigration, immigration, repatriation and transit of emigrants, so far as possible every three months and within three months of the end of the period to which the information refers. The recommendation also asks each member nation to communicate to the Labor Office within six months of the end of the year to which it refers, all available information as to emigrants and immigrants, specifying as far as possible (1) sex, (2) age, (3) occupation, (4) nationality, (5) country of last residence, (6) country of proposed residence.

#### Modification of Conventions

Another subject to which considerable attention was devoted was that of providing some machinery for modifying draft conventions to meet peculiar conditions in some particular country. It was felt that there would have been many more ratifications of draft conventions if some such machinery had existed. For example, if it had been possible, in the case of the draft convention fixing fourteen as the age for children in industry to make allowance for the peculiar conditions in India by lowering the age to say, twelve, it might have been possible for India to ratify. After a considerable number of meetings of the Commission dealing with this question, it was decided that further information was required and the Governing Body was requested to make a

further investigation of the whole question.

An important feature of every conference is the discussion of the Director's report and this Conference was no exception. This discussion naturally provided an opportunity for criticism by the workers of the inaction or procrastination of the various Governments in ratifying recommendations, and there was also certain criticism of employers who were charged in some quarters with being half-hearted about the whole movement. As regards the general attitude of the employers, it was very well summed up by Mr. Lithgow, the British employers' delegate, who, referring to the rapidity with which important conventions had been adopted at Washington and the other earlier conferences, and the slowness of Governments to ratify these conventions, said, "It is exactly like what happens when one suddenly opens the throttle of a locomotive full out at one stroke. The wheels fly round and there are a lot of sparks but the locomotive does not move; then if you close the throttle and open it gradually, the locomotive begins to move. We are now at the stage of closing the throttle."

#### Attitude of Employers

And not only does this sum up the general attitude of the employers; it also reflects fairly well the point of view of the government representatives, namely, that nothing is gained by adopting academic draft conventions and recommendations if they are not going to be ratified by the member nations.

### Commercial Representative for Mexico Appointed

The Republic of the United States of Mexico has appointed Mr. Gustante as commercial representative of the Mexican Government in Canada, directly dependent upon the Ministry of Commerce, Industry and Labor. An office has been opened in Montreal at 99 St. James Street, Room 405.

This appointment has been made with a view to developing the trade and improving commercial facilities between the two countries. At present Mexico is importing from different countries machinery in general, hardware, drugs, explosives, dry goods, shoes of every description, rubber articles, aluminum articles and many others that are manufactured in Canada. With the transportation facilities now given by direct steamship service between the two countries, Canadian manufacturers ought to secure a fair share of this business.

The D. Moore Company, Limited, Hamilton, report that they have last year added the manufacture of electric stoves and ranges to their line and are now making ten different styles of electric ranges, two sizes of electric fireplace grates, three styles of electric heaters besides hot plates, water heaters, etc. Since they started manufacturing these lines, they have had a large demand for them and they are now operating their plant at full time. On account of coal shortage, sale of coal stoves has fallen off somewhat, but sales of gas combination ranges have increased.

### INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW PLANT AT NIAGARA FALLS FOR THE MANUFACTURE OF INSULATORS

Starting construction in August, the Dominion Insulator & Manufacturing Co., Limited, practically completed construction of their plant at Niagara Falls, Ont., by the end of the year. The illustration shows the modern character of construction of this plant. The Company are associated with the Ohio Insulator Company, Barberton, Ohio, and will engage in the manufacture in Canada of high-tension porcelain insulators, trolley materials, rail bonds for electric railways and mines, electric car equipment and steam road electrification materials of all descriptions.



# Supplementary Reports on Conditions

## Extracts from Letters Received from Manufacturers too Late for Classification

**R. M. Redmond**, Ames Holden McCready, Limited, Montreal.

"We are very optimistic regarding the business outlook for 1923, so long as the raw material market does not take advantage of the gradually increasing demand. There has been a considerable improvement in the export market and the domestic market shows a better tendency. Wages are slightly below the 1921 average and efficiency is good. The prices of our products are, on the whole, unchanged, in spite of a slight rise in the costs of raw materials."

**J. H. Irving**, Manager, J. D. Irving Limited, Buctouche, N.B., lumber manufacturers.

"Demand for lumber has increased both in the domestic and United States markets and is improving in Great Britain. We look for a much more satisfactory business next year than we have had for some years. Prices have advanced on long lumber from ten to fifteen per cent. but the lath market has suffered severe decline."

"With the old government stocks getting pretty well cleaned out, we look for an improvement in all markets. The only thing which may have a tendency to keep prices down is an excessive amount of bud-moth-killed lumber, which is hardly merchantable but still good quality."

**C. A. Lusby**, Secretary and Treasurer, Amherst Foundry Co., Limited, Amherst N.S.

"We are looking for considerable improvement in business for 1923. While 1922 showed improvement, there has not been very much improvement in the Maritime Provinces. We are always later here in feeling the effects of any decline or advance, but we think that during the coming year we should begin to improve and we also are looking for improvement all over the Dominion."

"We have found a very decided improvement in domestic markets during the past year from what prevailed over the previous year. We have not made much headway in exporting our goods and what we did do was not very satisfactory. There has been very little change in prices of our products."

**F. H. Cross**, Assistant Manager, Hull Iron & Steel Foundries, Limited, Hull, Que.

"The first half of the past year there was little or no demand for our production, either domestic or export. There has been a considerable improvement in the last four months. There has been a slight increase in prices in the last six months, but only sufficient to take care of the increased cost of material."

"We are inclined to share in the gen-

eral belief that 1923, 1924 and 1925 will be exceptionally good years, particularly so if the Western crops are as good as this last year. The steel foundries are obliged to rely principally on the railroads for work, and it is generally conceded that all of the railways must repair a large percentage of their present equipment and build considerable new; and the fact that there is now a con-

## Our Birthday List for January

### Canadian Manufacturers who Celebrate Their Natal Day This Month

Compiled from "Who's Who in Canada, 1922"

**LIEUT.-COL. HON. GEORGE ELIE AMYOT**, president, Dominion Corset Co., Quebec. Born at Quebec, January 28, 1856.

**WILLIAM S. ATWOOD**, vice-president, Canadian Car & Foundry Co., Montreal. Born at Conneaut, Ohio, January 19, 1876.

**HENRY BERTRAM**, secretary-treasurer and director, the John Bertram & Sons, Limited, Dundas, and second vice-president, Canadian Manufacturers' Association. Born at Dundas, January 19, 1856.

**WM. E. BERSFORD**, general manager, Perfection Stove Co., Limited, Sarnia. Born, East Springfield, Ohio, January 2, 1875.

**RICHARD BRADSHAW**, president, Simmons Limited, Montreal. Born, Stanton, Staffordshire, England, January 15, 1884.

**C. H. BURRITT**, B.A., M.D., manager, A. Burritt & Co., Mitchell, Ont. Born near Prescott, Ont., January 15, 1864.

**JOHN CAREW**, president and general manager, John Carew Lumber Co., Limited, Lindsay, Ont. Born, Emily Township, Ont., Jan. 5, 1862.

**ROLPH REESOR CORSON**, president, Sovereign Perfumes Limited, Toronto. Born at Markham, Ont., January 31, 1881.

**JOSEPH RUTHERFORD COLBY**, general manager, Canadian Carbonate Co., Ltd., Montreal. Born, Newport, Vt., Jan. 29, 1880.

**EDWIN MARWIN DALLEY**, general manager of production, F. F. Dalley Corporations, Limited, Hamilton. Born, Hamilton, Jan. 13, 1882.

**JULIEN EDOUARD ALFRED DUBUC**, president and managing director, North American Pulp and Paper Companies, Chicoutimi and Montreal. Born, St. Hughes, Que., Jan. 21, 1871.

**THOMAS RUSS DEACON**, president and general manager, Manitoba Bridge & Iron Works Limited, Winnipeg. Born, Perth, Ont., Jan. 3, 1865.

**LESLIE L. DRAKE**, managing director, Canada Axe & Harvest Tool Co., Limited, Montreal. Born, Montreal, Jan. 7, 1880.

**ROBERT HENRY EASSON**, vice-president, the Otto Higel Co., Limited, Toronto, Chairman, Toronto Branch, C.M.A. Born, Toronto, Jan. 10, 1873.

**HON. SIR JOHN M. GIBSON**, director of numerous industrial and other companies, Hamilton. Born, Peel County, Jan. 1, 1842.

**WILLIAM FRANCIS GOFORTH**, president and managing director, Ladies Wear, Limited; Toronto. Born London Township, Ont., Jan. 1, 1879.

**GEORGE HENDERSON**, president and general manager, Brandram-Henderson, Limited, Montreal. Born, Five Islands, Colchester County, N.S., Jan. 21, 1878.

**PERCY HERMANT**, sole owner Imperial Optical Co., Toronto. Born Mogilev, Russia, Jan. 17, 1882.

**WILFRID ALSTON HOBBS**, president, Atlantic Sugar Refineries, Limited, Montreal. Born, Exeter, England, Jan. 29, 1881.

**THOMAS GILL LEONARD**, manager, Eastern Canada Steel & Iron Works, Quebec. Born, Philadelphia, Pa., Jan. 16, 1873.

**JOSE ANTONIO MACHADO**, vice-president, Ampran Bank Note Co., Ottawa. Born, Puerto Principe, Cuba, Jan. 20, 1862.

**ROBERT JEWETT MERCUR**, president, R. J. Mercur Co., Limited, Montreal. Born, Towanda, Pa., Jan. 7, 1868.

siderable car shortage is strong indication that the railroads will be large buyers of repair parts for the next few years."

**Beach Furniture, Limited**, Cornwall, Ont.

"We expect 1923 to be a good year in the furniture business, as a great many homes built and under construction will have to be furnished. There was more or less steady business up to the middle of October, when it quieted down, and we expect it to remain so until after January stock-taking. Raw materials of practically every description used in furniture are on the upward trend, and are considerably higher than a year ago."

**WILMOT L. MATTHEWS**, president and general manager, Canada Maltng Co., Toronto. Born, Toronto, Jan. 28, 1878.

**HILLYARD E. MOLES**, president and managing director, J. & T. Bell, Limited, Montreal. Born, Athens, Ont., Jan. 20, 1865.

**ROBERT MINTY**, managing director, Palmers, Limited, Montreal. Born, Aberdeen, Scotland, Jan. 7, 1873.

**FRANCIS MILLERD**, secretary-treasurer and director, Grosse-Millerd Packing Co., Limited, Vancouver. Born, Cork, Ireland, Jan. 3, 1884.

**DANIEL JAMES MUNN**, president, Alex. McArthur & Co., Ltd., Montreal. Born, Wood Island, P.E.I., Jan. 7, 1862.

**FRANK N. McCRAE**, M.P., president, Brompton Pulp & Paper Co., Sherbrooke. Born, South Durham, P.Q., Jan. 14, 1852.

**MAJOR-GENERAL ALEXANDER McDUGALL**, lumber manufacturer, Renfrew. Born, Renfrew, Jan. 15, 1878.

**ANGUS McLEAN**, general manager, Bathurst Lumber Co., Limited, Bathurst, N.B. Born, Thurso, Que., Jan. 13, 1860.

**MORDEEN NEILSON**, president and general manager, Wm. Neilson, Limited, Toronto. Born, Brockville, Jan. 17, 1879.

**GEORGE PRESTON**, manager, Lake of the Woods Milling Co., Medicine Hat. Born, Glasgow, Scotland, Jan. 4, 1876.

**HUGH EDWARD POYNTER**, president, Baldwin's Canadian Steel Corporation, Limited, Toronto. Born, London, England, Jan. 28, 1882.

**ROBERT ARTHUR ROGERS**, president and managing director, Crescent Creamery Co., Limited, Winnipeg. Born, Franklin Centre, P.Q., Jan. 18, 1862.

**JAMES FREDERICK MARTIN STEWART**, director, British Empire Steel Corporation and other industrial companies. Born, Hamilton, Ont., Jan. 17, 1879.

**JAMES A. STRAITH**, president and general manager, Standard Paint & Varnish Co., Ltd., Windsor. Born, Port Dover, Ont., Jan. 4, 1854.

**ARTHUR CHARLES TAGGE**, vice-president and assistant general manager, Canada Cement Co., Ltd., Montreal. Born, Ann Arbor, Mich., Jan. 31, 1870.

**JOSEPH OLIVER NAPOLEON TETRAULT**, Tetrault Shoe Mfg. Co., Montreal. Born, Chatham, Ont., Jan. 5, 1869.

**JOHN MUNRO THOMPSON**, treasurer, Dominion Oilcloth & Linoleum Co., Ltd., Montreal. Born, Montreal, Jan. 12, 1876.

**JAMES JOHN WARREN**, president Consolidated Mining & Smelting Co., Ltd., Toronto. Born, Oshawa, Jan. 30, 1870.

**BRIG.-GEN. JOHN BURTON WHITE**, vice-president and timber director, Riordon Pulp & Paper Co., Born, Ottawa, Jan. 1, 1874.

**CHARLES ROSS WHITEHEAD**, president, Wabasso Cotton Co. and Wayagamack Pulp & Paper Co., Three Rivers. Born, Hastings County, Ont., Jan. 6, 1868.

**FRED R. WHITTALL**, managing director, A. R. Whittall, Can. Co., Limited, Montreal. Born, Montreal, Jan. 16, 1891.

**ROY MITCHELL WOLVIN**, president, British Empire Steel Corporation. Born, St. Clair, Michigan, Jan. 21, 1880.

**ARTHUR GEORGE WRIGHT**, vice-president and secretary, Dominion Foundries & Steel, Ltd., Hamilton. Born, Bowmanville, Ont., Jan. 13, 1888.



# British Trade and Industry During the Past Year

By Colonel O. C. Armstrong, D.S.O.

Past President of the Federation of British Industries

FROM the point of view of those engaged in trade and industry, 1922 has been a year of unfulfilled expectations. Twelve months ago people were looking forward to its advent with hopes which were by no means groundless. Many factors contributed to this feeling of optimism. It was argued that trade would revive as soon as a fall in production costs had brought the price of goods within the reach of consumers whose purse strings had been seriously tightened as a result of the war. By December, 1921, the index figures both for the cost of living and the wholesale prices of commodities had been steadily falling for some months, wholesale prices having reached their zenith in May, 1920, and the cost-of-living figure in November, 1920. Simultaneously, the general wages level, which reached its highest point about the end of 1920, when the weekly full-time rates for adult working people fluctuated around an average of between 170 to 180 per cent. above the pre-war figures, had come down, employees in most cases readily accepting a reduction in wages in recognition of the serious state in which industry found itself.

## Trade Still Stagnant

All these factors meant a reduction in production costs and a lower selling price for both raw materials and manufactured articles. Moreover, a sporadic and temporary activity, due to seasonable and other causes in certain trades, led many responsible authorities to commit themselves to the belief that trade was on the turn. In addition, certain political factors, such, for example, as the Washington Conference, contributed to the same end.

Yet, at the present moment, speaking broadly, the trade of the world is as stagnant as it was twelve months ago, although the world stage has been undoubtedly set for a trade revival for some considerable time. The fact that this has not so far materialized is, I venture to suggest, due rather to psychological than other reasons. I do not mean that there are not still great difficulties in the way of trade and about which I shall have something to say later, but I am confident that a general recrudescence of demand will depend upon a return of confidence amongst both buyers and investors who have so far been holding off, the former in anticipation of a further drop in prices, and the latter unconvinced that industry offers a safe investment. As soon as it is generally realized that costs and prices have reached what may be reasonably expected to be a post-war level, so soon will

buying recommence and trade start to revive.

At the same time, from the point of view of British industry, the outlook is not a rosy one, although the trade record of the past few months does not at first blush appear discouraging. For the first nine months of 1922 the adverse trade balance only amounted to just over £115,000,000, compared with £231,000,000 the year previously. This is certainly a notable achievement. Further, British exports, measured in

slight increase in our exports to that country.

Compared with 1913 on the other hand, this year's record is much less satisfactory, and one is reluctantly forced to the conclusion that considerable progress must be made before the United Kingdom regains its pre-war trade position. Especially unsatisfactory has been the marked decline in the re-export trade; while four years after the termination of the war the volume of British exports is only about two-thirds of the 1913 figure.

The unemployment situation in many industries is an eloquent testimony to the state of affairs. The total of registered unemployed in the country numbers about 1,368,000. Although slight signs of improvement have been noticed recently, employment in the iron, steel and tinplate industries has been especially bad. This is not surprising when it is mentioned that out of a total of 1,487 blast furnaces, the number working at the end of August last was only 126, which increased to 139 at the end of September. Small as they are, these figures are double those for the corresponding period of the previous year.

## Employment Conditions

Similarly, employment in the engineering trade has also been bad, but in the Birmingham hollow-ware trade and the textile industry the employment returns generally show a slight improvement during the later months of the year.

As regards price levels, the index figure of wholesale prices has, except for a small rise in May, maintained a steady downward course through the year, starting at 164 in January and ending at 154.8 in October. The cost-of-living index figure, on the other hand, which stood at 192 in January last, fell gradually until a minimum of 180 was reached in June. July witnessed a sudden rise of four points, but for August, September and October, the figures show a further decline to 181, 179 and 178. Moreover, figures seem to show that cereals rose in price in the early part of the year, but have latterly declined, and while food has, over the whole period, become cheaper, foodstuffs of late have been slightly higher, especially in October as compared with September.

In considering the future of British trade, there are few grounds for optimism. The complex machinery of British Industry has been built up to supply the needs of a given set of markets, many of which have already disappeared or are beginning to do so.



COL. O. C. ARMSTRONG, D.S.O.

Ex-President, Federation of British Industries

terms of quantity only, show definite signs of improvement in almost every item. Where quantities are given there are substantial improvements in comparison with 1921, while in a few cases the figures surpass even those of the boom period of 1920.

The actual figures for the first nine months of 1922 show total imports into the United Kingdom to the value of £729,000,000; £235,000,000 of which came from the British Empire. Exports for the same period amounted to £535,000,000 of which the share taken by the Empire was £210,000,000; while re-exports amounted to £78,000,000, £12,000,000 of which went to British possessions.

British trade with Canada is divided into imports from the Dominion £27,000,000; exports to the Dominion £18,000,000, with re-exports of £2,000,000. These figures show a large drop in our imports from Canada coupled with a



Of our pre-war markets Russia is ruined, Austria is bankrupt, and Germany, whose exchange has been such as to preclude any satisfactory volume of trade being done with the United Kingdom for many months, is on the verge of a complete financial and industrial breakdown. The depreciation and wobbling of the Belgian, French and Italian exchanges are sufficient indication of the instability of these countries and prove how closely their fate is linked with that of Germany. America, the richest country in the world and one with whom a large proportion of British trade has been done in the past, has committed an act of self-immolation by surrounding herself with a prohibitive tariff wall which, although it will naturally affect us for a time, is bound in the long run to react still more seriously upon the United States themselves. The Near Eastern market is prostrate as a result of hostilities which have been practically continuous since 1912; and the Far Eastern and South American markets have not yet shown those signs of increased demand in default of which British factories are standing idle.

We are, therefore, faced with the necessity of finding new markets for our goods and of re-organizing our production on a basis of supplying the needs of these markets, and I am convinced that we must, for the immediate

future, look outside Europe and the United States for our customers.

There are three potential markets which present themselves—the Far East, South America and the British Empire, and it is upon establishing the strongest trade relations with these that I consider that those responsible for British trade and industry should concentrate their energies. Many optimistic prophecies have been uttered and much is expected from a large development of Empire trade. The idea has been so much canvassed that there is a tendency to regard it as a panacea for all our present ills. While I look to a development of trade within the Empire to provide a solution of many of our difficulties, both economic and political, I should like to record the opinion that we must not expect the markets within the Empire alone to make up the balance lost through the disappearance of former customers. The Empire already sends to us and takes from us a very large proportion of our total imports and exports, and it is unreasonable to expect it to greatly increase this total before the various imperial markets have increased their population, their industries and, consequently, their purchasing power. Though I believe, that eventually, we shall see a great increase in trade done within the Empire, I think that any such development can only take place after a reasonable period of time has elapsed.

to from \$1,000,000 to \$2,000,000 yearly. The chief imports from Canada are fish, potatoes and flour, also limited quantities of lumber, hay and oats. The fish trade is by far the most important, having a value of from \$2,000,000 to \$2,500,000 yearly. The value of potato importations from Canada runs from \$1,000,000 to \$1,250,000 yearly.

#### Canadian Flour in Demand

A steadily increasing demand for Canadian flour is in evidence, the importations during 1920 having a value of over \$760,000, as compared with only \$11,000 in 1919.

Apart from sugar, fruits, fresh meats and tobacco, most of the necessities of life are imported, and commodity prices, though generally considerably higher than in countries of origin, follow world tendencies. Generally speaking, the necessities of life are from twenty-five to fifty per cent. higher than in Canada. Wages have decreased twenty to twenty-five per cent. during the past year, with the result that the cost of living has borne heavily on the laboring classes.

The employment situation in Cuba is seasonal, each year a large number of laborers being imported from the West Indies to assist in the sugar crop. When the crop is completed the surplus labor is shipped back to the country of origin. At the present time there is a prospect of a shortage of labor for the cane fields, and a decree has been issued recently by the President, authorizing the importation of labor for use in connection with the sugar crop.

Unemployment in the building trades has been general throughout the year until the past few weeks, but with increased activity the surplus has now been absorbed.

The tobacco trade reports an adequate supply of labor at present, but no surplus.

#### Congestion Relieved

During 1920 merchants experienced the greatest difficulty in obtaining sufficient stocks to meet their requirements, due to inability to procure freights and the congestion in the port of Havana. With the declaration of the moratorium in October, 1920, trade became paralyzed and merchants found themselves not only with heavy stocks on hand, but large quantities in the ports throughout the island, and Havana in particular, and also in transit or on order. The effort to clean up the port of Havana was carried on throughout 1921, but at the close of that year the invoice value of stocks placed in bonded warehouses was estimated at approximately \$60,000,000. While the surplus in many lines has been absorbed, there is still a large surplus of woolsens, textiles and machinery. Wholesale stocks generally have shown a steady, but slow, decrease, and with a return to normal conditions merchants will again be buying more freely.

While the situation is still a difficult one, a comparison of present conditions

## Conditions in Cuba are on the Mend

By F. M. Gibson

The Manager, The Canadian Bank of Commerce, Havana

CUBA produces nearly 4,000,000 tons of sugar annually, or approximately twenty-five per cent. of the world's production, and the dominating factor in Cuban prosperity is the production and marketing of this immense crop, upon which the volume of its commerce, banking and credit transactions are primarily based. Any prolonged depression in the sugar market, therefore, such as the one which has prevailed during the period from October, 1920, until August of last year, affects all phases of Cuban commercial life. Next in importance to the sugar crop is the tobacco crop, its prominence being due, however, more to the fact that it provides employment for a large number of people, than that its value, \$30,000,000 to \$35,000,000, approaches that of the sugar produced.

The year 1921 was probably more disastrous financially to Cuba than to any other of the Latin-American Republics; a condition that is reflected in the volume of its foreign trade. In 1920 Cuba had a foreign trade balance in her favor amounting to \$236,992,096, whereas in 1921 the value of its imports exceeded exports by \$78,304,359. The reasons for the sudden changes are attributable to the decrease in exports of sugar and tobacco products and to the fact that

Cuba has been under the necessity of cutting down her requirements to bare necessities.

The preferential tariff conceded to American goods, varying from twenty to forty per cent., and the influence of American capital in the sugar industry, effectively guarantee American products of a receptive market, and it is to be expected, therefore, that the United States would have the preponderant share of Cuba's trade, while in so far as exports are concerned, the United States absorbs over sixty per cent. of Cuba's sugar production.

While the official returns contain no statistics relative to the volume of Canada's Cuban business, Canadian purchases in Cuba during 1920 ran to something over \$16,000,000, while Canada furnished Cuba with imports to the value of slightly over \$6,000,000. In 1921 her share of Cuba's trade was probably even less in proportion than that of the United States.

Canada is Cuba's third best sugar customer, approximately 100,000 tons being exported annually. The only other important export to Canada is tobacco, the bulk of which is shipped in the leaf for Canadian manufacture, and also a quantity of stripped tobacco and stems. The value of this commodity amounts



in Cuba with those of a year ago show a steady, if somewhat slow, improvement. Among the more encouraging factors might be mentioned the improvement in the sugar situation, the increase in exports of sugar and tobacco at prices which allow a fair profit, the reduction in outstanding trade liabilities and the liquidation of stocks in bonded warehouses.

The 1921-22 Cuban sugar crop was the largest in the history of the country, the grinding season ending with a total production of 3,996,189 tons. According to reliable estimates, the amount of unsold Cuban sugar at the end of October was less than 100,000 tons, and the situation in this respect is vastly different from that existing at the end of 1921, when there was a carry-over of 1,200,000 tons. The price now ruling, 3.75c. per lb., c. & f., is more than double the low figure of 1.75c. at the end of 1921, and it seems a reasonable assumption that the price should be satisfactory during the coming year, as the estimated world consumption for 1922 was over 1,000,000 tons in excess of the estimated production.

There is evidence that the Government is making an earnest effort to solve the many difficult political and financial problems which confront the country, and with sugar selling at present prices, and a reasonable assurance that satisfactory returns will be received for the coming crop, a feeling of optimism for the future has been created which is probably justified.

## Barbados

By a Special Correspondent

Bridgetown, Barbados

**T**RADE of the island during the past year has been particularly dull, and even during the grinding season imports were by no means up to the average. Prices of commodities continue to rule high, notwithstanding appreciable reductions abroad. This is unfortunate and certainly not in keeping with wage tendencies, which have fallen. Wholesale stocks of every kind have decreased considerably during the past year, and we think it will be some time before merchants will again carry the stocks they did two years ago.

The employment situation does not affect us to any extent here. Labor is plentiful, and in fact a fair amount of black labor for the reaping season in Cuba is drawn from Barbados. Many of these laborers return to their island in the dead season and will be ready to emigrate once more on the commencement of grinding operations in Cuba.

Owing to favorable weather experienced during the past year, the outlook for 1923 is decidedly more favorable than it was this time last year. Barbados having no industry to speak of, other than sugar, weather is an important factor in the welfare of the island. It is mainly on the score of weather that our opinion on the outlook is based.

## Bahamas

By G. A. Pamblin

Manager, The Royal Bank of Canada, Nassau

**E**STIMATING the figures for December and the last week of November, it is fairly safe to state that imports to the end of 1922 will amount to not less than £1,619,000, an increase over 1921 of £559,000. Exports will probably reach £1,040,000, an increase of £661,000. The figures for trade with Canada are not yet available, but we fear that very little increase will be shown. Our principal commodities—sponge and sisal—are not exported direct to Canada in large quantities, and until a market for these can be found it is unlikely that trade with the Dominion will develop.

With reference to commodity prices, there appears to be very little change in this colony; but the tendency in the scale of wages paid locally to all workers is upward. Owing to building operations and government work, labor is scarce and it has been necessary for the contractors who are erecting the new Colonial Hotel to send to Cuba for several hundred workmen. Wholesale stocks are being maintained at normal quantities, the general trend having justified this course.

As reflected in the increase in imports and exports and revenue and expenditure, the outlook for 1923 is distinctly encouraging; indeed, the Bahamas are experiencing in some lines an unprecedented era of prosperity. The one discouraging feature in the situation is the inactivity in the sponge and sisal industries, which have not resumed their normal volume since the close of the war.

## Newfoundland

By a Special Correspondent

St. John's, Newfoundland

**C**ONDITIONS in 1921 were far from satisfactory in this colony. It was earnestly hoped and looked for that a decided improvement would be shown in 1922, but owing to the fishing industry, the basic industry of the country, being materially affected by the unsettled conditions prevailing in European markets, business conditions in Newfoundland have suffered seriously. It is generally claimed that prices received for the "national product," taking into consideration the high prices prevailing for other commodities, have continued to keep conditions bad, and it seems evident that a further period of depression is inevitable.

Wages on the whole are probably about the same as last year, any change noticeable being downward. Wholesale stocks, consisting more or less of sundry merchandise, are gradually decreasing.

The trade of Newfoundland for the year ended June 30th, 1922, shows a considerable decline as compared with the previous year. Imports totalled \$18,209,853, as against \$28,909,727, and exports, \$19,478,417, against \$22,441,267. Imports from Canada declined from \$14,841,561 in 1920-21 to \$9,077,165 in 1921-22. Exports to Canada fell off from \$1,976,032 to \$1,260,225. As usual, the most important export was products of the fisheries, which in 1921-22, amounted to \$14,448,736 out of total exports of \$19,478,417. Exports of paper came second, with a value of \$3,088,260.

Owing to the unsatisfactory conditions prevailing during the past year, it is impossible to prophesy hopefully for 1923; so much depends on the fisheries.

## The Philippines

By a Special Correspondent

**A** 'CONSIDERABLE improvement in exports, consisting largely of agricultural products, owing to improved conditions in its principal markets (United States and England), characterized Philippine trade in 1922. These have commanded better prices and the demand has been steady. Production in sugar and hemp has increased and is now above pre-war level. For the eight months ended August, exports were valued at 129,012,891 pesos and imports at 103,526,266 pesos, a favorable balance of 25,500,000 pesos. In 1921, imports at 231,677,148 pesos, exceeded exports by 55,400,000 pesos, showing that the trade balance has changed in 1922.

Canada's trade with the Philippines, which amounted to only 96,756 pesos in 1914, rose to 2,007,190 pesos in 1920, but fell off to 1,236,079 pesos in 1921. In 1922 monthly figures showed a contraction, those for June being 7,374 pesos and for July 19,344 pesos, against an average of 24,958 pesos for the preceding twelve months.

Commodity prices, which have been very low as a result of the after-the-war industrial depression, are now beginning to go up. Wage tendencies are irregular, but on the average slightly upward. The employment situation is considered good, there being not much idle labor now.

Wholesale stocks are decreasing. The practical cessation of importations during the depression has created an actual shortage in many lines, present receipts hardly meeting the demand. The only exception is agricultural machinery, sales of which are slow owing to lack of liquid funds and high cost of operation.

The outlook for 1923 is good, though dependent largely on conditions in the United States and England, these countries taking seventy per cent. of the total exports of the islands. Canada benefits to the extent that she secures a large proportion of the shipping business, her bottoms handling considerable business through the port of Vancouver.



## Progress of the Brantford Chamber of Commerce

By W. H. Wood,

Manager, Brantford Chamber of Commerce.

During the past four years the following industries have been established in Brantford—From the United States, J. E. J. Cash, Inc.; Robbins & Myers; S. C. Johnson & Son, Limited. Other gains, Brantford Brass Foundry, Limited; Brant Foundries, Limited; Thermo Electric Co., Limited; Happy Thought Foundry Co., Limited; Schuler Button Co., Limited; Lockwood Mfg. Co., Limited; D. J. Hanna Co.; Parisian Knitting Mills, Limited; Bradley's Machine Shop; Ruddy Mfg. Co., Limited; Crown Electrical Mfg. Co., Limited; Dominion Dyes Co.; Ontario Gypsum Co., Limited; Brantford Computing Scales, Limited; Bluebird Corporation, Limited; Kanadda Biscuit Co. Additions have been made to the following plants—Slingsby Mfg. Co., Ltd.; Massey-Harris Co., Limited; Sterne & Sons, Limited; Cockshutt Plow Co.; Dominion Flour Mills, Limited; S. C. Johnson & Son, Limited.

Not the least important part of the programme of industrial development is the service to established industries. While putting forth persistent efforts to interest industries to locate in Brantford, the Brantford Chamber of Commerce has endeavored to render every possible service to encourage and expand home industries. It is realized that every factory is a potential source of wealth, and that factories are of greatest actual value only when they are running to fullest capacity. Included in Chamber of Commerce activities for established industries are:—domestic and foreign trade promotion; employment bureau; trade commissioner services; trade enquiries; home products exhibitions; trade information and data; aid in insuring adequate service to industries by public utilities; transportation problem; directories, codes, etc.; community advertising.

The Chamber has also investigated many propositions with the result that Brantford has been protected against questionable stock-selling campaigns. This policy safeguards the interests of the whole community and has already saved Brantfordites at least \$100,000 in three instances, where promoters "turned down" here went to other cities and defrauded citizens of these cities out of this amount.

## Protection for Perishable Commodities by Express

Express Traffic Association of Canada recently issued a circular calling attention to the necessity of better packing and protection for perishable commodities such as green or fresh fruits, vegetables, flowers, liquids, etc. The circular reads as follows:

"In view of the susceptibility to damage by frost during certain months of the year approximately from November to March, inclusive, the express com-

panies desire to direct the attention of their patrons to the necessity of better protective packing for perishable commodities such as green or fresh fruits and vegetables, flowers, liquids, etc.

"Express goods are carried on passenger trains, which are heated by steam or otherwise. Shippers may be under the impression, therefore, that perishable commodities forwarded by express are always quite safe from frost, but it should be borne in mind that these goods are hauled by wagons in the cities and towns, and are of necessity moved on station platform trucks between trains and depots, where heated protection cannot always be provided.

"The express companies are not liable for loss or damage to shipments caused by weather conditions which are beyond their control.

"In the mutual interests of shippers and express companies, and of the public

welfare, you are respectfully asked to assist in the matter of better protective packing and also to refrain from tendering for shipment perishable goods which are not sufficiently packed to protect the contents from damage by frost.

"The express companies prefer that their patrons should take suitable steps in the matter, thus avoiding the necessity of their declining to accept and receipt for shipments not properly protected."

The T. Upton Company, Limited, Hamilton, manufacturers of jams, marmalade, etc., report that they have noticed a distinct increase in the volume of sales of their products during the past six months. They have recently installed and are now operating a very complete and up-to-date plant for the manufacture of peanut butter.

## Immigration in Canada

The Department of Immigration and Colonization reports as follows on immigration for the month of September:

Period	Great Britain and Ireland	U.S.A.	Other Countries	Total
September, 1922 .....	3,508	2,032	1,314	6,854
August, 1922 .....	2,833	2,559	1,236	6,628
July, 1922 .....	4,305	2,024	1,328	7,757
Third Quarter, 1922 .....	10,646	6,615	3,978	21,239
Third Quarter, 1922 .....	9,865	7,572	6,931	24,368
Second Quarter, 1922 ....	11,695	8,425	4,972	25,092
First Quarter, 1922 .....	2,480	4,751	2,945	10,176

## Cost of Living in Canada

The cost per week of a family budget of staple food, fuel, light and rent, in terms of the average prices in sixty cities in Canada, as compiled by the Department of Labor, was as follows for September and comparative months:

	Oct. 1922	Sept. 1922	Oct. 1921	Oct. 1920	Oct. 1919	Oct. 1918	Oct. 1914
Food .....	\$10 23	\$10 28	\$11 48	\$15 83	\$14 21	\$13 54	\$7 99
Fuel and Light .....	3 64	3 62	3 60	4 06	3 14	3 05	1 90
Rent .....	6 96	6 96	6 89	6 52	5 54	4 85	4 55
Total, including laundry.	\$20 86	\$20 90	\$22 01	\$26 46	\$22 93	\$21 48	\$14 47

## Employment Conditions in Canada

The volume of employment in Canada, as estimated by the Employment Service of Canada, was as follows:

Month ending	Firms Reporting	Employees at work	Index Number	Total Payroll
October 31, 1922 .....	6,600	785,451	95.8	.....
September 30, 1922 .....	6,250	766,635	94.6	780,477
August 31, 1922 .....	6,148	756,069	93.7	786,652
July 31, 1922 .....	6,305	754,533	93.1	769,306
June 30, 1922 .....	6,365	738,462	91.1	749,943
May 31, 1922 .....	6,352	723,157	89.2	735,349
April 30, 1922 .....	6,312	677,292	83.3	691,235

## Strikes in Canada

The official Department of Labor figures, showing the number of strikes in existence in October, with comparison for previous months, are as follows. The greatest time loss was in the printing and publishing trade, in which there were ten strikes involving 1,826 work people and resulting in a time loss of 47,506 working days. Two strikes commenced and four strikes terminated. Thirteen strikes continued into November.

	Employees Disputes	Time loss in Involved working days
October, 1922 .....	17	3,229
September, 1922 .....	18	15,275
October, 1921 .....	17	1,897
		46,036



# ELECTRIC WIRES & CABLES

---

COPPER WIRE RODS

FLAT COPPER

---

Bare Copper Wire--Soft, Medium or Hard  
Shaped Copper

---

TROLLEY WIRE

Round, Grooved or Non-fouling  
Hard-drawn Copper or Cadmium-copper

---

Rubber Insulated Wires & Cables

Braided or Lead-covered

---

MAGNET WIRES

Enamelled Wires

Telephone Wires

Lamp Cords

---

POWER CABLES

Paper Insulated, Lead-covered

Varnished Cambric Insulated

Steel Tape Armoured

---

TELEPHONE CABLES

---

EUGENE F. PHILLIPS ELECTRICAL WORKS LIMITED

Established 1889

*Executive Offices: Montreal*

*Factories: Montreal & Brockville*

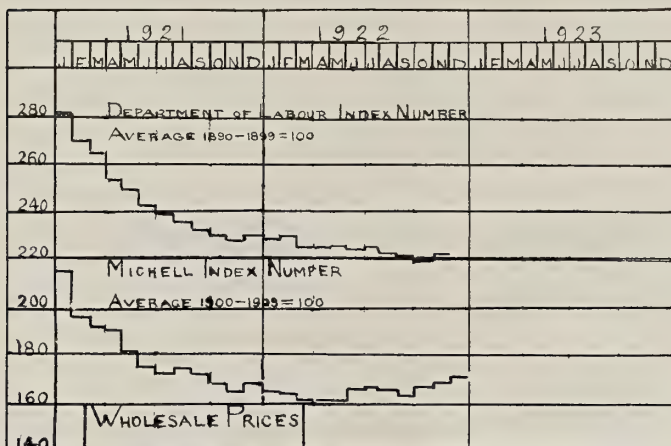


# The Pulse of Business in Canada

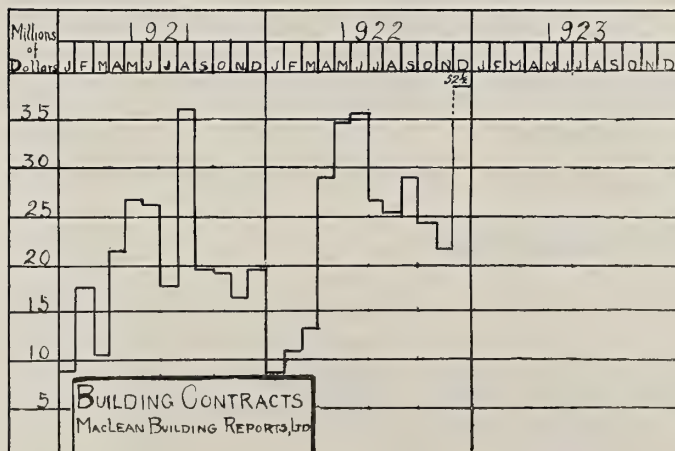
## What Statistics are Showing

**T**HE close of the year saw a slight rise in wholesale prices and a remarkable increase in building. The value of contracts awarded in December, \$52,472,400, was the highest monthly total since April, 1913, and the year's total \$331,843,800 is also greater than for several years back and has been exceeded only three times in Canada's history. Residential building at \$6,526,300 and industrial building at \$2,523,000 also showed considerable increases as compared with December, 1921. The total industrial building for 1922 came to \$25,755,800, exceeding the 1921 figure by over \$9,000,000.

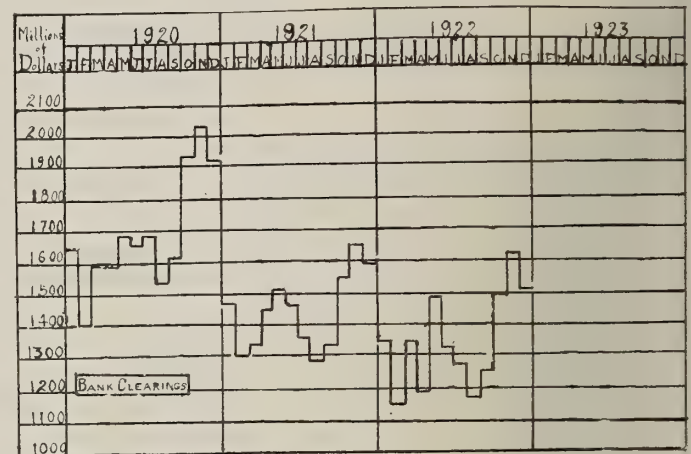
Bank clearings dropped in December and call and current loans during November. An increase is noted in both demand and savings deposits. Gross railway earnings were lower in December than in November, 1922, or December, 1921.



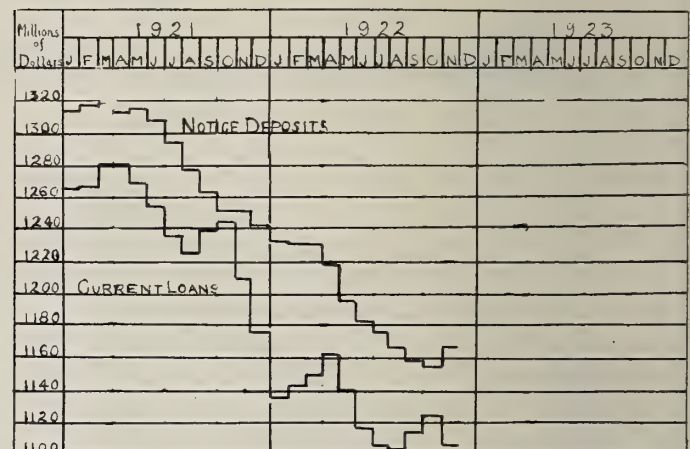
The chart above shows two index numbers of wholesale prices, the upper one compiled by the Department of Labor from the prices of about 260 commodities compared with their average prices over the period 1890-99. The next decade is used as the base for Professor Michell's index number and consequently it is lower than that of the Department of Labor. Professor Michell bases his number on twenty foodstuffs and twenty manufactured goods.



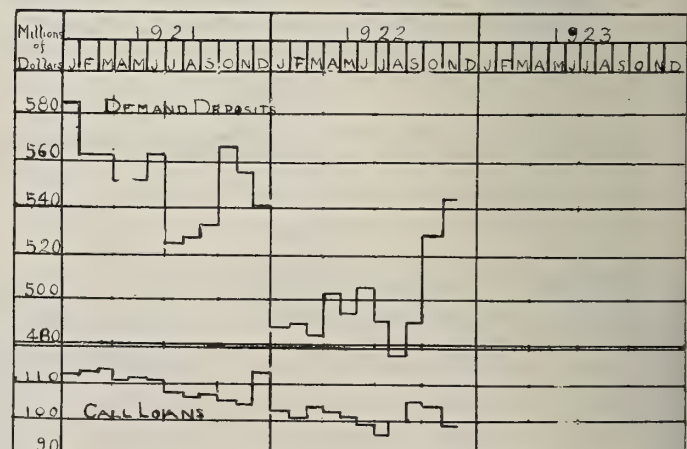
Contracts awarded monthly during the past two years are shown by the above chart, which is constructed from figures issued by MacLean Building Reports, Limited. The high figure of \$52,472,400 for December is accounted for by the Lake St. John power development scheme which is responsible for more than half this total.



The course of bank clearings since the beginning of 1920 traced in the chart above, while not an absolutely accurate guide to business conditions, shows signs of improvement. The December decline is seasonal.



An almost steady fall in savings deposits took place from the spring of 1921 to October, 1922, as this diagram shows. In November the first increase occurred. As the savings deposits regulate the money available for current loans these declined also, though not so steadily as the deposits.



Demand deposits, while fluctuating a great deal, were in general lower during 1922 than during 1921, and call loans



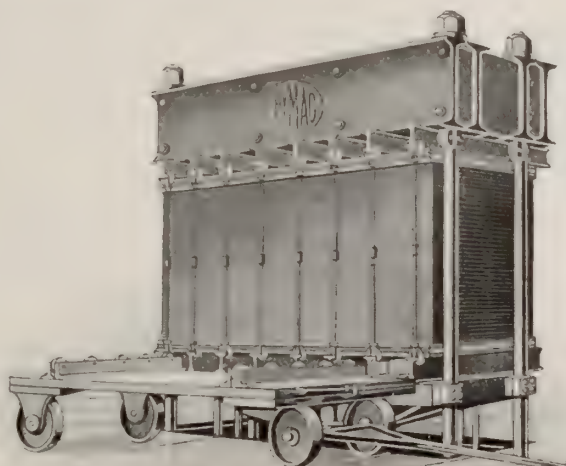
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## veneer and PLY-WOOD PRESSES

*Complete line of  
single or double  
screw, power driven  
presses*

**OR**

*Multiplescrew,  
hand operated  
presses.*



*Complete line of  
Trucks or Transfer  
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suit requirements.  
Pressure pumps,  
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and Fittings, etc.,  
etc.*

HYDRAULIC VENEER PRESS

Standard presses built to operate 60 to 100 pounds per square inch on pressing surface.

Pressing surface to meet requirements, can be either wide and shallow or narrow and deep.

Built to operate both as single or double presses.

Special presses built to meet special requirements. Ask for Veneer and Plywood bulletin "Y".

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Hydraulic, Power Driven or Hand Operated

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PULP MILLS  
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LEATHER BELTING FACTORIES  
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## THE HYDRAULIC MACHINERY CO., LTD.

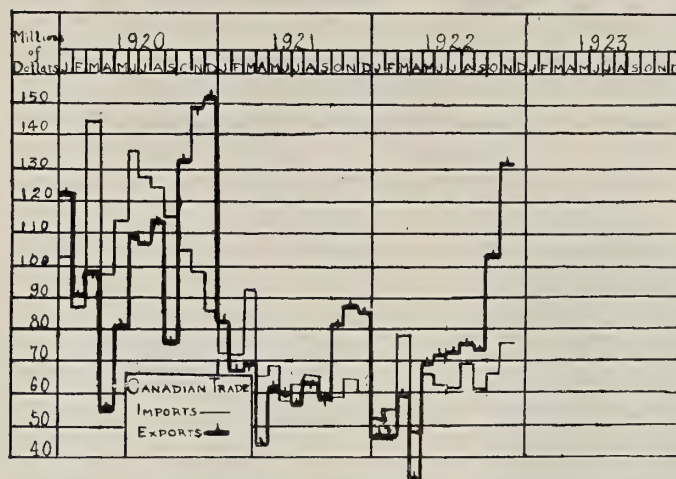
MONTREAL - CANADA

WESTERN OFFICE:

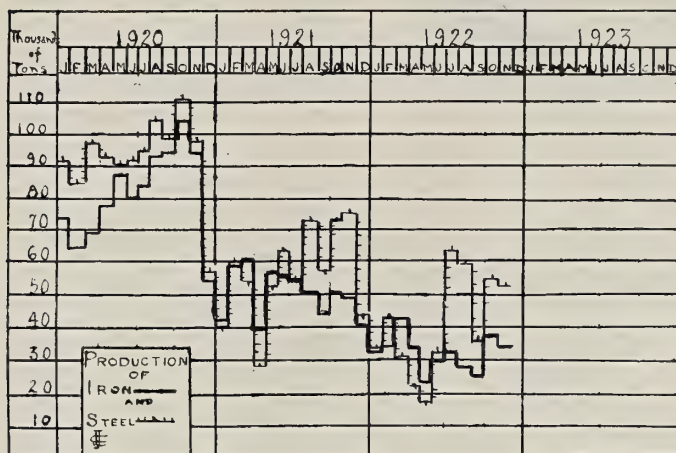
London Building, Vancouver, B.C. Jamieson Engineering Co. in charge.



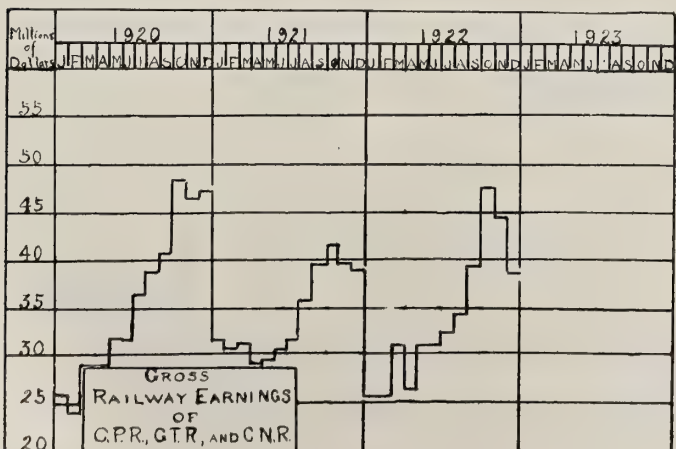
also maintained a lower level. From August, as will be seen in the chart, deposits increased and reached \$544,446,720 in November as compared with \$555,901,712 at the end of November, 1921. Call loans at \$98,984,090 compare with \$104,392,115 for November, 1921.



The favorable trade balance indicated by the distance between the two lines on the chart above continued from the beginning of the present fiscal year last April and with November reached the high point for almost two years. For the eight months ended November there is a balance of exports over imports amounting to \$124,204,992.



Steel produced during November amounted to 51,418 tons as compared with 52,735 tons in October and 75,000 tons during November 1921. As the chart shows, the output of steel for the first eleven months of the year was lower than for the corresponding period of 1921, amounting to 438,988 tons as compared with 624,831 tons. Iron during the same period was also produced in smaller quantities, the output for the eleven months, 347,166 tons, being 207,271 tons below that for the same period of 1921.



Earnings of the C.P.R., G.T.R. and C.N.R. show an improvement for the latter half of the year though the seasonal decline set in in November. With the grain movement completed, another drop is expected in January and February, but after that improving business generally should have a stimulating effect.

### Commercial Failures

Recent commercial failures in Canada and Newfoundland, as reported by R. G. Dun & Company, run at a high level. For the nine weeks ended January 5th they totalled 698, as compared with 603 a year ago, or a weekly average of 77.5 as compared with 67. The table below shows the failures in Ontario, Quebec, Western and Eastern Canada during the period under review:—

1923	Ont.	Que.	West	East	Total	1922
Jan. 5	24	22	21	4	71	73
Dec. 29	18	28	24	6	76	68
Dec. 22	13	30	20	13	76	94
Dec. 15	12	31	23	7	73	66
Dec. 8	29	39	22	9	100	69
Dec. 1	25	36	19	4	84	68
Nov. 24	26	24	18	6	74	81
Nov. 17	24	44	22	4	94	47
Nov. 10	14	15	19	2	50	42

### Polonius Up-to-Date

Here, my greeting to you  
And these few thoughts to carry on your way;  
Look close at credits. Make few commitments,  
Give bad accounts no chance to trim you down.  
Be not hard-hearted, but by no means easy.  
Accounts you have, and their good value proved,  
Bind tight to yourself by means of service.  
Pad not expense accounts with entertainment  
Of each untied prospective buyer.  
Beware  
Of getting into trouble; but when in,  
Go to it, that others may steer clear of you.  
Listen to all men but give few advice;  
Take each man's censure but reserve your judgment.

Treat well your labor as your purse affords,  
But not with profit-sharing, just, not easy:  
For actions often do deceive the men  
Who work for you, stand by you when you profit,  
Believe not in your loss, breed discontent.  
Neither a borrower nor a lender be:  
For loan oft loses both itself and friend;  
And borrowing dulls the edge of husbandry.  
This above all—to quality be true,  
And it must follow as the night the day,  
Your goods will reach the markets of the world.

### Company Share Profits

**Julius Kayser & Company, Limited, Distribute \$7,500 as Reward for Faithful Service**

In accordance with a recently inaugurated profit-sharing scheme of the Julius Kayser and Company, Limited, Sherbrooke, Que., A. A. Munster, manager, distributed \$7,500 among the employees on December 18th. The amounts paid to individuals are based on the salaries received and length of service. Half of the sum due is paid in cash and the remainder is placed in a deposit fund for the benefit of employees and is paid out with accrued earnings at the end of five years' service, if the employee so desires.

The management of the company have assumed that eight per cent. is a fair return on invested capital, and the amount earned in excess of this is divided between owners and employees as a reward for faithful service and co-operation.



# Poster Advertising



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In place of the once a day, once a week, or once a month impression, possible with publication advertisements, Posters, with their impressive size, colour-fulness and facility for perfect illustration, give you many impressions per day, that is the persistent repetition that is essential for the building of reputation.

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## The CANADIAN POSTER CO.

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OFFICE

Montreal, Canada

Cable Address:  
POSTER AD.

Official Representatives of the Poster Advertising Association of Canada



# HOLD UP YOUR STATIONERY TO THE LIGHT

and see that it  
contains this

## WATERMARK

It is your  
guarantee  
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## QUALITY

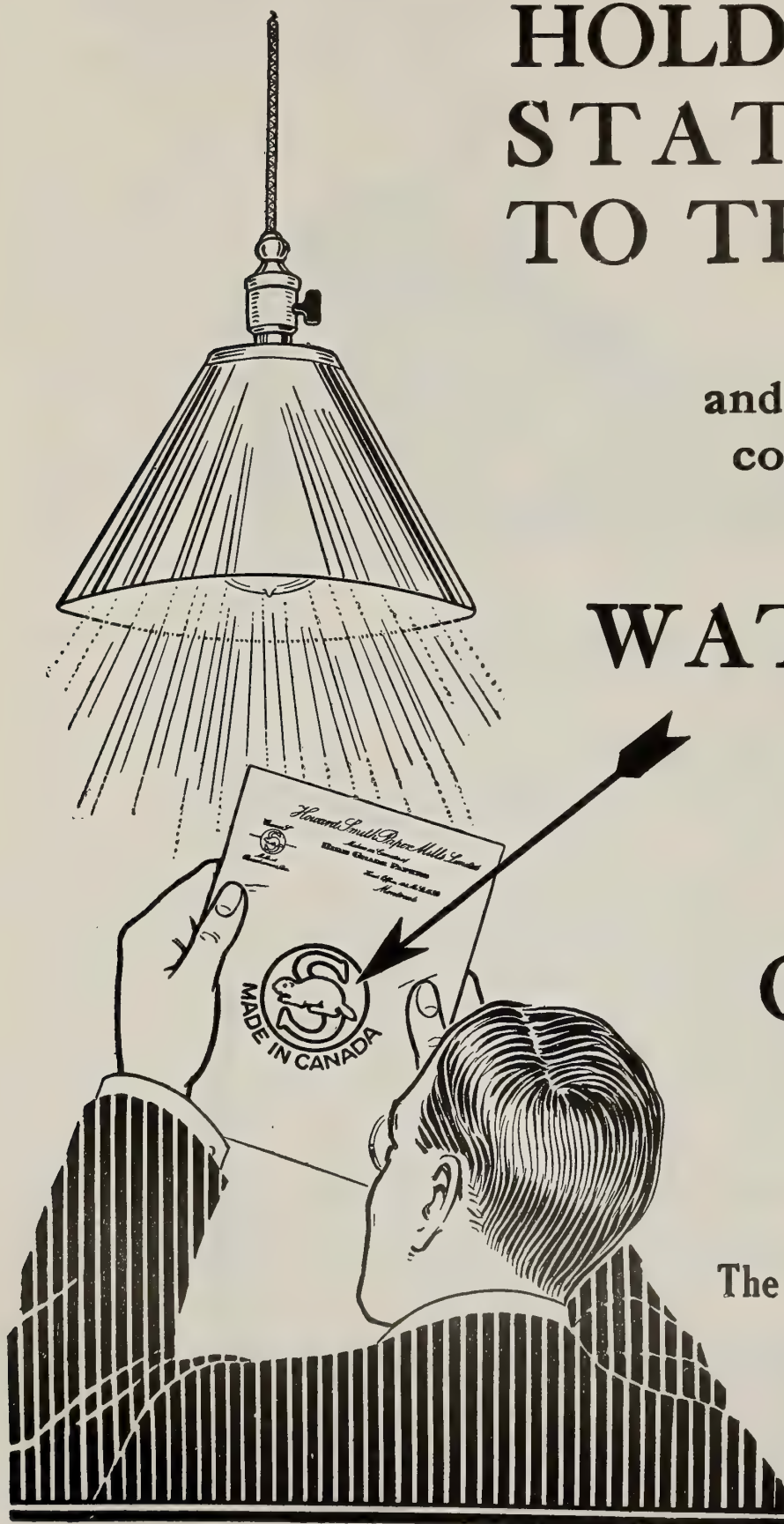
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BY

**The Howard Smith Paper Mills  
LIMITED**

138 McGill St., MONTREAL

MILLS AT  
BEAUHARNOIS, QUE.  
CRABTREE MILLS, QUE.  
and CORNWALL, ONT.





# The Canadian Bank of Commerce

The Statement Presented at the 56th Annual Meeting Shows the Bank's Strong Position Well Maintained. The Addresses of the President and General Manager Indicate that Canada is Making Progress, if Slowly, Toward Normal Conditions.

Sir Edmund Walker, the President, occupied the chair, and the Directors' Report for the year ending 30th November, 1922, was submitted, including the Profit and Loss Statement, as follows:

The balance at credit of Profit and Loss Account, brought forward from last year, was .....	\$1,946,745 40
The net profits for the year ending 30th November, after providing for all bad and doubtful debts, were .....	3,002,435 33
	<hr/> \$4,949,180 73

This has been appropriated as follows:	
Dividends at twelve per cent. per annum and bonus at one per cent. ....	\$1,950,000 00
Dominion and Provincial Government taxes and tax on banknote circulation .....	325,000 00
Written off Bank Premises .....	400,000 00
Transferred to Pension Fund .....	176,378 65
Balance carried forward .....	2,097,502 08
	<hr/> \$4,949,180 73

After reading the Report the Chairman requested the General Manager to address the shareholders

## General Manager's Address.

The year through which we have just passed has been a trying and strenuous one, and has been marked by a continuation of the decline in banking profits in evidence for some time past, which is due to a number of causes. Among these may be mentioned the general depression in business, the efforts of Provincial governments and others to secure deposits at high rates of interest, and the strong competition for all banking business. Notwithstanding this decline we have been able, after making full provision for all bad debts, to show net earnings of slightly over three million dollars—to be exact, \$3,002,435. This has enabled us to make the usual provision for dividends and pension fund, to write \$400,000 off Bank Premises Account, to provide \$325,000 for government taxes, and to add \$150,707 to Profit and Loss Account, the balance of which now stands at \$2,097,502.

## Progress Towards Normal.

The figures of the general statement which we submit to you to-day would indicate that Canada has made some further progress towards a return to normal conditions, which must take place before there can be any marked revival of business activity. The most important items composing our liabilities to the public, notes in circulation and deposits, again show decreases, although only slight as compared with the decrease during the previous year. Indeed, the decrease during the year in notes in circulation, \$751,000, is scarcely equal to the ordinary day-to-day fluctuations in this item, which often amount, in the case of this Bank, to as large a sum as \$1,500,000. Probably few beside bankers realize that a bank, such as this, must stand ready day in and day out to redeem in gold and legal tenders from three-quarters of a million to a million and a half of its notes at any one of several financial centres, quite in the dark as to where the call will come from next day.

## Withdrawal of U.S. Funds.

The principal part of the decrease in our deposits has taken place in those not bearing interest, and this is perhaps only a natural outcome of the quiet condition of business during the past year. The temporary disappearance of the premium on United States funds played a large part in this decrease by causing the withdrawal of balances accumulated in this country by American firms and corporations doing business here, which had remained on deposit in the Canadian banks pending an improvement in the exchange situation. Doubtless, also, a considerable amount of banking business which would normally come to the Canadian banks has been diverted to the United States by reason of the heavy stamp taxes on cheques and promissory notes.

## Increase of Gold.

One of the interesting changes on the asset side of the statement is the increase in our holdings of gold, which are nearly five millions larger than a year ago. We have been enabled to bring this about by the improvement which has taken place in the foreign exchanges, and our deposit in the Central Gold Reserve now consists solely of gold coin. Indeed we hold more than sufficient gold to cover every dollar of our note circulation. Our total holdings of cash, that is of coin and Dominion notes, have been well maintained, standing at 15.23 per cent. of our

liabilities to the public. We also show some increase in our holdings of securities, principally in those issued by the various governments of Canada. The lessened demand for money for commercial purposes and the high rate of interest obtainable on such excellent classes of securities, has enabled us to invest surplus funds at satisfactory rates in securities which are likely to show a decided appreciation in value as general conditions improve.

## Support Commerce.

We are still chiefly interested, however, in the ordinary commercial business of the country, our commercial loans in Canada alone totalling over 193 millions of dollars, the main measure of the support the Bank gives to the commerce and industry of this country. It is not to be supposed that in a year such as that through which we have just passed we should escape without losses, and frankly, they have been disappointingly numerous, but we have been able to make such full provision for all ascertained losses and doubtful assets that our overdue debts appear in the statement at a considerably lower figure than a year ago.

## Assistance to Agriculture.

While on this subject I should like to say that this Bank has always adopted a generous attitude towards the financial requirements of agriculture, and has sought at all times to assist the farmers to the very best of its ability. During periods of money stringency in recent years when it was necessary to adopt a policy of restricted lending, loans to responsible farmers have always been expressly excepted from any restriction, in fulfilment of our conviction that in the prosperity of agriculture lay the foundation of all prosperity in Canada. We are not blind to the fact that because of the extra time and care involved on the part of our managers and staff, the cost of lending to farmers is somewhat higher than the cost of other kinds of loans, but we feel it our duty to overlook these considerations as far as possible. It is not then without some regret that we have found in recent years that the losses from loans of this character are far more numerous than those from any other class of business.

## Government Competition.

A development that may have some effect on the future of our deposit business has been the entry into the banking field of certain of the Provincial governments as competitors for the savings deposits of the community. Apparently the fact that these governments are in the field, and the high rates of interest they are paying, added to the difficulties of securing deposits in Great Britain at the prevailing level of sterling exchange, have stirred the loan companies to more aggressive methods and to the offer in some cases of even higher rates than the governments. The added competition of both governments and loan companies must result in using up the liquid working capital of the country, thus restricting the supply of funds for commercial business; and ultimately tend to an increase in rates of discount because of the added expense to which the banks are subjected in maintaining their deposits.

## Unbalanced Condition.

I prefaced my comment on the figures of the annual statement by the remark that they indicated that Canada had made some progress during the year towards a return to normal conditions. By normal

conditions I do not mean the general level of prices that prevailed before the war, but that condition of comparative balance between the income derived from various occupations and industries that gives to each a fair share of the rewards of each day's effort. It is this that is still so woefully lacking, and that causes so much of the unrest all around us. Our national income has been reduced as a result of the war, not only by the amount of the heavy taxes which we have to pay, but in all the thousand and one ways which result from the post-war depression in business. As a result we are finding that the carrying out of the magnificent plans we had formed for the future before the war is beyond our means, and we are come to the point where we must decide whether to abandon them in part or to call for outside assistance in carrying them through.

## Costs Mounting.

It is said that if we are to secure outside assistance it must be in the form of selected immigration of men who will go on the land and help to bring our large areas of unsettled fertile lands under cultivation, thereby providing traffic for our railways and a home market for our manufactures. But of what avail will it be to place these new-comers on the land, if those already settled there are unable to make farming pay? Even for the dwellers in our urban communities the cost of living is making life unduly difficult, and municipal and other taxes are mounting by leaps and bounds. The cost of our manufactures cannot indefinitely continue to be higher than the farmer and the majority of the consumers in the home market can afford to pay.

## Capital and Labor must Co-operate.

Not even a revival in foreign trade, unlikely as this appears to be on a large scale in the near future, can avail to benefit us, if the cost of what we have to sell is higher than in other countries as well or better situated with regard to foreign markets than we are. Both capital and labor must co-operate in seeing that costs are reduced. This would seem only possible to bring about by such an increase in efficiency and production as will lighten the present overhead charges, and this process must be carried to an extent that will enable the farmer to obtain his requirements at a price within his means, after he has sold his produce at prices fixed by the world markets. We should like to see our farmers, our manufacturers, all those who develop our great natural resources, able to dispose of their products profitably at a price which the great body of world consumers can afford to pay. This in itself would spell prosperity of a deep and lasting character.

## Government Expenditure.

As one means to this end our Governments must reduce their expenditures to the point at which the cost of government can be borne by the existing community without tending to discourage enterprise. Many of the directions in which governmental activities have been extended during recent years, must be curtailed radically, if not cut off entirely. Most of these activities are excellent in themselves and in the objects towards which they are directed, but are simply beyond the capacity of the present community to pay for. Already our taxes, Dominion, Provincial and Municipal, have doubled and trebled without any marked increase in the number of people who have to sustain the burden. The test of future expenditures ought to be, "will they pay," and this question must be answered on the basis of present conditions and present population.

## The Pound Sterling.

Sterling exchange has ruled during 1922 at levels materially above those of 1921, with a decided improvement during the month of December, when sterling cables in the New York market rose from 451 to 469½. As was only natural after such a sharp rise, a moderate reaction has since taken place, but at the end of the year the market was holding quite steady around 465, as compared with a rate of 422 at the close of 1921. There has naturally been a good deal of conjecture regarding this movement, in view of the still unsettled condition of affairs in Europe and the substantial annual payments which Great Britain is now making and will have to make for many years to come in connection with her indebted-



ness to the government of the United States. It seems safe to say, however, that the improvement of the pound sterling in terms of the dollar is largely a reflection, in the first place, of improved financial and trade conditions in Great Britain, and, in the second place, of confidence in the ultimate solution of Europe's difficulties, more especially of the questions of German reparations and inter-Allied debts.

#### The Canadian Dollar.

The value of the Canadian dollar in terms of the United States dollar has also improved materially during the year. At the beginning of 1921 the United States dollar stood in Canada at a premium of 18 per cent., which was gradually reduced to five per cent. at the close of that year, and 1922 has witnessed a further reduction, until at the end of September the premium was converted into a discount, or, in other words, Canadian dollars were quoted at a premium in New York. As there is a free gold market in the United States, this premium could not go above the gold point (i.e., the cost of shipping gold from New York to Montreal), which is in the neighborhood of 9/64 of 1 per cent. When the premium on the Canadian dollar reached that rate, gold began to flow from the United States to Canada. At the close of the year Canadian funds were again at a discount in New York, amounting to 1 1/2 per cent.

#### Our Borrowings.

This improvement in the value of the Canadian dollar is not due to any material extent to an improvement in Canada's international trade balance, although the year's substantial grain crop will tend to have this effect, but chiefly to the large borrowings by Canadian governments and municipalities in the New York market, and to the liquidation of debts in Canada by the British Government. In last year's report attention was drawn to the fact that while these borrowings temporarily enhance the value of the Canadian dollar in the United States, they add to our yearly interest bill, which has now reached proportions that might well make us pause before we incur additional liabilities in this connection, especially for unproductive purposes. Whether or not the Canadian dollar remains as close to par with the United States dollar during 1923 as at the end of 1922, would seem to depend chiefly on whether these borrowings are continued on the same scale.

#### Revision of Bank Act.

A great deal has recently appeared in the press regarding the revision of the Bank Act, and some authorities advocate the establishment of a government institution on the lines of the Commonwealth Bank of Australia. In our opinion this would not best serve the agricultural, commercial or manufacturing interests of the country. Australia is a country entirely different from Canada, in that its manufacturing industries are only slightly developed. If anyone will take the trouble to look at the balance sheet of the Commonwealth Bank, it will be seen that only a little more than 12 per cent. of its moneys are invested in assistance to Australian commerce and agriculture. While it is, of course, highly important that a certain percentage of the resources of a bank should consist of gold and legal tenders and also of such investments as government and other high-class securities, there is a limit to which this should be carried, because it is not in the interest of any country that the resources of its banks should be invested in such a manner as to interfere with the main functions of a bank, namely the financing of the agricultural, commercial, and manufacturing requirements of the country. In making these statements we have, of course, no intention of reflecting upon the policy of the Commonwealth Bank of Australia, but desire merely to point out that conditions in Australia are entirely different from the conditions existing in the Dominion of Canada.

#### In True Interests of Country.

The percentage of liquid assets which Canadian banks should carry depends, of course, very much on the class of business which a bank transacts, and particularly on the proportion of its assets which consist of agricultural, commercial and manufacturing accounts. In the case of this Bank, we have in the past considered that about fifty per cent. of its total resources should be in the form of readily available assets, and we regard this as a reasonably safe basis.

The Bank Act will probably come up for revision within the next few months, and while a great deal has been said in its favor, there has also been some adverse criticism. Our own opinion is that the Act, as has already been stated by

prominent financial authorities, has in the past met very fairly the requirements of a country such as Canada, but we are sure that the bankers of Canada will favor any amendments which are in the true interests of the country.

#### Cautious but Optimistic.

As to the future, it is dangerous at all times to predict and particularly so now, in face of the general dislocation of business and the unrest in Europe. We believe that until such time as the situation clears and a settlement is reached, particularly as between France and Germany, it is well for banks in this country to mark time. We are hopeful that the situation will clear before long. When it does, we are of the opinion that the sound position of the banks and of business generally in Canada will enable our people to take full advantage of the many opportunities open to them. We have untold wealth in our agriculture, our mining, our forests, our fishing, our lumbering, our manufacturing and our railways, and with a proper adjustment of costs and the adoption of a suitable colonization policy, we should have no fears as to what the future holds in store for the Dominion.

#### President's Address.

The President then said:

The war lasted four years and three months, and it is now almost precisely the same length of time since the Armistice. It would be folly to pretend that we are not both surprised and very much disappointed at the present condition of the world and especially of Europe. The momentum given to production by the war; the loosening of the usual restraints in extending trade credits and the creation on a vast scale of both fiat and credit currency; and the absence of ordinary caution in the volume of commitments whether in raw materials or manufactured goods, have brought their punishment in losses on a scale never known before. From these losses we are recovering throughout North America quite as fast, on the whole, as we could in reason expect. It is a pity that we could not have started on the uphill road of hard work and economy as soon as the war was over, but we have chosen to dance instead, and we must now pay the piper, whether we like it or not. But if what is wrong industrially, financially and politically with Europe were also in a process of settlement we should be trudging along our new road warily but cheerfully.

#### Great Britain's Example.

Great Britain offers, both to Europe and America, an example of honest purpose, clear vision and resolute energy in conquering difficulties in order that she may as soon as possible recover her place as mistress of the world in international finance and trade, and we are sure that she will succeed. But here nearly all comfort regarding Europe ends. It is true that countless individuals have regained their normal condition and are little disturbed by merely national troubles, but the props which supported the social bodies of which they form a part are weakening daily, and anarchy may replace social order in a night. We have established a league of nations, but it is not yet a real power, because that voice which, added to that of Great Britain, would make the league effective to do its world-wide work is still silent.

#### A Vicious Circle.

We have held many conferences, but with no result so far as the main difficulties which stand in the way of settlement are concerned, except to demonstrate the unsuitableness of one scheme after another, or the unwillingness of either France or Germany to accept the proposals made. We are in a vicious circle in which the forces interact so that the main obstacles to a settlement increase daily. Racial hatreds intensified by the war are further added to by financial troubles, and financial troubles are made worse by the resulting standing armies. The thus inevitable high cost of government is met by the printing presses, never so busy before in the world's history, and herein lies the main cause of unbalanced budgets and huge additions to national debts.

#### The Position of Germany.

The sword of Damocles hangs over Germany by a single hair. If the mark is not stabilized, there will come, and very soon now, the moment when it will buy nothing in the market place, and that will mean anarchy—the absence of the medium by which men can exchange their labor for the bread and meat which sustains life. It is not trouble in the bourses we have to fear, so much as trouble in the bakeries.

#### Allied Debts.

It is foolish to pretend that this vicious circle is the business of Europe alone and is due only to the idiosyncrasies of the various countries concerned. Back of all these complicated troubles are the Allied debts, those debts, which, if they are to be paid, mean literally the creating of so much in exportable money value over and above the ordinary cost of living, whereas a domestic debt merely means the transfer by a tax of so-called money from one citizen to another. It is also foolish not to recognize two things: first, that these debts can never by any possibility be paid as a whole unless the payment of the German reparations in their most extreme form (over 30 billion dollars) can be enforced; second, that if in this or in any other way the Allied debts can be paid in full, the resulting sale of commodities to the outside world will completely ruin both the domestic and foreign manufacturers of Great Britain and the United States, and of course of many other countries. There are still those who seek to regard the matter as merely a case of debtor and creditor. It is, however, a situation far transcending any relation of creditor and debtor ever experienced in the world's history, and no settlement merely conceived on that basis will stand the test of time.

#### A Basis of Settlement.

Great Britain is apparently ready for the great discussion, and it looks as if necessity were dogging the footsteps of the other great creditor, so that something will surely be proposed before long which will at least break the monotony of the past year. It is the gravest and most difficult problem of modern times, but there is a basis which would save the pride of some of the nations, and that is to admit that the war was fought for the salvation of the whole world, and, after endeavoring to apportion its money cost fairly and readjusting the reparation payments to be made by Germany, to make most liberal and also most grateful allowance in the financial settlement to those nations whose losses of their sons were in such terribly undue proportion to those of other nations. I make no apology for repeating at this time what has been said here before and much more effectively by others, notably by the Hon. Mr. McKenna recently in New York, and by Mr. Otto Kahn in Montreal. Unfortunately financial troubles are not the only menace of the moment. Standing armies, with all that they mean in direct money cost, in the loss to industry of working power, and in the perpetuation of national hatreds, are inevitable so long as France and Germany have unsettled questions, so long as the Near East is still a disgraceful area of bloodshed and inhumanity, and so long as Ireland continues to break the hearts of those who love her, by her instability and her attempts to stifle honest opinion by assassination.

#### A Remarkable Recovery.

In North America there has been a very remarkable recovery during the year, especially if we consider the scanty buying power of Europe and the low prices consequently obtained for farm and pastoral production, in which respect, however, there is now some improvement. Either late in 1920 or during 1921 the price of almost every great staple fell from a point above or near the normal to points, in many cases, so low as to entail losses such as have been unknown in commerce before. During 1922 the recovery has brought many of the basic materials back to or above the normal, although pig-iron and copper are not among these. They have, however, also made a great recovery. In like manner manufactured goods have in many cases risen sharply in price. This is true of all textiles, silk, cotton or woollen; the pulp and paper industry is again in a prosperous way; the sales of motor cars in some markets have exceeded all previous records; railroads are carrying great quantities of freight and are spending large sums for rolling stock and much-needed betterments and repairs; even the boot and shoe trade has returned to normal conditions. In the United States the prices of cattle, hogs, sheep, etc., have risen sharply, but in Canada we are suffering keenly in this regard from the Fordney tariff and the British embargo.

#### Europe's Buying Power.

It is possible that the vast population of the United States, living in a country which actually needs so little from the outside world and which is now one of the world's two largest creditors, could live in comparative comfort while Europe starved, but we in Canada could not, and no thoughtful American fails to see what the buying power of Europe means to his country. The possible result of a



complete collapse in the power of Europe to provide the credit or the cash for its purchases may be judged from recent estimates, which seem to show that since the war ended the United States has enabled Europe, by new loans, by credits, or by the re-purchase of American and the purchase of foreign securities, to buy to the extent of a billion dollars yearly, in addition to purchases paid for in actual money or in European goods. In 1921 as much as 660 million dollars' worth of gold alone was received from Europe. It must be clear that Europe cannot much longer buy her supplies from North America on this basis, and we are therefore immensely concerned in the settlement of German reparations, the stabilizing of the German mark, and all that this means to France and the rest of Europe.

#### Canada's Field Crop.

The principal field crops of Canada for 1922 are estimated by the Dominion Bureau of Statistics at \$984,139,000, as compared with \$931,863,000 in 1921 and \$1,537,170,000 in 1919, our best year. The actual result for 1921 fell short of the estimate by about 85 million dollars. In view of our great wheat crop and the recent improvement in price the estimate is disappointing, and the decrease in the value of our field crops affects our national situation so seriously that it may not be amiss to draw attention to the very clear reasons for the decline at the moment in the purchasing and debt-paying power of our farmers. The following table compares the estimated value of some of the principal crops of 1922 with those of 1921 and 1920:

	(Millions of Dollars)			
	Increase over 1921	Decrease from 1921	Increase over 1920	Decrease from 1920
Wheat .....	90	..	..	104
Oats .....	51	..	..	83
Barley .....	5	..	..	19
Rye .....	6	..	6	..
Other grains ..	11	..	..	12
Potatoes .....	..	18	..	75
Hay, clover, etc.,	..	76	..	157
Roots and fodder.	..	9	..	23

As I have not given the totals in each case the percentage of the loss is not shown, but it is often as high as 25 per cent.; the value of the potato crop of 1922 was less than half that of 1920. It will be well also to consider the effect of all this upon the various Provinces:

	1920	1921	1922
P. E. I. ..	\$18,530,400	\$14,202,970	\$10,388,800
N. S. ...	47,846,550	29,556,400	24,236,000
N. B. ...	46,357,300	38,325,400	31,657,100
Quebec ..	330,251,000	219,154,000	167,599,000
Ontario ..	375,746,900	239,627,400	233,556,000
Man. ...	133,989,900	72,135,500	104,830,000
Sask. ...	271,213,000	215,635,000	299,158,000
Alberta ..	204,291,500	82,780,000	94,369,600
B. C. ...	27,017,500	20,447,000	18,345,000

It may be urged that there is not much value in a comparison with a period when expansion and prices were at the highest point, but it is a fact that the purchasing or debt-paying power of the country was less, often enormously less, in 1922 than in 1920, in every Province except Saskatchewan.

#### 1922 and Pre-War Conditions.

If, however, we compare 1922 with pre-war conditions, we find that the money value of our field crops is still very large. Taking all farm crops together, the average value during the five years from 1910 to 1914 inclusive was about \$450,000,000. We used to look forward to the possibility of a billion dollars as a magnificent return from our field crops, and the question as to whether it is so still depends of course on the cost of production. The war and prosperity have, in every branch of industry upset this cost, but they have also upset our point of view as to the returns we may look for from our efforts. We have had to face a tremendous adjustment of values, of which farmers have certainly had to bear their share, and in consequence many have heavy debts to meet, as a result of the losses of recent years, which can only be paid from the profits or the savings of the future. This may mean in some cases harder work, a narrower standard of comfort, and smaller holdings of land, but the Canada we are so proud of to-day was built in that manner.

#### Export Wheat.

We are rapidly becoming an important manufacturing country, but our prosperity still rises and falls in a reasonably close ratio to the success of our agricultural and pastoral efforts. The estimate of the entire wheat crop of Canada is in the neighborhood of 400 million bushels. In the latest world bulletin of agriculture

Canada ranks as the greatest wheat exporting country in the world. The wheat available for export in the United States is placed at 305 million bushels, while that in Canada is estimated at 312 millions. Later estimates made in the United States place their surplus for export at only 200 to 225 millions. While our surplus for export has been estimated somewhat higher, it seems safe to place it at about 300 million bushels. At the moment the position of the world markets for wheat seems to justify better prices than expected at harvest time, and we must hope that the official estimate of money results for that grain will be exceeded.

#### Cattle at Inadequate Prices.

It is unfortunate that at a moment when the results in money from our field crops are so unsatisfactory the results from cattle are equally so. From this season's operations we shall have shipped the largest quantity of wheat on record but at an inadequate price, and we shall have marketed the largest number of cattle, also at an inadequate price. We have demonstrated that no country can grow better wheat or breed better cattle, but the cost of production and of transportation, upset by the war, still mars the result. In our markets 1,055,000 cattle were handled in the first eleven months of last year, against 753,000 in 1921 and 946,000 in 1920. If we turn to the Winnipeg market we find a partial explanation of this. From January to June the deliveries there were 57,000 as against 49,000 in 1921, and from July to October 238,000 as against 88,000 in 1921. In the first half of the year Canada marketed only enough beef for her own use and prices remained about the same as in the United States, but in the last half, owing to drought in northern Alberta and northern Saskatchewan, and to financial pressure in the case of many farmers, large numbers of cattle were marketed.

#### Winter Feeding.

The embargo by Great Britain being still in force, the value of these cattle was clearly determined by the price in the United States less the duty. While at this low price the cattle were largely marketed in the United States, many were sold in Ontario to farmers who carry on winter feeding. During this period more Western cattle have been marketed than ever before, but on the other hand there are probably more cattle being fed in Ontario than in any winter before. To an onlooker it seems a matter worthy of much consideration why the West does not carry on winter feeding to the same extent as does Ontario. Drought or money pressure may force sales in one part of the West, but why are cattle not wintered more largely by those who have plenty of feed? There does not seem to be any material difference in the nature of the winter or in other surrounding circumstances.

#### The Effect of U.S. Tariff.

The inflated prices caused by the war have passed and the violent swing in the other direction, made much worse for us by the United States tariff of June, 1921, with the amendment in September 1922, has carried us down to very unprofitable conditions such as we have not seen in a generation, but we are in the business of breeding and feeding cattle for all time, and we are in many ways better situated with reference to the markets of Europe than our main competitor, the Argentine. The market in the United States, because of the same depression there, has been closed to us by tariff legislation which that country imposed in the belief that it would help its own stock-raisers. There are at least two reasons for hoping that this legislation will be repealed. Of the million cattle or thereabouts marketed in Canada about one-fifth go ordinarily to the United States, in which country about 20 million head of their own cattle are marketed. Thus the tariff has been made to prevent one extra animal in every hundred from being marketed, and common sense should very soon show that this has not been of appreciable benefit to any stock-raiser in the United States. But the lowering of the net price we receive for any cattle sold to the United States by about 30 per cent. unfortunately affects the price of all the cattle marketed in Canada. The second reason for believing that the tariff will not remain long in force is the very plain evidence of its effect on the purchasing power of the Canadian farmer. We are well known to be one of the largest buyers from the United States among the nations of the world. We buy really with our products and largely because of our prosperity. It is within the clear right of the United States to establish any tariff such as that in question, but the absolute folly of it from any point of view will surely appeal

to a nation which in the end applies a very practical view to its legislation.

#### In the British Market.

When we turn to the British market the situation is too complicated to be dealt with at length. In the past our shipments to Great Britain have been mainly live cattle, and from 1891 to 1911 these shipments usually exceeded 100,000 head annually and went as high as 164,000 head in 1906. During the existence of the Underwood tariff, which admitted cattle free to the United States, the trade passed almost entirely to that country, reaching a total of over two million head in the years 1915 to 1921, inclusive, and as many as 500,000 head in the one year, 1920. The war demand is over, the United States market is closed to us, the chilled-beef trade between South America and Great Britain has been highly developed, the production of beef in Great Britain is very large, and a strong preference exists for home-killed beef, caused partly by the poor quality of some of the product shipped to England in war time. These are among the difficulties we have to face in building up again our trade with Great Britain.

#### A Measure of Relief.

The removal of the embargo will, of course, give some relief, but only in a limited measure. An outlet will be opened up for a class of cattle which, for thirty years, Canada has not shipped to England, that is, store cattle for finishing in Great Britain. But only the cream of our Canadian store cattle will be acceptable to the British feeder. In addition, it is not unlikely that limited shipments of fat cattle, such as have gone to Great Britain in the last two years, may continue and possibly somewhat increase. We shall probably find, however, that our main hope lies in convincing the British public that we can send them chilled beef in just as perfect condition for consumption as their own freshly killed beef, or at least in as perfect condition as Canadian beef killed there, but this will take time. We can produce cattle better than the Argentine can, and we are only one week, instead of three, away from the British market. The Argentine cattle raisers have gone far ahead of us in obtaining the best breeds of cattle, and we must do more than we have ever yet done in this respect, but our partly grain-fed cattle produce better beef than theirs. What we cannot afford to do is to feed cattle which are not well bred, and we seem to have failed thus far to appreciate this widely enough.

#### Our Mineral Wealth.

The revised figures of our mineral production for 1921 are \$174,315,000, as compared with the estimate of 170 millions. The estimate for 1922 is 180 millions.

#### Increase in Gold Production.

It is in gold mining, however, that we are making the most striking progress and attracting the most attention from the outside world. The increase in production for the year is about 31 per cent, as compared with 1921, and the output of several of the most important mines is being enlarged and promises to be much greater in future. Ontario leads the other Provinces as a producer of gold and indeed of metals as a whole, and she has now passed California in gold production. Our gold production is as yet only small in proportion to that of the Transvaal, but one mine alone contemplates an increase in production which would very largely affect this comparison. We have passed the period of low prices for metals, which reached a climax in 1921, as well as the worst point in the world-wide depression of general business, and while the markets for some minerals are as yet far from normal, we may on the whole look forward to an increase in both production and profits.

#### Mines and Transportation.

The newer countries of the world are apt to be known in the world's trade circles by some main product upon which their prosperity, or lack of it, principally depends. Canada is classed as a wheat country, and it will doubtless be found that our prosperity has depended in the past largely on the quantity of our wheat crop and its price. We are, however, year by year, attracting the attention of the world to the position of Canada as a mining country. The products of mining show more readily than almost any others that the ultimate money value of any commodity depends on the cost of transporting it to a market. We have more coal than any country in the world, except the United States, but the high state of development of water-power, "white coal," as we call it in Ontario and Quebec, where no coal exists, is the evidence of our inability to transport coal from other Provinces, and the bill for the coal we buy from the United States is one of our serious



national burdens. Some day the improvement of our waterways will materially change this and, similarly, the growth of our population, our industries, and our systems of both land and water transportation, will make it profitable to mine many ores which have no money value just now. Gold, silver and a few other ores will, when refined, or partly so, bear the cost of transportation and these are therefore the first lure of the prospector.

#### Mineral Possibilities.

In a remarkably thoughtful address of the late president of the Canadian Institute of Mining and Metallurgy we are reminded that while we are a great factor in the world's food supply, this comes from the partial development of about fifteen per cent. of the area of Canada, while in the remaining eighty-five per cent. and to some extent, of course, in the fifteen, we have "mineral treasures of inconceivable value." The selection of land for agricultural or pastoral purposes is one of the easiest tasks of the adventurer, the discovery of a real mine one of the hardest, apart from the few cases where men have found fortunes by sheer accident. Twenty or thirty years ago we had little experience or training in mining, and a good deal of what we have now arises from the success attained in mining in the United States. In South Africa, however, there are many miners, both those who hold executive positions because of scientific ability and those who have owned mines and are not afraid of such ventures, and we have reason to hope that some of the leaders among these men will become interested in our North Country.

#### A Wonderful Heritage.

For three-quarters of a century our geologists and other Canadians of reasonable intelligence have known that we possess in the centre of Canada the largest area in the world of the oldest rocks and of the rocks immediately following these, all roughly classed as pre-Cambrian. These are the most promising areas for the prospector, but we also possess in the Maritime Provinces and eastern Quebec our share of the Appalachian Mountains and in the far west our share of the vast Cordilleran areas. Of gold, silver, nickel, copper, asbestos and other metals we are already important producers. We have iron ores in plenty, but these are not so readily available as the ores mined in that comparatively small extension of our pre-Cambrian area into the United States, which is so wonderfully rich in iron and copper as to be famous throughout the world. What we have accomplished thus far in the three great mining areas has been largely the result of accident; we can hardly pretend that there has been serious prospecting in many of the mining fields of Canada, except by a very small number of trained experts. The Cordilleran or Pacific mountains in Canada form an area about as large as the pre-Cambrian in the centre of Canada, and of this the late president of the Canadian Institute of Mining and Metallurgy says: "Does anyone know of any sufficiently sound reason, even after allowing for certain known differences of glaciation and geological formation, for thinking that Canada's large share of this great area will prove to be less rich in minerals than that falling to Mexico or to the United States?"

#### Enemy Prosperity.

A year ago we referred to a subject of international interest about which little is known, doubtless partly because of its complicated nature. We mentioned the establishment in accordance with the Versailles Treaty of a local clearing office in Canada for the settlement of debts due by or to the late enemy, and we indicated the many complications arising in that connection, and in connection with rights of property, and the success which had been attained by the labors of the Under-Secretary of State thus far. The subject is at least as old as Magna Charta, and there is no doubt as to the clear intention of honorable European nations. In all references to it, authorities on international law make it clear that our right to retain enemy property which falls within our control only exists so long as the enemy country fails to honor similar obligations or to restore our property. The creditor, either in the enemy country or our own, must be protected as nearly as possible as if no war had taken place. While in the preparation of the Versailles treaty these principles were undoubtedly not overlooked, certain exceptional conditions nevertheless appear.

#### Germany's Position.

It is with reference to these exceptions that difficulties are being encountered, out of which there may arise the very unfortunate conclusion that in the treaty departure has been made from principles which have been respected for centuries.

In article 297 of the treaty, and apparently because of "exceptional war measures" taken by Germany, we are given power to retain and liquidate German property in accordance with our own laws, the German owner having no right to dispose of such property, or to subject it to any charge. We are also required by the treaty to account for the "net proceeds of sales of enemy property, rights or interests," and "in general all cash assets," not to the owner but, through our clearing office, to "the Power of which the owner is a National." Through the machinery of our clearing office we may use the money thus collected from Canadians owing money to Germans, or from the sale of German-owned property in Canada, to pay debts due by German individuals to Canadians, and if there is a balance due by us in the final adjustment it must be credited to Germany as a nation and, under Article 243, it is to be "reckoned as" a credit to her on account of "her reparation obligations." As against this, "Germany undertakes to compensate her nationals in respect of the sale or retention of their property rights or interests in Allied or Associated States." If Germany could perform this obligation, perhaps no great harm would have arisen from this sequestration of the property of private individuals in contrast with the strict practice of centuries, but Germany cannot in her present position settle with her nationals so as to recoup them as fully as they would have been under the ordinary principles of international law. If they are not eventually so recouped, a wrong will have been done by the treaty to which we were parties. On the one hand we have assets belonging to German individuals or nationals worth roughly about twenty-four million dollars, and on the other we have claims of Canadian creditors against German debtors and claims by Canadians for property dealt with "under war measures" by Germany, amounting with other items to about four million dollars. Just what we should do under these difficult circumstances the Government will have to consider, but we should, if possible, be sure that Germany will pay her nationals to their satisfaction before she gets credit for the corresponding sum on account of reparations.

#### Honor Among Nations.

We must not in this matter be influenced by anything but the facts, and by that honor among nations which has been displayed for centuries. It is true that the property and business interests of the Allies were sometimes very wrongfully dealt with in Germany, at least in the early years of the war, but it is also true that Germans ready and willing to settle debts directly with British creditors have been unable to do so because of the terms of the Treaty. Every merchant seeking to do business in foreign countries, and every banker considerate of the credit of his country, should remember that international trade and finance are built on good faith, and that we must avoid the possibility of these unfortunate exceptions in the Treaty causing injustice and thus involving Canada in discredit.

#### Immigration.

Having regard to our national debt and to our national position generally, no question is more important than that of immigration, and perhaps no national question presents so many phases for consideration. The number of immigrants entering Canada in our last fiscal year fell, doubtless mainly because of our severe regulations, to 90,000, as compared with 148,000 in 1921, and 402,000 in 1913. The total decrease is 39 per cent., but the decrease in those coming from Great Britain is 47 per cent. and from the United States 39 per cent., while in those from other countries it is only 17 per cent. Of those who sought admission, 18,500, mainly from the United States, were rejected under our immigration inspection, a larger percentage than heretofore. In the classification of occupations about 20,000 are entered as farmers or farm laborers, with 6,000 women and about the same number of children. The analysis of national ty, etc., on pages 16 and 17 of the government report on immigration and colonization, is very interesting to all students of race problems. The war completely upset the movement of emigration to Canada, both from Great Britain and the rest of Europe and from the United States, and because of labor conditions here we have made little effort to return to pre-war conditions of immigration, limiting our efforts to those who intended to take up farming or to enter domestic service, and dropping for the time being all effort to secure immigrants from northern Europe even for those purposes.

#### To Recast Our Policy.

While we have been doing so little to induce emigration to Canada, Australia,

New Zealand and South Africa have filled London with enticing statements as to the merits of these dominions and we certainly have to overcome the apparent indifference of recent years.

Clearly, however, we need to recast our opinions as to what our immigration policy should be. There are those in our Western Provinces who think that settlement upon the land has gone too far for the moment, and by comparing the much larger area of the present with that of 1915 and presuming a year when the yield per acre will be as large as in 1915, endeavor to show that the world's requirements for wheat may thus be exceeded. Both agricultural and pastoral pursuits are having a bad time at present, but whatever may be the fate of the farmer who, on a large scale, risks his fortune in only one or two forms of agricultural and pastoral production, the farm of moderate size and varied products will in the West, as in Ontario, be the basis of the new-comer's prosperity.

#### Ensure Selection.

In any event we require a policy of land settlement both for new-comers and for our own farmers' sons, or a wider application of such satisfactory systems of land settlement as we have already tried, in order that we may secure as many as possible of that always-too-small class who wish to have the chance to make a living on the land. We should seek for them in Great Britain, the United States, and in northern Europe, never forgetting that this problem as a whole is one of service, first to Canada and second to the immigrant. We must provide machinery that will ensure the selection of suitable settlers; guidance and help on their journey to the new country; guidance and help in selecting land, stock, implements, etc.; guidance and oversight during the time of trial until success is assured. Fortunately we are not without experience in such complicated and difficult work. Those who have charge of the Soldier Settlement Board have in four years placed over 28,000 settlers on the land, of whom 6,000 did not receive financial aid. The Board has a very wide knowledge of Canada, having inspected 50,000 farms, and with this accumulated experience and the large trained staff already in existence, it is not hard to see how a great measure of success can readily be assured. This does not mean that other efforts are the less necessary. We need every agency that will do Canada service in this great work, perhaps the most urgent and important of the many tasks laid upon our government at this moment in our history.

#### A Problem.

When we consider the subject of general immigration the course is not so clear, while the necessity for publicity and for offering inducements scarcely exists. When the United States offered to every so-called white man the chance to become a citizen, to vote as such, and the assurance of work and wages, the immigration came at first largely from northern Europe. Unskilled labor was badly needed to build railroads and other public works, and land was too easily obtained by anyone who wished to be a farmer. Canada adopted much the same policy. The number of immigrants from the north lessened after a time and they came more and more from the south of Europe. Eventually this raised doubts as to the result of such a blending of races upon the nation's future, and, urged doubtless by labor and unemployment, restrictions have been imposed in both countries. Both countries would doubtless like to make a new start, and we must hope that the present inspection and rejection of undesirables will remain; but apart from this, present labor conditions in the United States seem to demand that the bars shall be let down again before long. The industries of North America are based upon a steady supply of unskilled labor, while its educational system is based upon a reverse theory of society, so that apparently unskilled labor unless supplied by the negro must be sought abroad. The lack of this unskilled labor in the factory, and for large out-door construction, railway and other work, is the main cause of the high cost of labor on the farms, the laborer who seeks the highest pay being drawn by this scarcity away from the small towns and the country.

#### Best Medium of Exchange.

The time has come once more for the renewal of the Bank Act. This decennial revision of the Act, peculiar I think to Canada, is largely due to the desire of the bankers themselves that such an arrangement, accidental at first, should become a principle, and afford everybody the opportunity to criticize and propose changes in order to make the Act as perfect an instrument of service to the people as possible. There is on this occasion no lack of criticism and suggestion, but unfortunately little that has not been



heard and dealt with before. We have the best medium of exchange in the world—the Canadian bank-note and the bank cheque with the clearing-house—and an evidence of the usefulness and perfection of our form of currency is that it became the model for the Federal Reserve currency in the United States. And yet there are Canadians who would destroy this system in exchange for fiat money, the folly of which has been known to students in the western world for at least two centuries, and which at this moment stands as the main difficulty in re-arranging the finances of Europe.

#### The Branch Banks.

We also hear once more arguments in favor of numerous small banks, instead of branch banks, by people who can hardly know that this subject has been under discussion since 1790, when Alexander Hamilton first demonstrated the value of a bank as an arm of the state, fit not only to serve the individual but the state itself, the largest national business ventures, and the smallest needs of the people. These wants, large and small, it will be found, have been as well, if not better, served by the Canadian banks than by any other system, and it will certainly be found that no other system

can be proposed that will more effectively take its place. But it must be remembered that we are by our Bank Act commercial and not land banks, and that the principles according to which commercial banking can be safely carried on are not subject to change simply because a community finds that it has hurt its credit by going too much into debt. This is not the time or place in which to discuss the Act in detail. When that discussion does take place it will be found that the bankers seek, now as in all recent revisions, the best Act in the interests of Canada, and that they have no measures to propose for their own peculiar benefit.

### Erecting New Building

**"Automatic" Sprinkler Company of Canada, Limited, will Centralize Manufacture of their Product**

A building, 120 x 60 feet, one storey and a half basement, is now being built by the "Automatic" Sprinkler Company of Canada, Limited, Montreal. The building will be of mill construction with steel I-beams and heavy plank ceiling, concrete floors paved with Kreolite blocks and metal frames with double diamond glass. The company will use this as a pipe assembling shop for their automatic sprinklers and later on in the year they expect to build a two storey plant to centralize the manufacturing of their product. They will employ about fifty hands in this plant and its cost will be approximately \$60,000.

### Complete Extensive Improvements

**Canadian Puget Sound Lumber and Timber Company, Limited, Prepare for Large Business**

The Canadian Puget Sound Lumber and Timber Company, Limited, Victoria, have for a long time been adding equipment and remodelling their plant generally in preparation

for the large business they are now able to handle. With the completion of the new bascule bridge on Johnson Street and the dredging of the inner harbor, the largest vessels engaged as lumber carriers can now easily moor alongside the company's dock. The rapid handling facilities there are of the highest order and include the largest electric travelling crane on the Pacific Coast which can pick up loads of lumber as they come from the sorting tables, the live rolls of the mill or the yard and deposit them anywhere on the dock or on scows alongside.

The Canadian Puget Sound Lumber and Timber Company hold extensive timber limits in various parts of Vancouver Island and are at present logging along the Cowichan River where they have built railroads and installed all the equipment of a modern logging camp.

### CASTINGS

**Brass, Aluminum, Bronze, Yellow Metal, Copper, Zinc, Lead. SMOOTH, CLEAN, FLAWLESS.**

Modern plant, complete equipment, efficient methods  
Send us your blue prints, sketches, or specifications, and we will quote lowest prices.

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look that way—  
Dennisteel is truly  
economical.

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Bank Cages and Counters	Spiral Iron Stairs
Jail Cells and Bunks	Boca Solid Steel Sash
Brass Church Furnishings	Brass Railings
Steel Sacristy Cabinets	Elevator Enclosures
Iron Marquises	Iron Fences and Gates
Household Safes	Brass and Bronze Memorial Tablets

**Iron Stairs, Fire Escapes, Builders Iron Work  
Steel Lavatory Compartments and Showers  
Grill Work finished in Black—Electroplated  
Grill Work finished in Solid Bronze or Brass**

Wire partitions for stock and tool rooms, miscellaneous work for window guards, machine guards, wire signs, etc., etc.

All steel factory equipment such as shelving, stationery cabinets, material cabinets, tool cabinets, office safes, lockers.

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# DENNISTEEL LOCKERS

**THE DENNIS WIRE AND IRON  
WORKS CO. LIMITED  
LONDON CANADA**



# Another Milestone



The Imperial Bank of Canada has completed another year of national and individual service by the help it has rendered in the progress and further development of Canadian industries. Manufacturers and industrial concerns have facilitated their financial transactions through the comprehensive banking service provided. The resources of this Institution have assisted legitimate enterprise.

For 47 years The Imperial Bank has been a constructive element in Canadian progress. It has branches throughout the Dominion, and its strength is indicated by the resources at its command, totalling \$115,950,005 with \$7,000,000 Paid-Up Capital, and Reserve Fund of \$7,500,000.

## *Strong Affiliations Abroad*

Provide for every phase of international banking.

Some of the Agents are—

### ENGLAND

Lloyds Bank Ltd.,  
London and Branches.

### SCOTLAND

The Commercial Bank of  
Scotland Limited, Edinburgh  
and Branches.

### IRELAND

Northern Banking Co., Ltd.  
Belfast and Branches.

### FRANCE

Lloyds & National Provincial  
Foreign Bank Ltd.—Credit  
Lyonnais

### UNITED STATES

New York—Bank of the  
Manhattan Company.  
Chicago—First National  
Bank  
Buffalo—Marine Trust Co.  
Detroit—First National Bank  
San Francisco—Wells-Fargo  
Nevada National Bank

We will be glad to demonstrate the service we can render you in the conduct of your financial affairs.

# IMPERIAL BANK

• OF CANADA •

*Peleg Howland,*  
*President.*

*G. D. Boulton,*  
*Asst. General Manager.*

*A. E. Phipps,*  
*General Manager.*

*H. T. Jaffray,*  
*Asst. General Manager.*

## HEAD OFFICE - TORONTO



# The Royal Bank of Canada

## GENERAL STATEMENT

30th NOVEMBER, 1922

### LIABILITIES

#### TO THE PUBLIC

Deposits not bearing interest . . . . .	\$ 94,408,078.82
Deposit bearing interest, including interest accrued to date of statement . . . . .	277,595,882.29
	<u>\$372,003,961.11</u>
Notes of the Bank in Circulation . . . . .	26,645,902.54
Balance due to Dominion Government . . . . .	17,461,750.61
Balances due to other Banks in Canada . . . . .	7,870.79
Balances due to Banks and Banking Correspondents in the United Kingdom and foreign countries . . . . .	11,505,855.84
	<u>11,513,726.63</u>
Bills Payable . . . . .	3,574,637.49
Acceptances under Letters of Credit . . . . .	5,326,228.99
	<u>\$436,526,207.37</u>

#### TO THE SHAREHOLDERS:

Capital Stock Paid up . . . . .	20,400,000.00
Reserve Fund . . . . .	\$ 20,400,000.00
Balance of Profits carried forward . . . . .	1,007,514.19
	<u>\$ 21,407,514.19</u>
Dividends Unclaimed . . . . .	8,644.75
Dividend No. 141 (at 12 per cent. per annum), payable December 1st, 1922 . . . . .	612,000.00
Bonus of 2% payable December 1st, 1922 . . . . .	408,000.00
	<u>22,436,158.94</u>
	<u>\$479,362,366.31</u>

### ASSETS

Current Coin . . . . .	\$ 16,052,573.12
Dominion Notes . . . . .	26,932,040.25
United States Currency and other Foreign Countries . . . . .	20,951,306.74
	<u>\$ 63,935,920.11</u>
Deposit in the Central Gold Reserves . . . . .	8,000,000.00
Notes of other Banks . . . . .	2,718,277.65
Cheques on other Bank . . . . .	20,573,642.84
Balances due by other Banks in Canada . . . . .	2,433.37
Balances due by Banks and Banking Correspondents elsewhere than in Canada . . . . .	27,893,715.57
Dominion and Provincial Government Securities, not exceeding market value . . . . .	22,950,224.85
Canadian Municipal Securities and British, Foreign and Colonial Public Securities other than Canadian, not exceeding market value . . . . .	7,901,927.97
Railway and other Bonds, Debentures and Stocks not exceeding market value . . . . .	13,462,068.56
Call Loans in Canada, on Bonds, Debentures and stocks . . . . .	14,735,290.32
Call and Short (not exceeding thirty days) Loans elsewhere than in Canada . . . . .	33,874,830.69
	<u>\$216,048,331.93</u>

Other Current Loans and Discounts in Canada (less rebate of interest) . . . . .	\$151,260,687.95
Other Current Loans and Discounts elsewhere than in Canada (less rebate of interest) . . . . .	91,232,041.58
Overdue Debts (estimated loss provided for) . . . . .	444,747.44
	<u>242,937,476.97</u>
Real Estate other than Bank Premises . . . . .	1,521,923.84
Bank Premises, at not more than cost, less amounts written off . . . . .	12,142,342.17
Liabilities of Customers under Letters of Credit, as per contra . . . . .	5,326,228.99
Deposit with the Minister for the purposes of the Circulation Fund . . . . .	1,020,000.00
Other Assets not included in the foregoing . . . . .	366,062.41
	<u>\$479,362,366.31</u>

H. S. HOLT, President      EDSON L. PEASE, Managing Director      C. E. NEILL, General Manager

### AUDITORS' CERTIFICATE

We Report to the Shareholders of The Royal Bank of Canada:  
That in our opinion the transactions of the Bank which have come under our notice have been within the powers of the Bank.  
That we have checked the cash and verified the securities of the Bank at the Chief Office at 30th November, 1922, as well as at another time, as required by Section 56 of the Bank Act, and that we found they agreed with the entries in the books in regard thereto. We also during the year checked the cash and verified the securities at the principal branches.  
That the above Balance Sheet has been compared by us with the books at the Chief Office and with the certified returns from the Branches, and in our opinion is properly drawn up so as to exhibit a true and correct view of the state of the Bank's affairs according to the best of our information and the explanations given to us and as shown by the books of the Bank.  
That we have obtained all the information and explanations required by us.

Montreal, Canada,  
19th December 1922

S. ROGER MITCHELL, C.A.,  
W. GARTH THOMSON, C.A.,  
of Marwick, Mitchell and Co.,  
JAMES G. ROSS, C.A., of P. S. Ross & Sons.

Auditors.

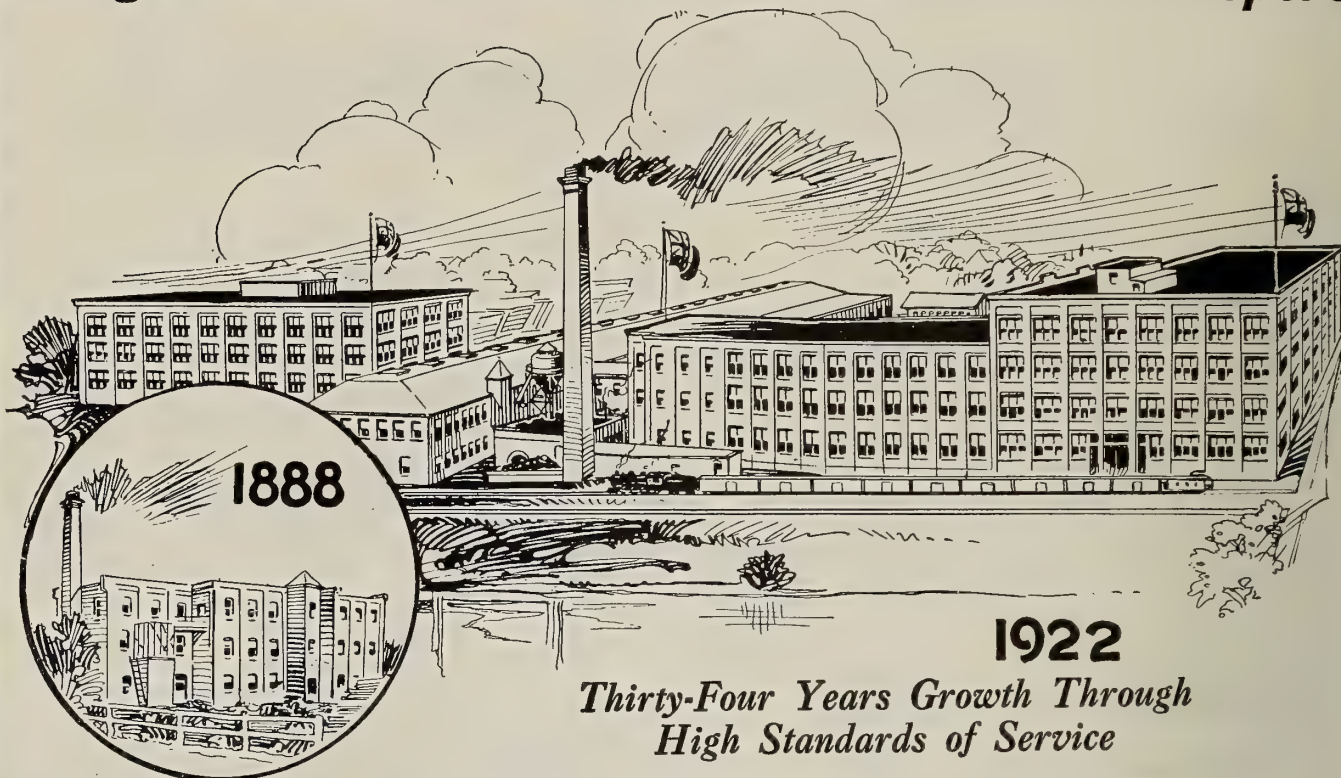
### PROFIT AND LOSS ACCOUNT

Balance of Profit and Loss Account, 30th November, 1921 . . . . .	\$ 905,044.98
Profits for the year, after deducting charges of management, accrued interest on deposits, full provision for all bad and doubtful debts and rebate of interest on unmatured bills . . . . .	3,958,469.21
	<u>\$ 4,863,514.19</u>
APPROPRIATED AS FOLLOWS:	
Dividends Nos. 138, 139, 140 and 141 at 12% per annum . . . . .	\$ 2,448,000.00
Bonus of 2 per cent. to Shareholders . . . . .	408,000.00
Transferred to Officers' Pension Fund . . . . .	100,000.00
Appropriation for Bank Premises . . . . .	400,000.00
Reserve for Dominion Government Taxes including War Tax on Bank Note Circulation . . . . .	500,000.00
Balance of Profit and Loss carried forward . . . . .	1,007,514.19
	<u>\$ 4,863,514.19</u>

H. S. HOLT, President      EDSON L. PEASE, Managing Director      C. E. NEILL, General Manager  
Montreal, 19th December, 1922.



# Filing System Service Backed by the Largest Manufacturers in the British Empire



## Maker-to-User Service Means Lowest Cost to You

"OFFICE SPECIALTY" products are made in our own Factories at Newmarket, Ontario, and sold direct to you through one of our service stores.

In buying "Office Specialty" products you deal with the maker of the goods—whose trade mark is your guarantee of high and uniform quality, fair prices and permanent service.

This policy of selling direct to you with a guarantee of quality and service is responsible for our steady growth over a period of 34 years to the position of the largest makers of filing systems and office equipment in the British Empire.

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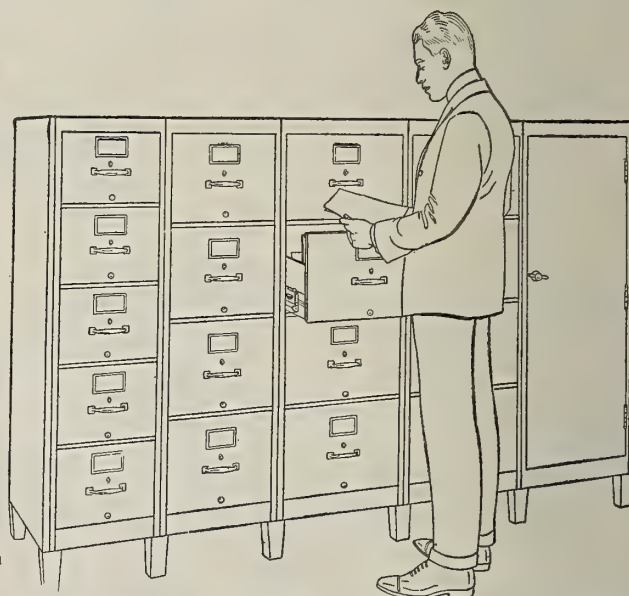
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"Office Specialty" "FIRE-WALL" Filing Cabinets with the Steel-plus Asbestos Construction give your records an increased margin of safety in case of fire.

**OFFICE SPECIALTY**

**FILING SYSTEMS and OFFICE EQUIPMENT**



# OFFICE AND FINANCE

## Show Good Profits

### Wayagamack Pulp and Paper Company, Limited, have Better Year and Improved Working Capital

The annual report of the Wayagamack Pulp and Paper Company, Limited, for the year ended November 30th, shows profits of \$372,030 on operations as compared with a loss of \$156,712 for the previous year. A better working capital position is also shown, chiefly owing to the \$1,374,500 bond issue of last spring. Inventories have been reduced from \$2,797,906 to \$1,528,515. Pulpwood logs and lumber are shown at \$879,205, as compared with \$2,151,297 in 1921. The table below compares the statements for the past three years:—

Profits .....	\$ 372,030	*\$ 156,712	*\$2,152,707
Bond interest and discount .....	270,854	220,000	220,000
	\$ 101,176	*\$ 276,712	\$1,932,707
Depreciation .....	160,000	160,000	160,000
	*\$ 58,824	*\$ 536,712	\$1,772,707
Stumpage .....	50,068	120,928	297,900
	*\$ 108,892	*\$ 657,640	\$1,474,807
Dividends .....		150,000	250,000
	*\$ 108,892	*\$ 807,640	\$1,224,807
Reserve for war tax ....			366,000
	*\$ 108,892	*\$ 807,640	\$ 858,807
Previous balance .....	1,010,815	1,818,455	959,648
	\$ 901,923	\$1,010,815	\$1,818,455
Current assets .....	\$2,455,150	\$3,567,758	\$4,445,627
Current liabilities .....	1,070,444	3,009,502	2,337,174
Working capital .....	\$1,384,706	\$ 558,256	\$2,108,453
* Deficit.			

## Royal Bank of Canada

### Statement for Year Ended November 30th shows Strong Financial Position

A strong statement for the fiscal year ended November 30th has been forwarded to shareholders by the Royal Bank of Canada. Out of total assets of \$479,362,366 the bank has liquid assets of \$216,048,331, equal to 49.37 per cent. of liabilities to the public. The report shows that trade has generally improved to a considerable extent.

Shareholders have also reason to be pleased at the manner in which the savings deposits are being maintained. During the past few years developments arising out of Victory Loan campaigns must have made very marked inroads into the deposits of the larger banks. In the case of the Royal this development has apparently been offset by the expansion of the branch system and the growth in many centres. The deposits amount to \$372,003,961, and of the total the savings deposits account for \$277,595,882.

The larger requirements of business and industry are reflected by total current loans of \$242,937,476.

The liquid assets of \$216,048,331, disclose within them a strong cash position, the total of current coin and Dominion notes being \$63,935,920, and there is a deposit in the central gold reserves of \$8,000,000, while cheques on other banks stand at \$20,573,642.

Ever since the close of the War there has been a steady reduction of the business undertaken on behalf of the Government, and holdings of Dominion and Provincial Government securities are down to \$22,950,224, a reduction of over \$1,500,000. Canadian Municipal securities total \$7,901,027; Railway and other bonds, debentures and stocks \$13,462,068, and call loans not exceeding thirty days \$48,610,100.

The Profit and Loss Account shows that earnings during the year have permitted of the payment to shareholders

of the usual dividends and bonus. After making provision for Dominion Government taxes and the write-off on bank premises, a little over \$100,000, was added to Profit and Loss Account.

The profits for the year, after deducting charges of management, accrued interest on deposits and making full provision for all bad and doubtful debts, amounted to ..... \$3,958,469  
As the amount carried forward from the previous year was ..... \$ 905,044

the total amount available for distribution was .. \$4,863,514  
This was appropriated as follows:

Dividends and bonuses .....	\$2,856,000
Transferred to Officers' pension fund .....	100,000
Appropriation for bank premises .....	400,000
Reserve for Dominion Government taxes .....	500,000
	\$3,856,000

Leaving balance to be carried forward into the new year of ..... \$1,007,514

## Canadian Bank of Commerce

### President and General Manager Review Past Year's Conditions at Annual Meeting

That the past year was one of general recovery on this continent was the opinion of Sir Edmund Walker expressed in his presidential address before the annual meeting of shareholders of the Canadian Bank of Commerce. This was especially marked, in view of the scanty buying power of Europe and the low prices of farm products. Sir Edmund referred also to the strides Canada is making in mining, the Ontario gold production alone now exceeding that of California. The period of low prices for metals has now passed and an increase in both production and profits may now be expected.

Sir Edmund analysed the trade figures for the fiscal year and noted that the exports to Great Britain had exceeded imports from that country by \$183,228,000, or about \$83,000,000 more than in the previous year, although the total figures were smaller. He also referred to the estimated value of the 1922 crop returns of Canada, namely \$984,139,000, as against \$931,863,000 in 1921 and \$1,537,170,000 in 1920, and said, "In view of our great wheat crop and recent improvement in price the estimate is disappointing, and the decrease in the value of our field crops affects our national situation so seriously that it may not be amiss to draw attention to the very clear reasons for the decline at the moment in the purchasing and debt-paying power of our farmers. We used to look forward to the possibility of a billion dollars as a magnificent return from our field crops, and the question as to whether it is so still, depends of course on the cost of production. The war and prosperity have, in every branch of industry, upset this cost, but they have also upset our point of view as to the returns we may look for from our efforts. We have had to face a tremendous adjustment of values, of which farmers have certainly had to bear their share, and in consequence many have heavy debts to meet, as a result of the losses of recent years, which can only be paid from the profits or the savings of the future."

Speaking on the subject of immigration the president advocated the adoption of an immigration policy which would attract settlers from Great Britain, the United States and Northern Europe, and would provide for practical guidance



# Bank of Montreal

Established over 100 Years

Capital paid up	-	-	\$27,250,000
Rest	-	-	\$27,250,000
Undivided Profits	-	-	\$558,815
Total Assets	-	-	\$713,569,566

## BOARD OF DIRECTORS:

Sir Vincent Meredith, Bart., President	
Sir Charles Gordon, G.B.E., Vice-President	
The Rt. Hon. G. B. Fraser, Esq.	
Lord Shaughnessy, K.C.V.O.	His Honour Henry Cockshutt, Esq.
C. R. Hosmer, Esq.	J. H. Ashdown, Esq.
H. R. Drummond, Esq.	E. W. Beatty, Esq., K.C.
D. Forbes Angus, Esq.	The Hon.
Wm. McMaster, Esq.	Sir Lomer Gouin, K.C.M.G.
Lt.-Col. Herbert Molson, C.M.G., M.C.	Gen. Sir Arthur Currie, G.C.M.G., K.C.B.
Harold Kennedy, Esq.	James Stewart, Esq.
H. W. Beauclerk, Esq.	

## Head Office: MONTREAL

Sir Frederick Williams-Taylor, General Manager  
BRANCHES THROUGHOUT CANADA and NEWFOUNDLAND

### FOREIGN BRANCHES AND AGENCIES:

LONDON, England  
In the UNITED STATES: New York, Chicago, San Francisco and Spokane.  
In MEXICO: Mexico City and Vera Cruz.  
In the WEST INDIES, BRITISH GUIANA and WEST AFRICA: The Colonial Bank (in which an interest is owned by the Bank of Montreal).  
PARIS, France

and help to newcomers. As far as land settlement was concerned Sir Edmund commended the work that had already been done by the Soldiers' Settlement Board, and spoke of the necessity for a similar system for general use. He also referred to the requirements of the factories and pointed out that the industries of North America are based upon a steady supply of unskilled labor.

Sir Edmund also referred to the forthcoming revision of the Bank Act, and said in this connection that whatever amendments might be suggested, it was essential that the principles of sound commercial banking should be preserved. He concluded by advocating the adoption of a simple turnover tax in place of the present sales tax, although the latter has been favorably commented on by other countries.

Sir John Aird, addressing the meeting as General Manager, also referred to the question of taxation and strongly urged a reduction in public expenditure as part of a policy lightening the burden on industry and so reducing the costs of production to a point that would enable the manufacturer to meet the farmer and other consumers, at home and abroad. The past year had seen some further advance towards normal conditions, that is to say better balance had been reached between the incomes of the various industries, but until this was still further improved, general prosperity would not revive.

Sir John reviewed the main features of the Bank's annual statement, and referred to an increase of nearly \$5,000,000 in holdings of gold. He spoke of the excessive competition for savings deposits that had resulted from the entrance of some of the Provincial governments into the banking field, and in referring to the forthcoming revision of the Bank Act said that he considered that the establishment of a government bank along the lines of that established in Australia, would not be in the best interests of Canadian industry, chiefly because conditions in the two countries were so different.

## Standard Chemical Company

### Depression in Chemical Industry During Year Ending March 31st Causes Heavy Deficit

The eleventh annual report of the Standard Chemical Company, Limited, covering the year ended March 31st last, shows a deficit of \$624,088 as compared with a surplus of \$138,280 at March 31st, 1921. The year was marked by severe depression in the chemical industry and profits on operations of the company amounted to only \$20,621 as compared with \$340,328 for the fifteen months covered by the previous statement. The working capital has also been reduced by about \$600,000. The table below gives comparisons of the past year's statement with that of the preceding fifteen months:—

	1922	1921 (Fifteen months)
Profits .....	\$ 20,861	\$340,328
Deductions .....	783,229	507,295
Loss .....	\$762,368	\$166,967
Previous surplus .....	138,280	305,247
Surplus .....	\$624,088*	\$138,280
*Deficit.		
	1922	1921
Current assets .....	\$1,411,659	\$1,942,065
Current liabilities .....	681,185	606,223
Working Capital .....	\$730,474	\$1,335,842

## Foreign Banking Service in Canada's Commercial Capital

The Union Bank of Canada placed the headquarters of its foreign Department in Montreal because at this point it is best able to serve Canadian business men in foreign trade.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg, and connections with Vancouver, enable us to keep closely in touch with conditions in Canada and abroad.

Through continual operations in the exchange markets of Canada, the United States, Great Britain and world centres, we are able at all times to handle international exchange at closest possible rates.

## Union Bank of Canada

## PATENTS FETHERSTONHAUGH & CO.

(The Old Established Firm)  
KING AND YONGE STS.

ROYAL BANK BLDG., TORONTO

F. B. Fetherstonhaugh, .C., M.E.  
H. T. S. Young, M.E.

J. E. M. Fetherstonhaugh, M.E.

Branches throughout Canada and United States.



### Imperial Tobacco Company

**Net Profits for Year Ended September 30th Amount to \$3,630,976; Surplus, \$1,305,304**

The eleventh annual statement of the Imperial Tobacco Company of Canada, Limited, for the year ended September 30th, shows a very profitable year's business. Net profits amounted to \$3,630,976, as compared with \$3,336,783 in 1921, and \$3,386,150 in 1920. After paying the preferred and common dividends a surplus of \$1,305,304 was left, and after addition of the previous balance of \$4,059,166, and deduction of the final dividend of \$314,304, there is left \$5,050,166 to the credit of profit and loss. The balance sheet shows that the company's strong working capital position has been well maintained. The table below gives a comparison of the profit and loss accounts for 1920, 1921 and 1922:

	1922	1921	1920
Net profits .....	\$3,630,976	\$3,336,783	\$3,386,150
Preferred dividends .....	443,542	426,546	401,261
Ordinary dividends .....	\$3,187,434 1,882,130	\$2,910,237 1,651,415	\$2,984,889 1,620,150
Previous balance .....	\$1,305,304 4,059,166	\$1,258,822 3,114,648*	\$1,364,739 2,859,935
Final 1% dividend .....	\$5,364,470 314,304	\$4,373,470 314,304	\$4,224,674 270,025
Balance .....	\$5,050,166	\$4,059,166	\$3,954,648

\*Balance, less amount transferred to Employees' Benefit Fund.

### Canada Iron Foundries

**Earnings During Year Ending September 30th Decreased but Working Capital Unimpaired**

Depression in the iron industry during the first half of the year ended September 30th, had an adverse effect on the earnings of Canada Iron Foundries, Limited. Earnings amounted to \$115,349. Interest and exchange, \$57,622, and \$50,000 transferred from the reserve account, brought the year's revenue to \$222,972. Provision for depreciation, debenture interest and sinking fund and maintenance of non-operating plants took \$277,409, so that the balance of \$55,522 carried from last year was reduced to \$1,085. The profit-and-loss accounts for 1920, 1921 and 1922 are compared below:—

	1922	1921	1920
Earnings and other revenue .....	\$222,972	\$344,452	\$652,946
Depreciation .....	195,059	195,059	195,059
Debenture interest and sinking fund .....	\$27,913 69,716	\$149,393 71,523	\$457,887 72,837
Dividends .....	—\$54,437 .....	\$65,780 155,112	\$372,572 155,112
Other Expenditures .....	—\$54,437 .....	—\$89,332 .....	\$217,460 *238,461
Previous balance .....	—\$54,437 55,522	—\$89,332 144,855	—\$21,501 166,356
Balance .....	\$1,085	\$55,522	\$144,855

\*Includes \$50,000 transferred to reserve account.

	1922	1921	1920
Current assets .....	\$2,052,859	\$2,099,313	\$2,913,132
Current liabilities .....	81,859	84,914	786,056
Working capital .....	\$1,971,000	\$1,904,399	\$2,127,076

(Continued on page 196)

### RIDOUT & MAYBEE

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<i>Rice</i>	<i>Produce</i>
<i>Sugar</i>	<i>Canned Goods</i>
<i>Paper</i>	<i>Machinery</i>
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ESTABLISHED 1905

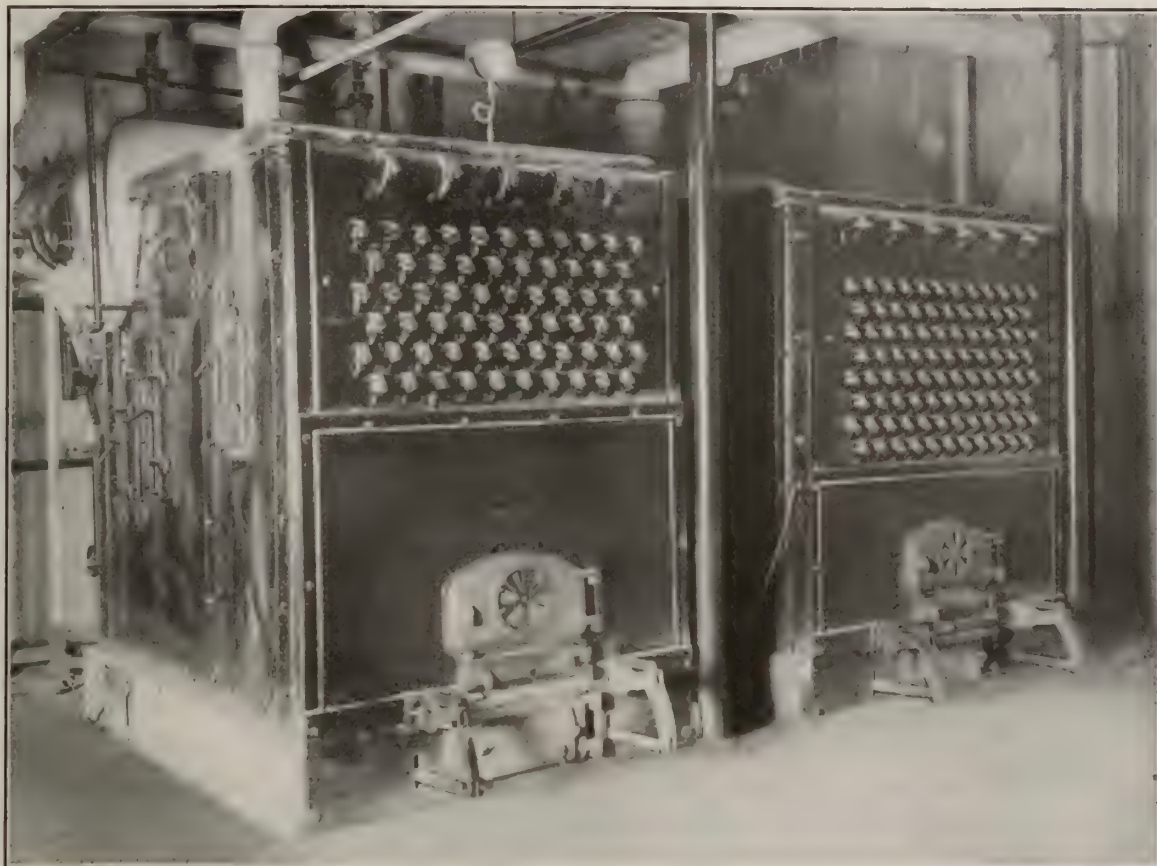
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Illustration shows the Kitchener Y. M. C. A. Installation

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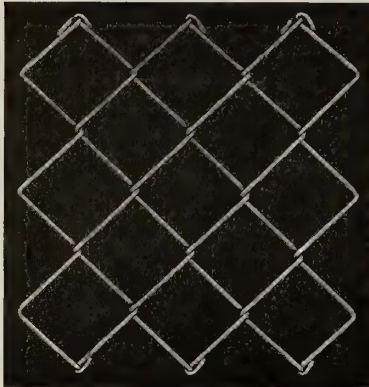
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248 McDermott Ave.  
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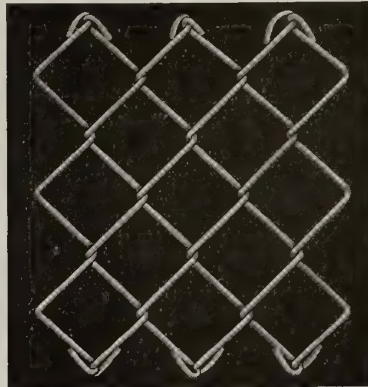
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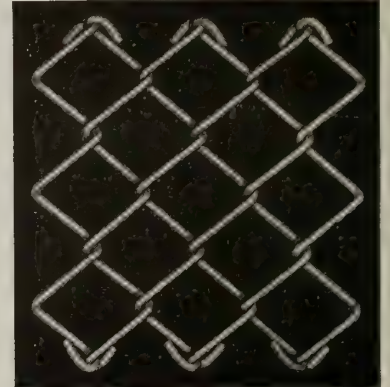
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# Canada's Industrial Expansion

## RECORD OF PROGRESS

### Plan Extensive Additions

#### Ault & Wiborg Company, of Canada, Limited, will Erect New Building and Enlarge Old

The Ault and Wiborg Company, of Canada, Limited, 19-23 Charlotte Street, Toronto, are preparing plans for the erection of an eight-storey building 25 by 55 feet, on the end of their lot, and the building of four more storeys on their present factory. The whole structure will be of steel and concrete, and the company expect to start building operations around the end of this month.

The company state that they firmly believe that the next five years will be the most prosperous period of their history, and they are relieving their present crowded conditions in preparation for the expected rush of business.

### Maritime Branch Plants

#### Cooperage Company of Canada, Limited, Established Factories at St. John and Sydney

The Cooperage Company, of Canada, Limited, Hamilton, have recently started two new plants in the Maritime Provinces. One is at St. John, New Brunswick, to sell to the Pender Nail Works and Maritime Nail Works there, the other at Sydney, Nova Scotia, to serve the Dominion Iron and Steel Company, Limited. The company state that they will employ seven or eight men at each plant.

### Developing Cascara Industry

#### Investigations in Progress in British Columbia Regarding Manufacture of Important Medicinal Extract

W. McNair, 514 Orpheum Building, Vancouver, has formed the Canadian Cascara Company in association with several well-known medical men. They intend primarily to deal in the cascara bark and later install a plant for distilla-

tion as soon as the findings of a special commission appointed by the Government are made known.

The cascara industry has been in the control of the Japanese for the past ten years and unscientific methods of peeling the bark have destroyed many trees and made large inroads on the supply. Dr. John Davidson and Dr. R. H. Clark, of the University of British Columbia, are carrying on investigations for the Government in co-operation with the Vancouver General Hospital, endeavoring to prove the feasibility of establishing in British Columbia a plant to manufacture the extract of cascara and at the same time use the by-products, so that the bark will not have to be sent outside of the Province for treatment.

British Columbia is the only part of the British Empire of which the cascara tree is a native. As there is a world-wide demand for the extract, far exceeding the supply, the industry, if properly developed, should be worth a great deal to the Province. From inquiries which have been received by the Department of Trade and Commerce there appears to be a market, in the United States alone, at the present time for 500 tons or more of cascara bark per annum. The bark is worth from nine to twelve cents a pound at Vancouver.

### Iron Oxide Plant

#### Triangle Chemical Company, New Westminster, Planning Important Addition to Factory

It is expected that a plant will be established shortly at New Westminster, B.C., for the manufacture of iron oxide as an adjunct to the main business of the Triangle Chemical Company. That company's plant for the manufacturing of chemical fertilizer, established a year ago at New Westminster, is reported to have met with fair success during its first year of operation and is preparing to do fifty per cent. more business in that line in 1923. The original plant cost in the neighborhood of \$90,000, and it is now proposed to make an addition for the production of iron oxide at an estimated cost of \$25,000.

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW SILK INDUSTRY ESTABLISHED AT COWANSVILLE, P.Q.

This is the plant of the Premier Silk Mills, Limited, described as the first broad silk mill in Canada. The main building measures 100 x 50 feet and they have acquired adjoining land to take care of future expansion. Sixty looms have been installed and this number will eventually be increased to 150. The company are controlled by the Regal Silk Company, of Paterson, N.J. and will manufacture broad silks, crepe de chine, etc.,



## Buy Furniture Factory

### Blackmore Hamilton Furniture Company, Limited, Starting Operations in Listowel, Ontario

The Blackmore-Hamilton Furniture Company, Limited, have purchased the furniture factory at Listowel, Ont., formerly owned and operated by the D. Hibner Furniture Company, of Kitchener. N. Blackmore, president of the new company, was formerly superintendent of this factory, and H. Hamilton, the vice-president, was factory superintendent of the woodworking department of the A. Malcolm Furniture Company. They are both practical furniture men and will direct the manufacturing end of the business. The secretary-treasurer is E. A. Treleaven of Palmerston. Thomas Burnett, Louis Pfeffer and J. H. Blackmore, of Listowel, and N. Honderick, of Milverton, are also directors.

The company intend to manufacture a medium-priced line of chairs, dining-room suites, library tables, etc. They are this month exhibiting at furniture shows in Toronto and Kitchener.

## Elton Knitting Mills

### New Company to Operate Plant Formerly Owned by Penmans, Limited, at Port Dover

The Elton Knitting Mills, Limited, have purchased the mill at Port Dover, Ont., formerly owned by Penmans, Limited. The company, capitalized at \$600,000, will use the plant for the manufacture of a high grade of unshrinkable underwear, jersey and sports cloth, with an improved English finish which will compare with the best imported English goods.

A. E. Elton, founder of the company, is also president and general manager. He has had eighteen years' experience among the leading manufacturers in England and has spent several years in experiments to obtain an unshrinkable and cold-resisting finish on pure wool. The product which he has perfected will be made in the Port Dover plant and marketed under the registered name of Coldovoid. The plant will require little alteration for the new goods.

The other officers and directors of the company are: C. W. Barwell, vice-president; John S. Martin, treasurer; L. B. Ivey, W. J. T. Ivey and D. J. Hoggarth.

## Will Start Construction

### Directors of Welland Cotton Mills, Limited, Call for Tenders for Erection of Plant

At a meeting of the directors of the Welland Cotton Mills, Limited, on December 11th, it was decided to proceed to allotment of stock and to let contracts for the construction of the buildings. Work is already under way on the foundations, and tenders for the erection of the superstructure are being called for.

The Welland Cotton Mills, Limited, are the first purely local industry of any large size that has been established in Welland. C. T. Grantham, president and manager of the concern, has had a long experience in cotton manufacture. Associated with him are L. B. Spencer, secretary-treasurer, and Hon. R. Harcourt, G. R. Lahey, J. G. Johnson, L. C. Raymond, K.C., M. J. Gustofer and Robert Cooper, M.P.P., directors.

## Distillery Changes Hands

### Vancouver Interests Purchase Plant and Business of British Columbia Distillery, New Westminster

Vancouver interests, represented by MacDonald Marling, vice-president of the British Columbia Breweries (1918), have purchased, lock, stock and barrel, the plant and business of the British Columbia Distillery at New Westminster. It is possible that English capital may take an interest in the concern at a later date, but at present the purchasing syndicate is composed entirely of British Columbia people. The transfer of the property took place on November 1st.

Since its inception in 1904 the distillery has increased its business until at present the plant has an annual capacity of 300,000 gallons of spirits. Lately, large sums have been spent to equip the plant for the production of industrial alcohol, in addition to its other products.

The plant of the British Columbia Distillery is situated near the tracks of the Great Northern, Canadian Pacific and British Columbia Electric Railways. Adjoining the plant is the large hog ranch of P. Burns & Company, Limited, and pumping machinery has been installed, by means of which all spent grain is pumped to the ranch, to provide food for between four and five hundred hogs.

## Spinning Mills Enlarge

### Milton Worsteds Yarn Spinning Mills, Limited, Taking Over Shoe Factory

The Milton Worsteds Yarn Spinning Mills, Milton, Ontario, have bought the factory premises formerly owned by the Milton Shoe Company and are remodelling them for use, as an addition to their own plant. The building is two-storey, solid brick, and contains about 10,000 square feet of floor space. New factory flooring is being laid and the building, renovated throughout, will be a splendid plant for the drawing, spinning, and twisting of worsteds yarns.

The company have already placed orders for the spinning machinery and expect delivery early in the new year. Within two or three months they expect to have the wheels turning.

The Milton Worsteds Yarn Spinning Mills have been enjoying a good period of business. Their plant has been running night and day for the past sixteen months and they have enough business booked to take their entire output for ten months more.

## Building New Factory

### London Shipping Containers, Limited, Buy Site and Will Greatly Increase Capacity

The purchase of additional land has been made by London Shipping Containers, Limited, to enable them to erect a larger factory. The site has a frontage of 75 feet and a depth of 370 feet. The 75 foot width extends back for 125 feet and then narrows to 45 feet. This will give a main factory floor space of 45 x 370 feet and a room 30 x 125 feet for shipping accommodation. The building will be a one-storey structure of reinforced concrete and brick, with basement containing silicate tanks and boiler departments. The plant will give the company several times their present capacity, while the clear floor space will be an advantage over their present working conditions.

London Shipping Containers, Limited, have been in existence since the fall of 1919 and their capital is entirely local. They have recently made a slight change in their directorate but the management of the business will remain the same as before.

## Conclude Selling Agreement

### Western Steel Products, Limited, to act for Metal Shingle and Siding Company in the West

An important arrangement has been concluded between the Metal Shingle and Siding Company, Limited, of Preston, Ontario, Toronto and Montreal, and the Western Steel Products, Limited, of Winnipeg, Calgary, Edmonton and Regina. The former company have had offices in Winnipeg, Calgary and Saskatoon. By the agreement reached, these offices were closed on January 1st and the Western Steel Products, Limited, have taken complete charge of the territory of the four Western Provinces for the manufacture and sale of the products of both companies.

In addition to selling the products of the combined factories in the west, the Western Steel Products, Limited, will act as exclusive selling agents for the Metal Shingle and Siding Company, Limited, for such products as are not made in the western factories—metal lath, rolling steel shutters, steel sash, O.K. thimbles, Swartwout ventilators, etc.

Factories and sales offices will be operated at Winnipeg, Saskatoon, Regina, Calgary, Edmonton and Vancouver, and from these centres the products of the factories, both east and west, will be distributed.



# REGAL BOND



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## Brantford Brass Foundry

### New Company Meeting Good Demand for Products and Contemplate Plant Expansion

The Brantford Brass Foundry, Limited, who have been incorporated with a capital of \$100,000 to take over the business formerly carried on by the Brantford Brass Foundry Company are planning to expand their plant in the near future. They are meeting with quite a large demand for their products, which include brass, bronze and aluminum castings, art ware and builders' hardware, and state that if they had the space they could do about three times the amount of their present business. The extension they are planning will nearly double their present floor space and will give them enough room to triple their present output.

## Extra Plant for Smelter

### Granby Consolidated Mining, Smelting & Power Company Adding More Hydro-Electric Equipment

The Granby Consolidated Mining, Smelting & Power Company announce that a contract has been signed for the installation of a 5,000 horse-power addition to their existing hydro-electric plant at Anyox, in Northern British Columbia. The new addition will cost in the neighborhood of \$200,000 and is intended to be in readiness for service in July next. The turbines used will be Pelton water-wheels, made in Canada, and the generators will be built by the Canadian Westinghouse Company.

## Ice Cream Factory

### Purity Ice Cream Company Building Plant and Storehouse at Fredericton, New Brunswick

The Purity Ice Cream Company, Fredericton, New Brunswick, are erecting a two-storey brick factory, 30 by 40 feet, and a storehouse for ice of 1,000 tons capacity, on the bank of the St. John River. This will give employment to from ten to fifteen men throughout the year. The company have decided on Fredericton as the best distributing point for the Province of New Brunswick.

## Have Completed Enlargement

### G. F. Sterne & Sons, Limited, Brantford, Now Occupying New Plant

G. F. Sterne & Sons, Limited, Brantford, Ont., have completed and are occupying their new plant. The building is 60 x 72 feet and will be used for the manufacture of stove and special cements. Their old plant, a two-storey building, 65 x 50 feet, has been remodelled for the manufacture of fine and general chemicals. These are a new line and have entailed the addition of much new equipment. The expansion and new products have increased the company's output considerably.

## Engravers Craft, Limited

### British & Colonial Press, Limited, Form Subsidiary Company to Handle Photo Engraving

The photo engraving, commercial photography and art departments of British and Colonial Press, Limited, Toronto, are being formed into a new company to be known as Engravers' Craft, Limited. The new organization, which commenced operations this month, will specialize on the needs of buyers of photo engravings and is under the active management of F. C. Rainey. All other departments of British and Colonial Press, Limited, remain as before.

## Are Rebuilding Plant

### Renfrew Machinery Company, Limited, Decide on Immediate Re-construction of Burned Factory

The directors of the Renfrew Machinery Company, Limited, Renfrew, Ont., whose plant was destroyed by fire on November 14th, have decided to rebuild at once and they expect to be in operation again some time this month. They will use parts of the old structure which were not destroyed

and the completed plant will measure 100 x 50 feet, with a storehouse of similar dimensions. The capacity of the new plant will be 10,000 truck scales per annum and, as the company have been getting a heavy demand for their product from the export trade, they have designed the building so that its capacity can be doubled with little difficulty.

## Making Ammonia Compressors

### Canadian Ingersoll-Rand Company, Limited, Add Several New Products to Their Line

The Canadian Ingersoll-Rand Company, Limited, Sherbrooke, Quebec, are now building a complete line of ammonia compressors suitable for the requirements of raw water ice plants, ice cream factories, cold storage plants, etc. They are built in sizes suitable for all sizes of plants and for long belt, short belt, steam, oil engine, or direct-connected, electric motor drive, and embody the latest elements of design.

The company are also making a new line of small vertical compressors, type 15, and a complete line of straight line power and steam-driven plate-valve compressors.

## Production of Potato Starch

### Pacific Starch Products, New Westminster, Now Ready to Commence Operations

A start is scheduled to be made shortly with the manufacture of potato starch at the plant of the Pacific Starch Products at New Westminster, B.C. The plant is now practically completed and has about 2,000 tons of potatoes on hand with which to start operations. The farmers throughout the Fraser Valley are large shareholders in the new company, who propose to manufacture starch for the export as well as the domestic demand. Orders are reported to have already been received by the new company for export shipments to Great Britain and to New Zealand.

## Bank Note Company

### Canadian Bank Note Company, Limited, take over Ottawa Branch of American Company

On January 1st, the Canadian business of the American Bank Note Company was taken over by the Canadian Bank Note Company, Limited, a new company organized under a Dominion Charter, with a paid-up capital of \$2,500,000. The Canadian manufacturing branch of the American Bank Note Company was established in Ottawa over twenty-five years ago. At present, it is probably the largest manufacturer of steel engraved bank notes in the British Empire and employs about 600 highly skilled hands.

The new company are taking over all the Canadian property and assets of the American Bank Note Company, including contracts with the Dominion Government and chartered banks for the printing of Dominion notes, bank notes, postage and revenue stamps, etc.

## Cheese Plant Projected

### Fraser Valley Milk Producers' Association Contemplate Erection of Co-operative Factory

It is reported that the Fraser Valley Milk Producers' Association, the co-operative organization of dairy farmers in the Fraser Valley in British Columbia contemplate the expenditure in the near future of approximately \$30,000 for the purpose of establishing better and more convenient facilities for handling the milk produced by members of the Association, the plans including the erection of a cheese factory to take care of the surplus from the rapidly-increasing milk production in the Valley.

The Milk Producers' Association already operate their own creameries and butter factories, and the consummation of plans for the co-operative manufacture of cheese will have the tendency to place the production and marketing of their product, aside from milk condensing, practically under the complete control of the dairy farmers in the Fraser Valley.





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Underwear, Hosiery and Sweaters,  
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LIMITED

PARIS : : : CANADA





### Dominion Fabrics, Limited

**New Company at Dunnville, Ontario, Complete Factory and Start Manufacture of Dress Goods**

Dominion Fabrics, Limited, are a new company at Dunnville, Ontario, incorporated to manufacture cotton and artificial silk dress goods. They have completed a brick and cement building, 130 x 54 feet, two storeys and basement, where they have commenced the manufacture of ratine dress goods and towels. When in full operation, they will employ from 75 to 100 hands.

The company have an authorized capital of \$250,000. The officers are: Thomas Camelford, president; William Camelford, vice-president; Alex. Camelford, treasurer; and E. M. Smith, secretary. All are also interested in the Dominion Hammock Manufacturing Company, Limited.

### Will Rebuild Plant

**E. T. Nesbitt, Registered, Will Replace Planing and Saw Mill in Time for Next Season**

E. T. Nesbitt, Registered, Quebec City, will rebuild their planing and sawing mill destroyed by a recent fire. Construction work will be done this winter so as to have the plant ready for next season's business.

The mill will be brick, 110 x 110 feet, 18 feet high, with steel framing and fireproof roof. The lumber shed will be of wood and metal, 100 feet square and 18 feet high. As the buildings destroyed were erected only seven years ago and gave all the accommodation desired, there will be practically no change in the plans of the new structures.

### Buy Galt Business

**Lang Tanning Company, Limited, Kitchener, Acquire Cut Soles, Limited, Galt**

The Lang Tanning Company, Limited, of Kitchener, Ontario, have purchased the assets of Cut Soles, Limited, Galt, and made application to have the latter firm's charter cancelled. When this is done the name will be changed to the Lang Tanning Company.

The company will continue to cut their own tannage of leather in Galt until such time as they have room for it in their own plant in Kitchener. They will probably build a large cut sole plant in Kitchener early in the spring but details of the size of this building are not yet available.

James Aird and Company, Montreal, have rebuilt their shoe factory at 15-17 St. Gabriel Street, which was destroyed by fire last spring. The new building is the same size as the old, but has been built in such a way as to be more suitable for the manufacture of shoes. The company are making the same lines as before the fire.

The Goderich Manufacturing Company, Limited, Goderich, Ontario, have made a proposition to the town to rebuild their factory this spring, and also to erect a salt plant, if the town will close a number of streets which the company require to carry out their building programme.

The first paper ever made in Fort William, Ontario, was produced on the last day of 1922, when a run of newsprint was turned out by the new machinery of the Fort William Paper Company, Limited. The run was a trial of the machinery, which was being turned over for the first time and was quite satisfactory.

The Triangle Chemical Company, Limited, New Westminster, British Columbia, are enlarging their plant so as to manufacture muriatic acid, in addition to sulphuric acid and fertilizers.

E. G. Ryley, formerly manager of western branches of the Trussed Concrete Steel Company, of Canada, Limited, has been appointed manager of the company's Toronto branch, with offices at 34 King Street, West.

## Deaths Among Prominent Manufacturers

### Adam Lothian Russell

Through the sudden death of Adam Lothian Russell, in Vancouver, the C.M.A. have lost one of their oldest and strongest supporters. Mr. Russell for thirty-one years was actively identified with the industrial progress of his city and province. He was a man of sane judgment, ability and steady courage, and his confidence in the future of the West influenced many developments of Provincial resources.

Mr. Russell was vice-president of Evans, Coleman and Evans, Limited, vice-president and managing director of the Clayburn Company, Limited, manager of the Canadian Western Steamships, Limited, president of the Ocean Packing Company, Limited, a director of the Crow's Nest & Southern Railway and of the Amalgamated Oil Company, Limited.

Mr. Russell was born in Scotland, fifty-eight years ago, and came to British Columbia in 1891, after some years' experience in shipping at Glasgow. Until 1901 he operated a brokerage office for himself and then amalgamated his business with that of Evans, Coleman and Evans. In 1907 the three other members of the firm retired and the business was incorporated, with Mr. Russell as managing director. In 1918 he retired from active management to manage the Clayburn Company, Limited, but remained vice-president of Evans, Coleman and Evans. In June, 1920, he returned actively to the shipping business, becoming head of Canadian Western Steamships, Limited, the first Vancouver company operating ocean-going vessels.

### Arthur G. Griffin

The sudden death of Arthur G. Griffin of the Dent-Griffin Company, Limited, St. Catharines, Ontario, occurred on October 31st. He was taken ill while attending a Halloween party given by the employees of the company, and died in hospital a few hours later. Mr. Griffin was born in Amsterdam, N.Y., and after leaving high school associated himself with his brother, B. S. Griffin, who had started the first business in the United States for Fownes Brothers of London, England, at Amsterdam, N.Y. He was later associated with his other brother at Buffalo and also with the Niagara Silk Mills at Tonawanda, N.Y. After severing his connection there he started a glove silk hosiery business in Toronto and continued it until with B. S. Griffin he formed the new Dent-Griffin Company, Limited, at St. Catharines.

Although Mr. Griffin was still a young man, thirty-three years old, he had had a wide experience in the silk business, and if he had lived would undoubtedly have soon been recognized as one of the foremost silk men in Canada.

### William Cowan

William Cowan, one of the leading manufacturers of Galt, Ont., died on December 3rd, in his eighty-second year. Mr. Cowan was born in Waterloo Township, near Galt, and in his early days was a veterinary and for some time a lecturer at the veterinary college. He retired from this profession many years ago and helped to found the business of Cowan & Company, of Galt, Limited, manufacturers of woodworking machinery. He was president and directing head of this business for many years, and was actively engaged in his work up to a few weeks before his death.

Mr. Cowan was an active member of the Galt Board of Trade, and was always ready to assist anything that would benefit his city. He was respected by all who knew him for his high standards of commercial integrity.



# FIRE EQUIPMENT



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195 WESTON ROAD

TORONTO



### J. J. Westgate

J. J. Westgate, founder of the Hudson Bay Knitting Company, and prominently identified with many other industries, died in Montreal on November 30th, in his sixty-second year. The late manufacturer started his business career as a salesman for the Slater Shoe Company, Limited, and became vice-president of that concern after five years. In 1889 he established the Hudson Bay Knitting Company, the largest manufacturers of shirts, gloves and clothing in Canada, and became president and general manager. He was influential in the amalgamation of the large Canadian rubber companies. He also was the chief organizer of the Canadian Light and Power Company and brought about the locating of the Armstrong Whitworth Company, Limited, at Longueuil. He was a director of the Lachine Rapids Power Company and of a number of other concerns.

### Alexander Buntin

Alexander Buntin, head of the Buntin, Reid Company, Toronto, died on December 11th, from the effects of a stroke. Mr. Buntin was born in Montreal in 1865, and was educated in Edinburgh and Lennoxville. For two years he was in the merchant marine, leaving the service as a second officer in 1889. He later went into the Valleyfield mill owned by his father, the late Alexander Buntin, of Montreal, and succeeded him as head of the Buntin, Reid Company.

### John E. Weigand

John E. Weigand, president of the J. E. Weigand Company, Limited, Kitchener, Ont., died on November 28th in Stratford. Mr. Weigand, who was sixty-five years old, was born in Bruce county and when a young man moved to Kitchener, where he founded the shirt manufacturing company which bears his name. Some years ago he retired from the presidency of the company on account of ill-health, leaving the business to his two sons, M. E. Weigand and H. A. Weigand.

### Leslie Hamilton Gault

Leslie Hamilton Gault, president of the former firm of Gault Brothers & Company, Limited, died in England on November 14th. Mr. Gault was born in Montreal in 1855 and was educated there. He entered the firm of Gault Brothers & Company in 1871. In 1883 he became a partner, in 1896 a director and in 1903 president. He was also a director of Gault's, Limited, Winnipeg; Gault Brothers, Limited, Vancouver; the Crescent Manufacturing Company, Limited, Montreal, and the Van Allen Company, Limited, Hamilton. He had been living in England for the past ten years.

### John H. Cole

John H. Cole, managing director of Knight Brothers Company, Limited, Burk's Falls, Ontario, died recently after an illness of several weeks. He was born in Georgetown in 1881, and joined the staff of Knight Brothers Company in 1899, acting as shipper and lumber inspector, and later as cost accountant until 1904, when the plant was destroyed by fire. He then took charge of the Burk's Falls office of the Magnetawan Tanning and Electric Company, later going to their head office in Toronto as secretary of that company and of Tobey, Limited, Collingwood. In 1916, he resigned in order to manage the activities of Knight Brothers Company at Burk's Falls, and was with them up to his death.

### George W. O'Neill

George W. O'Neill, president and manager of the J. C. Risteen Company, Limited, Fredericton, New Brunswick, died suddenly at his home in that city. Mr. O'Neill was born in Fredericton sixty-seven years ago and for the past

forty-five years had been with the Risteen Company, devoting his attention to the practical work of manufacturing until twenty-one years ago when he was appointed manager. He was later made president and managing director, and held that position at the time of his death.

### John Irving

John Irving, for many years general sales manager of the Nova Scotia Steel and Coal Company, Limited, died in Montreal on December 13th at the comparatively early age of fifty-five. Mr. Irving had grown up with the Nova Scotia Steel & Coal Company and for a long period was associated with their activities in New Glasgow. On his appointment to the position of general sales manager, he moved to Montreal, where he became well-known in the higher circles of the railway and business world.

### F. D. Palmer

The death of F. D. Palmer, one of the leading citizens of Galt, Ontario, occurred on December 16th. Mr. Palmer was born in Rochester, New York, but came to Canada while yet a young man, entering the service of the Shurly-Dietrich Company, Limited, and rising to the position of manager which he held until his retirement ten years ago. He was on the directorates of many other companies, including the Canadian Porcelain Company, Limited, Hamilton; The Great West Felt Company, Elmira; Preston Car and Coach Company, Limited, and Galt Chemical Products, Limited.

### James Hardy

The sudden death of James Hardy, president of the Hamilton Stove and Heater Company, occurred in Atlantic City on October 17th. He was born in Nottingham, England, sixty-eight years ago, but for the past forty years had made his home in Toronto where he was a member of Jenkins & Hardy and James Hardy & Sons, chartered accountants. He was a director of the Standard Bank and of the Canadian Creosoting Company.

### Lachlan E. McKinnon

Lachlan E. McKinnon, head of the McKinnon Industries, Limited, St. Catharines, Ontario, died on January 11th at the age of 69. He had been in poor health for several years and during the past few months had been seriously ill.

Mr. McKinnon was born in Owen Sound and went to St. Catharines when a young man, as a hardware clerk. Thirty-five years ago he founded the industry which bears his name and became one of the foremost manufacturers of metal goods on this continent. Branches of the business are in Buffalo, Tonawanda and Columbus, Ohio. During the war the McKinnon plants turned out great quantities of munitions.

### Robert MacGregor

One of the industrial pioneers of Galt, Ontario, Robert MacGregor, died on January 11th in his eighty-first year after a long illness. He was the late president of the MacGregor-Gourlay Company, Limited, manufacturers of iron and woodworking machines and iron tools, whose plant is now the headquarters of the Canada Machinery Corporation.

Mr. MacGregor, who was born near Brockville, went to Galt in 1868 and started a retail boot and shoe business. After a few years he moved to Guelph and was there for eleven years. In 1883 he returned to Galt and went into the firm of Cant and Gourlay as office manager. Later he bought out the interests of John Gourlay and organized the MacGregor-Gourlay Company of which he remained president until he sold out to the Canada Machinery Corporation in 1910.



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## Books and Catalogues

### Conclusions on Unemployment

*Unemployment in East London.* The Report of a Survey made from Toynbee Hall. London: P. S. King & Son, Limited, Orchard House, Westminster, S.W. One shilling.

The outstanding features of this report, which covers conditions in East London during 1920-21, may be summarized as follows—

1. The nutrition and general health of unemployed was noticeably better than during periods of unemployment before the war. This was due to (a) savings from the good times of the war and (b) the unemployment dole.

2. The artisan class suffered more in morale than the casual labor class.

3. Unemployment was greater in the case of boys of eighteen to twenty-two, than in the case of older men, the reason being that older men were the last to be discharged.

4. The effect of continued unemployment on young men was particularly bad. There was a marked tendency to talk of the "breakdown of the present system," and to go in for revolutionary ideas.

5. Practically all employers condemned the employment exchanges as useless. "Our experience is that all the incompetents go there to get berths, and we have never yet had anyone sent down from an exchange who was worth half an hour's employment," wrote one employer whose view was typical.

6. Employers were also practically agreed that the unemployment dole had a very bad effect on those who received it, particularly on the young and unmarried, among whom there was a marked tendency to avoid work and content themselves with the sort of existence that could be eked out on the dole.

H. W. MACDONALD.

### The Manufacture of Dyes

*The Manufacture of Dyes.* By John Cannell Cain, D.Sc. (Manchester). Toronto: The Macmillan Co. of Canada, Limited. \$3.65.

The MS. of this book was practically complete before the death of Dr. Cain, in January, 1921. It is printed almost as received by his great friend, Professor J. F. Thorpe, and is apparently a companion book to the author's "The Manufacture of Intermediate Products for Dyes." The system adopted is to clearly describe the most important member of some seventeen typical groups, and in some cases two members of one group are referred to. Professor Thorpe is confident that Dr. Cain intended to introduce illustrations of plant and appliances, but as none were described, it was decided to publish the book as he left it. It might be well to mention that the chemistry, properties and modes of application of the various dyes are dealt with in the author's book, "The Synthetic Dyestuffs," and the three books were evidently intended by Dr. Cain to supplement each other. To the student or manufacturer of dyes, these books are invaluable.—T. D. W.

### Distillation of Hardwoods

*Distillation of Hardwoods in Canada.* By John S. Bates, Ph.D., formerly Superintendent, Forest Products Laboratories of Canada. Ottawa: Dominion Forestry Branch, Department of the Interior. 25 cents.

This valuable report gives a very complete account of an important Canadian industry. It deals exhaustively with process, plants, production and disposal, costs, and prospects. The writer says:—"It is gratifying to note that manufacture is carried beyond the stage of the crude products, where so many of Canada's industrial activities cease, and that the specially refined and derived chemicals are produced in Canada for domestic and export trade. It is a significant fact

that a single well-organized company handles practically all operations, from the cutting of the wood to the manufacture and sale of the finished chemicals. Furthermore, the industry is now on a satisfactory basis of technical control, and science is being applied to the further development of derived products originating in the crude wood distillation."

### A Year Book

*Year Book.* National Fire Protection Association. Executive Office: 87 Milk Street, Boston, U.S.A.

This publication contains the names and addresses of the 3,723 members of the National Fire Protection Association, as at September, 1922. Of these, 331 are located in Canada. A supplementary list supplies the names of members by States, Provinces and Cities. The book also contains the articles of association and officers and committees of the Association for the year 1922-23.

### The Grinding Industry

*Grinding; Wheels, Machines, Methods.* Worcester, Massachusetts, 1922, Norton Company.

This book, which the Norton Company, the parent concern of the Norton Company of Canada, Limited, Hamilton, have recently published, is an illuminating discussion of modern practice in the manufacture and use of abrasives. It represents the co-operative effort of various experienced men on the engineering, manufacturing and executive staffs of the Norton Company. The company do not claim that the book is the last word on the subject, as the industry is still growing and improving, but the information compiled is as up-to-date as possible.

The table of contents gives some idea of the completeness with which the field has been covered. Some general chapters come first dealing with grinding, abrasives, manufacture and selection of grinding wheels. These are followed by chapters on semi-precision grinding, tool and cutter grinding and cylindrical work. Various types of grinding such as crankshaft, roll, form, cam, plane surface, etc. come next; polishing and lapping take up a chapter and the remainder of the book is devoted to instructions on the use and care of grinding wheels.

A number of photographs and drawings add to the clearness of the text. There are also some tables of technical figures which make it convenient for purposes of reference.

### Office and Finance

(Continued from page 183)

#### Dominion Bridge Company

##### Profits Reduced during Past Year but Working Capital Position is Still Strong

Profits of the Dominion Bridge Company, Limited, for the year ended October 31st, were naturally considerably reduced, amounting to only \$188,670, after allowing for directors' fees, and reserve for doubtful accounts. This compares with \$512,999 in 1921 and \$1,092,123 in 1920. The working capital position, while down some \$400,000 from last year is still strong and the surplus account shows \$3,466,500 as compared with \$3,671,838 in 1921. The table below gives comparisons of the statements for 1920, 1921 and 1922:—

	1922	1921	1920
Profits .....	\$ 188,670	\$ 512,999	\$1,092,123
Depreciation .....	134,008	134,305	127,592
Dividends .....	\$ 54,662	\$ 378,694	\$ 964,531
	260,000	520,000	520,000
Depreciation reserve ....	*\$ 205,338	*\$ 141,306	\$ 444,531
	.....	480,000	.....
Previous balance .....	*\$ 205,338	*\$ 621,306	\$ 444,531
	3,671,838	4,293,144	3,848,613
Surplus .....	\$3,466,500	\$3,671,838	\$4,293,144
Current assets .....	\$4,622,209	\$4,862,146	\$6,586,295
Current liabilities .....	865,209	692,688	1,448,340
	\$3,757,000	\$4,169,458	\$5,137,955
*Deficit.			



# INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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# Industrial Canada

ISSUED BY

The Canadian Manufacturers Association

INCORPORATED

VOL. XXIII

TORONTO, FEBRUARY, 1923

NO. 10

## Editorial Comment

### Plan to Study Civic Government

CALGARY business men are setting the rest of Canada a good example in arranging for a first-hand study of civic affairs. The Calgary Board of Trade intends to appoint a committee of at least twenty of its members, to be changed each month, to attend the meetings of the city council and familiarize themselves with its work. In this way it is expected that in the course of a year a large number of men will give more attention to the government of the city and the matters with which the council has to deal. The plan might well be followed in other centres.

### Branch Works of British Industries

IN his report for 1922, G. T. Milne, O.B.E., Senior British Trade Commissioner in Canada, devotes special attention to the question of the establishment in the Dominion of branch factories of British industries. Mr. Milne declares that it behoves British firms who are losing ground in Canada to investigate on the spot the cause of the decline in their trade. Having done this, they should give careful consideration to the question of establishing branch works, in conjunction with adequate selling organizations.

In deciding to establish branch works, one of the first questions demanding consideration, in Mr. Milne's opinion, is whether it is more satisfactory to start an entirely new organization or to proceed by associating British capital and experience with those of an existing Canadian organization. He observes that there are many advantages in adopting the latter course.

"It has been proved on more than one occasion that the non-success of British manufacturing concerns overseas has been in a large degree owing to the failure of the administration in the United Kingdom, and sometimes also locally, to rightly interpret the local atmosphere. Policies, admirable in concep-

tion and capable of being carried out successfully in the United Kingdom, are not necessarily to be so regarded where an overseas branch is concerned. Unless, after full investigation, the administration in the United Kingdom have a thorough grasp of the problems demanding solution, based on a knowledge of local conditions, and are prepared to give to the overseas administration a voice in matters of policy and a wide measure of authority, it will be a matter of surprise if any marked degree of success is achieved. Probably the most satisfactory method of dealing with this aspect of the question is for the home firm to register a company under a Canadian charter, securing to itself adequate representation on the Canadian board of directors, and thus, to some extent, sharing in the framing and direction of policy."

Mr. Milne makes no suggestions as to the particular branches of industry which should consider establishing branches in Canada. He points out that nearly 700 branches of United States factories have been established, but thinks that there are very many firms in the United Kingdom who would gain immensely if they carried out an investigation such as that suggested, even though they decided against the establishment of branch works.

### A Means of Helping Empire Trade

JAMES P. Murray, one of the members of the Executive Council of the Canadian Manufacturers Association, and a manufacturer who has always taken an active interest in the promotion of Canadian trade, was interviewed during a recent visit to New Zealand by the *Auckland Daily Star*. He expressed the opinion that a great deal required to be done towards widening the knowledge of various units of the Empire and quickening their interest in each other and made the following suggestion as to how this object might be promoted:—

"In nearly every urban centre is to be found a Board of Trade, Chamber of Commerce, or one or other organization primarily interested in a phase of progress and development of a country's requirements. Few, indeed, are the cities which are not well supplied with newspapers which tell of every kind of



activity, advertise what the people buy, and are generally referred to as 'the voice of the people.' With the aid of the Government, under the management of a Board of Trade, Chamber of Commerce, or any other organization, and the co-operation of the newspapers, it is suggested that an exchange of issues among all British lands is feasible. Each institution joining the movement would have a newspaper room. This room would be a most attractive place for overseas visitors as well as for such as are interested in any of the sister Dominions.

"As a further offering of hospitality, overseas visitors might be given the privilege of a stenographer and have letters typed. Information from a reliable source about the national life in all branches could be learned by the interested visitor. If this suggestion became general among the British peoples an overseas traveller would know where to go if he was desirous of learning the latest news of his own country from some of the newspapers of that country. The welcome hospitality would be appreciated as he visits city after city. When he sails for home he will be well-informed on any subject in which he was interested of the national life of the country visited."

### A Complaint from New Zealand

A CORRESPONDENT in New Zealand voices a complaint, based on his personal experience with business men of high standing and repute both in Canada and the United States, that New Zealand is so frequently considered as part and parcel of Australia. The New Zealander resents being classified as an Australian and the policy of appointing agents in Australia with jurisdiction over New Zealand is severely criticized. The fact of the matter is—and there appear to be a good many people in ignorance of it—1,300 sea miles separate the two countries and, in climate and other respects, the two differ materially. New Zealand firms, wishing to do business in Australia, find it necessary to appoint agents or open warehouses and offices in its principal cities. Our correspondent contends that it stands to reason that Canadian firms could hardly expect their New Zealand interests to be adequately looked after from Sydney or Melbourne, 1,300 to 2,000 miles away.

### Good "Made-in-Canada" Advertising

THE *Halifax Herald* of recent date contains an advertisement, somewhat off the beaten track of such advertising, which will commend itself to Canadian manufacturers. It bore in large type this arresting heading—"What Canadian Manufacturers have done for a Halifax Firm located in the North End." Then followed in ordinary type as a sort of news story, these words—

"I was agreeably surprised the other day to find that a large part of the Christmas goods shown this year by Isnor's, Agricola Street, were made in Canada, and on questioning Mr. Gordon Isnor, he stated: 'Whenever possible we buy the best values from Canadian Manufacturers and I am pleased to say that this year I believe we are show-

ing, on Agricola Street, the finest range of Men's Christmas Neckwear that it has ever been our privilege to show. We also have an exceptionally fine showing of Woolen Scarfs, Gloves, Shirts, Braces, Fancy Arm-bands, Garter and Suspender Sets, Sweaters, Umbrellas, etc., and even the pretty Gift boxes are made in Canada.' Thank goodness we have firms in Halifax who try to purchase 'Made-in-Canada' goods and it is now up to the shoppers in Halifax to purchase these goods and make this a real Canadian Christmas."

The sentiment expressed in this advertisement is so good that we make no apology for its reproduction. This is real Made In-Canada publicity and retailers who are using it deserve the commendation of manufacturers.

### Advocates the Use of Coke

SOME publicity has been given to the following letters in the daily press and we have been requested to publish them in *INDUSTRIAL CANADA*, so that they may be brought to the attention of the members of the Association. They speak for themselves.

#### Coke from N.S. Coal

Sir:—You are, no doubt, taking a deep interest in the national question of domestic fuel. I have been for many years endeavoring to convince the good people of Quebec and Ontario that our Nova Scotia coal and coke are most excellent domestic fuel and that the needs of the people in that regard can easily be supplied from our Province. I am sure I need not remind your readers of the great necessity of our country being as much as possible self-contained and independent, and while two of our most important Provinces are absolutely depending upon a foreign country for their fuel, we cannot claim to be self-contained or independent. I am once more calling attention to the disease and the cure.

I am enclosing a letter received from the Honorable Senator Girroir on the fuel question which I hope you will publish, as I regard it as most important.

D. D. McKENZIE,  
Solicitor General.

Ottawa, Dec. 23, 1922.

Hon. D. D. McKenzie,  
Solicitor General,  
Ottawa.

My Dear Judge—

I understand you have, through your connection with the Fuel Committee of the House of Commons, taken a special interest in the manufacture of coke from Nova Scotia coal.

There seems to be a prejudice in the minds of the general public against the use of coke for heating houses. It is alleged that it is hard to regulate the furnace; in fact, I have seen it stated that special training was required to do this successfully. Others say "it will burn out your grates in a short time, and further that you cannot bank it overnight."

Like many others I believed all this until this winter, when I was persuaded by a friend to give it a trial, I did so, and I am now burning coke, and will burn nothing else as long as I can get it. From my experience for the last two months, burning coke and nothing but coke, I have amply proved that there is nothing in the statements against the burning of coke. I find it cleaner, more easily handled, and more profitable. There is less ash, and I find it easily looked after. All you have to do is to shut off your drafts to a minimum once the fire is under way. I can get up a fire quickly and keep it in all night by banking with ash. It does not burn the grates, and I have a warm, comfortable house.

I trust, therefore, that Nova Scotia coal, of which we have an unlimited supply, can be turned into coke at a reasonable cost, and thus render us independent of the American supply, which is so uncertain.

E. LAVIN GIRROIR.

Ottawa, Dec. 5, 1922.



### An Apostle of Produced-in-Canada

**H**ERE and there throughout Canada will be found men whose enthusiasm for their country and its industries leads them to take practical steps to promote their welfare. We have in mind C. L. Martin, proprietor of Martin's Limited, a large retail establishment in Amherst, Nova Scotia. Mr. Martin is a staunch supporter of the "Produced-in-Canada" principle and in his business is doing all in his power to extend the use of Canadian goods. He has adopted the words "Canada First" as his slogan and uses them in all his advertising.

Just before the holiday season this zealous apostle of "Made-in-Canada" undertook to do some educational work through the columns of the local newspapers. This took the form of a series of articles, direct and personal, addressed to the people of Amherst and vicinity. In an introductory article, about half a column in length, an analogy was drawn between the child who rebels against school and study and the grown-up who also dislikes learning anything. Yet the grown-up knows that education is necessary and advantageous for the child and should therefore realize that it is good sometimes for adults to make a study of conditions surrounding them. Having this thought in mind, Mr. Martin proceeded with his lessons. First he showed that in starting and carrying on retail business, a stock must be bought. An immediate question was, where should that stock be bought? To say that it should be bought where good goods of equal value could be obtained at the lowest price sounded logical, but was it? He illustrated his point by referring to the way in which great English trading houses, by buying and selling foreign goods, had brought disaster on British producers and created great unemployment. How, he asked, could any fair-thinking person continue to buy goods from other countries when the same articles, equally satisfactory, were produced in his own country.

The second lesson showed that there were two main reasons why traders buy goods from other countries: the first, because in some cases these goods could be bought for less money and would, therefore, command a large profit; the second, because some customers persisted in the notion that imported goods were superior. The reasons were not sound or patriotic. Merchants could, with their influence, cause a much greater degree of prosperity and patriotism in Canada if they would advocate Canadian products. Merchants who did not do this were either knowingly or unknowingly playing unfairly with all.

Mr. Martin's next point was to recall how loud were the protests voiced when the Canadian Government was supposed to be placing an order for cars in the United States. The report proved to be untrue, but individuals were constantly doing precisely the same damage to home industry when they bought imported goods. Who was worse, he asked, the Government who did not place the order in the United States or the people who placed in the aggregate such enormous sums with alien countries?

Finally, the argument was brought right home to Amherst and the fact was emphasized that the nearer

the buying was done to home, the greater the gains within the home circle. It helped Amherst to buy from the Amherst Woollen Mills; Oxford to use the products of the Oxford Woollen Mills and Truro to patronize Stanfields, Limited. In buying in Canada, some part of the country received direct benefit, while all parts derived some advantage from the transaction.

### The Seriousness of German Competition

**G**ERMAN overcoats selling in Scotland for \$2.50! Think of it! That is the price German overcoats were offered at not long since, according to the accompanying advertisement copied from the *Border Standard* of Selkirk and Galashiels of November 11th, 1922.

The explanation, of course, is the abnormally low exchange value of the German mark.

The only protection the Canadian industry has against similar dumping of German goods into Canada consists of the Canadian Customs Tariff, includ-

**DIRECT FROM GERMANY**

**MEN'S OVERCOATS.**

Dark Grey. All Sizes.

**To Clear at 10/- each.**

My first consignment. The amazing price is attributable to the complete collapse of the German Mark Selling quickly.

Don't Miss this Important Clearance. Don't Miss these Huge Bargains. Don't overlook the tremendous saving you can effect on your New Coat.

**TO-DAY (SATURDAY) ONLY**

**FROM 10 A.M.**

**TOWN HALL, GALASHIELS.**

**THOMAS BAXTER, Auctioneer.**

ing the amendments passed at the last session of the Dominion Parliament, which fix the value for duty at not less than the fair market price on similar goods as made and sold in the United Kingdom for home consumption. If these safeguards were removed or even lowered, the only people who would benefit would be German importers in Canada, while Canadian industry would suffer.

Another interesting manifestation of local pride in manufacturing industry is to be noted in the appearance of such a special edition as that issued on November 18th by the *Brantford Expositor*, which was devoted to the Made-in-Brantford idea. Its fifty-two pages were choke full of articles, illustrations and advertisements, bearing on the history, development and achievements of Brantford industry. One needs but examine such a record to realize how important a place manufacturing takes in the development of a community.



# Recommendations on Taxation are Presented

## Government Receives and Hears Large Delegation Representing Canadian Manufacturers Association and Other Business Organizations

Ottawa, January 25, 1923

ON January 25, an important delegation, representing the Retail Merchants' Association of Canada, the Canadian Manufacturers' Association, the Canadian Wholesale Grocers' Association, the Canadian Wholesale Hardware Association, the Canadian Automotive Equipment Association and the Wholesale Dry Goods Association, waited on Rt. Hon. Mackenzie King and members of his cabinet, and presented the following recommendations on the subject of Taxation.

The interview with the Government followed a final conference of the organizations interested, which was held in Ottawa on January 24. At this conference the recommendations, as drafted at the Toronto conference held on December 5 and 6, and which had been referred back to the several bodies, were given final consideration.

John R. Shaw, president of the Canadian Manufacturers' Association, acted as spokesman for the delegation and read the recommendations.

Hon. Mr. King in reply, expressed the thanks of the Government for the interest shown by the delegation in the question of taxation and promised that most careful consideration would be given to their representations when the budget was being prepared.

### The Recommendations

Ottawa, January 25th, 1923.

To Rt. Hon. W. L. Mackenzie King,  
C.M.G., M.A., LL.B., LL.D.,  
Prime Minister of Canada,  
Ottawa, Ont.

Sir:—

The members of this delegation, who are privileged to appear before you and your colleagues, are authorized representatives of The Retail Merchants' Association of Canada, The Canadian Manufacturers' Association, The Canadian Jewelers' Association, The Canadian Wholesale Grocers' Association, The Canadian Wholesale Hardware Association, The Canadian Automotive Equipment Association and the wholesale dry goods trade.

These national organizations have made a careful study of taxation and have consulted their members—whose opinions are summarized in the resolutions which will be laid before you for consideration.

The members of these organizations realize that you must raise revenue to provide for the government of the country and to meet national obligations,

and that, consequently, heavy taxes must be imposed for many years.

They offer their suggestions in a spirit of co-operation with the Government, hoping that they may be of assistance in the problems of securing the necessary revenue with the least possible administrative expense and interference with business.

They respectfully emphasize, however, that the present taxation on business is very heavy and, in some cases, they think unnecessarily vexatious and restrictive.

They believe that some forms of taxation can be modified and others eliminated through curtailment of governmental expenditures. This view is advanced in a general way because they feel that the consideration of detailed reductions is a matter of governmental administration; but they point out that, during the past two years, business concerns and private individuals have been forced to reduce their expenditures and they ask if the Government can further extend their efforts to do likewise. In passing, you are respectfully reminded that this policy has been strongly urged upon the governments of the United Kingdom and the United States by representative business organizations in these countries.

If expenditures are reduced, the Government will not need to raise so much revenue through taxation; but, if after exercising every possible economy, the Government finds that the granting of our requests would prevent the securing of the necessary amount of revenue, it is recommended that a slight increase be made in the Sales Tax.

Before taking even this step, however, it is submitted that the Government should consider that the full effect of the large increase in the sales tax made last year is not yet evident because all the materials in the warehouses of manufacturers, all goods on the shelves of the wholesalers and retailers, will pay the higher sales tax only as such goods are replaced and thus the revenue from this source of taxation is certain to increase.

The resolutions, passed unanimously at a joint conference of the organizations mentioned above, in Ottawa yesterday, are herewith respectfully submitted.

#### I. SALES TAX

(a) That for the present, the existing plan of the Sales Tax applicable to sales by Manufacturers, Producers and Wholesalers is approved as a method of Taxation.

(b) That the following provision contained in Section 19 B.B.B., of the Sales

Tax Act of 1921 be re-inserted in the present Act "and the Tax shall be payable by the purchaser to the Wholesaler, Producer, or Manufacturer."

(c) That a provision contained in Section 19 B.B.B., of the Sales Tax Act of 1921 be re-inserted in the present Act—viz:—"The purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of 2¼ per cent."

(d) That the regular Sales Tax rates shall apply on all purchases by or on behalf of any Government, or Government Department, or Government Commission or Board, the same as import duties now apply on imports by such purchasers.

(e) That whenever any difference arises, or when any doubt exists as to the value on which the Sales Tax is to be assessed, or as to whether any person, firm or corporation is a manufacturer, or a wholesaler or a retailer, the Minister may determine the matter, subject in each case to an appeal by any person interested, to the Governor-in-Council, and any such ruling of the Minister, when not appealed from, or any such decisions when made by Order-in-Council upon appeal, shall have force and effect as if the same had been sanctioned by Statute;

Provided that before so deciding, the Minister shall appoint a Committee to advise him, consisting of two manufacturers, two wholesalers and two retailers from the industry affected, on the recommendation of their respective trade organizations.

Provided, however, that importers whose status in the country of export would be that of territorial agents or who sell in Canada under arrangements which give them exclusive selling rights for a territory in Canada, shall be classed for Sales Tax purposes as wholesalers in respect to importations and sales in Canada.

(f) That, as market gardeners and other private individuals sell florists' stock without paying sales tax, thus competing with retail florists, who pay sales tax, florists' stock be added to the exemption list.

(g) (1) All retail merchants who do business exclusively by retail and who pay a sales tax to manufacturers of 4½ per cent., or to wholesalers of 2¼ per cent., shall be required to keep books or records in either English or French, and to take out a Retail Merchant's Sales Tax license, and shall be exempt from all other sales taxes except those above mentioned.



(2) All retail merchants who do business exclusively by retail, and who manufacture or produce goods or articles for their own stock, and which they sell exclusively by retail on their own premises, shall be required to keep books, and to take out a Retail Merchant's Sales Tax license, as well as a Manufacturer's license, and to keep two sets of books or records in either English or French, and they shall pay a tax of  $4\frac{1}{2}$  per cent. on the wholesale value of such goods when the same are transferred to the retail store.

(3) All retail merchants who do business by retail, and who manufacture or produce goods or articles, and sell them either to wholesalers or to other retail merchants for resale, shall take out three separate licenses, one as a Retail Merchant, one as a Manufacturer, and one as a Wholesale Merchant, and he shall keep three separate sets of books or records in either English or French, and he shall pay the amount of the tax on each class, as specified in the Act.

**II. Special Excise Taxes on Confectionery which may be classed as Candy or a substitute for Candy, on Automobile and on Carbonated Beverages or Aerated Waters (commonly known as soft drinks) as set out in Schedules I and 2 of the Special War Revenue Act**

That as these are discriminating taxes against certain industries, they should

be suspended immediately, and repealed at the next session of Parliament

### III. STAMP TAX ON RECEIPTS

That Parliament be asked to repeal the tax at the next Session.

### IV. STAMP TAX ON CHEQUES, DRAFTS, BILLS ON EXCHANGE AND PROMISSORY NOTES

That this tax be reduced to a flat rate of two cents on each cheque, draft, bill of exchange or promissory note.

### V. INCOME TAX ON CORPORATIONS

(a) That the normal tax of  $10\frac{1}{2}$  per cent. on the income of corporations exceeding \$2,000 per annum, be reduced to the present rate on persons, viz.:—4 per cent. on incomes up to \$6,000 and 8 per cent. on incomes over \$6,000, but without surtaxes.

(b) That net loss, resulting from any trade or business for any taxable year, be a deduction from the net income for the succeeding year, and that any unabsorbed balance be a deduction from the net income of the next succeeding year.

(c) That Income Taxes payable to other taxing authorities be declared an expense of doing business and allowed as such.

(d) That contributions or gifts made within the taxable year, to or for the use of hospitals, charitable, scientific, literary or educational purposes for the prevention of cruelty to children or ani-

mals (no part of the net earnings of which inures to the benefit of any private individual) to an amount which in all cases combined, does not exceed 15 per cent. of the taxpayer's net income, be a deduction from taxable income.

### VI. PERSONAL INCOME TAX

(a) That surtaxes on incomes be reduced.

(b) That contributions or gifts made within the taxable year, to or for the use of hospitals, charitable, scientific, literary or educational purposes, or for the prevention of cruelty to children or animals (no part of the net earnings of which inures to the benefit of any private individual) to an amount which, in all cases combined, does not exceed 15 per cent. of the taxpayer's net income, be a deduction from taxable income.

(c) That life insurance premiums, not exceeding 5 per cent. of the net income, be a deduction from taxable income.

(d) That the method of computing the tax be simplified.

### VII. TAX ON UNLICENSED INSURANCE

That the Tax of 5 per cent. on the premiums paid to unlicensed insurance companies, imposed under Section 5 of the Special War Revenue Act of 1915, as amended by Chapter 47, Statutes of 1922, be repealed.

## Explanatory Memorandum re Foregoing Recommendations

Prepared by Tariff Department, C.M.A.

#### Resolution No. I (a):

The delegates felt that on behalf of the business interests, they should not commit themselves irrevocably to the sales tax, because when something better can be worked out, for purposes of raising necessary revenue, it would be desirable to present it for the consideration of the Government. Moreover, as the necessity for special war revenue grows less, it is hoped that the sales tax will be reduced and finally disappear. Therefore, the resolution merely approves the existing sales tax plan for the present.

The delegates reported that their respective organizations had considered a number of alternatives to the sales tax.

One alternative suggested that the sales tax should be abolished and in lieu thereof, a turnover tax of  $1\frac{1}{2}$ % or 2% (as might be necessary) should be substituted to apply on the monthly turnover of manufacturers, of wholesalers, of retailers and on imports. If this plan were adopted, and the turnover rate made 2%, the Government would get 4% on the turnover of goods sold by the Canadian manufacturer when distributed through the wholesaler to the retailer, viz.: 2% on the manufacturer's

amount and another 2% on the wholesaler's amount. But with only 2% on the manufacturer's turnover direct to the retailer, the wholesaler would be in a position to complain that the Government were getting 4% on goods distributed through him to the retailer and that he was discriminated against to the extent of 2%. On the turnover from Canadian manufacturers when distributing through wholesalers and retailers to the consumer, the Government would get a total of 6%. But if the manufacturer turned over his goods direct to the consumer, as some do, the Government would only get 2% under the plan outlined. To apply varying rates that would reconcile these different methods of selling and also that would apply counterbalancing rates on imports of materials or goods by manufacturers, by wholesalers, by retailers and consumers, it seemed would result in a much more complex law than the present sales tax law. Then, too, the retailers and some taxation authorities in Ottawa believe that it would be uneconomical to collect a tax on the turnover of retailers on account of the costs of auditing and collection involved.

Another plan considered was to leave the sales tax law practically as it now stands, except that all sales tax on sales

by manufacturers to wholesalers for resale and by one wholesaler to another wholesaler for resale would be cancelled, subject to both licensed manufacturers and licensed wholesalers charging one uniform rate of  $4\frac{1}{2}$ % when selling to the retailer or consumer. This plan, however, would be unfair to the wholesaler, viz.: on imports of goods for resale the wholesaler now pays  $3\frac{3}{4}$ % excise tax at the Custom House. If he had to collect  $4\frac{1}{2}$ % when selling these goods to the retailer or consumer, the Government would derive a total  $8\frac{1}{4}$ % sales tax on such transactions. The present law allows retailers and consumers to import direct by paying an excise tax of 6% at the Custom House. It appeared that this plan would only be equitable, therefore, in the event of the law being amended so as also to require retailers and consumers to pay  $8\frac{1}{4}$ % on their direct importations.

Still another plan was a proposal to cancel the present sales tax law and to substitute in lieu thereof, one uniform turnover tax applicable only to sales by manufacturers and on imports. This plan attracted some business men as they said it would place the tax at the source, and thus be less expensive to the country to collect. However, under this plan, it seemed that the tax-



ation rate would have to be much higher than the present sales tax rate on both imports of materials by manufacturers and on their sales. And it appeared that this higher tax would pyramid between manufacturers to an extent that would excessively increase domestic costs. In some cases, the pyramiding from the primary industry to the industry which finishes the product into condition as sold to the consumer, runs into seven or eight transactions. The simplest form of pyramiding runs into about three transactions. An illustration of this is the sale of hides by the packer to the tanner. Suppose in such a case the taxation rate were 5% on the sale of the hides to the tanner. When the tanner sells the leather to the harness or shoe manufacturer, there would be another uniform turnover tax on the leather of say 5%. When the harness or shoe manufacturer would sell his manufactured product, there would be another turnover tax of 5% on the harness or shoes. The question was, as to what excise tax would have to be applied on importations of similar harness or boots and shoes to counterbalance all this domestic pyramiding. Under this plan, it must be remembered that whatever tax would apply on importations of finished commodities would also apply on importations of material for manufacture into other goods for sale.

It was also suggested that a practical substitute for the present sales tax law would be one which would exempt from sales tax all purchases by manufacturers to remanufacture into other goods for sale, whether imported or domestic, and that would also exempt from sales tax all purchases by wholesalers for resale, whether imported or domestic goods, and that all sales by manufacturers or wholesalers to retailers or consumers, should be subject to one uniform sales tax and that imports by retailers or consumers should be subject to the same uniform sales tax payable at the Custom House on the duty paid value. But it was pointed out that if such an arrangement were brought into operation, wholesalers would find themselves at the time the change became applicable with their warehouses stocked with goods on which they had paid, in respect to domestic purchases, a sales tax of 2½%, and on imports a sales tax of 3¾%. In selling these goods to the retailer or consumer the Government again would get a total of 9% to 10% excise taxes, whereas the retailer and consumer would import under a much lower sales tax rate. The same condition would apply to stocks of materials on hand in manufacturers' warehouses in the event of a change in the sales tax law as outlined. And the difference would have to be absorbed by the wholesaler and the manufacturer. The absorption of such losses, along with the deflation losses that business men have been obliged to incur, it was considered, should not be forced upon manufacturers and wholesalers at this time.

All the information available regarding these alternative plans was carefully considered at the conference and at a large number of meetings preceding the conference, but the opinion of the members of the respective organizations was overwhelmingly in favor of retaining the existing plan of the sales tax.

#### *Resolution No. I (b):*

The Sales Tax laws of 1920 and 1921 provided "and the tax shall be payable by the purchaser to the wholesaler, producer or manufacturer." This provision was dropped from the law of 1922. At present it appears there is nothing in the sales tax law to obligate the purchaser to pay the sales tax to the manufacturer or wholesaler. Thus it became necessary to advise manufacturers and wholesalers, under the present law, when making sales, to stipulate at the time of sale, as part of the contract, that the purchaser should pay the tax. The delegates thought that the foregoing provision should be re-inserted in the law, so as to avoid irritation and misunderstandings with customers.

#### *Resolution No. I (c):*

Under the Sales Tax laws of 1920, 1921 and 1922, the wholesaler when selling to the retailer or consumer is only required to account to the Government for one-half the sales tax rate which the manufacturer must account for when he sells direct to the retailer or consumer. In the sales tax laws of 1920 and 1921, it was provided that: "the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent" of one-half the maximum rate. Some of the delegates representing the wholesalers pointed out that under the sales tax law of 1922, the manufacturer, when selling to the retailer, had to show a 4½% sales tax rate upon his invoice; and that this must handicap the manufacturer when selling to the retailer in competition with the wholesaler, who only has to show on his invoice a sales tax rate of 2½%. Therefore, they suggested that the delegates should ask the Government to amend the present sales tax law by re-inserting the provision that "the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of 2½%."

#### *Resolution No. I (d):*

Wholesalers selling to the Federal or Provincial Governments are required to pay sales tax when purchasing such goods from manufacturers or when importing them. On the other hand, the Government can import direct without paying sales tax and can purchase direct from Canadian manufacturers without paying any sales tax. The result is that a wholesaler in selling to a Government is handicapped to the extent

of 2½% on goods of Canadian manufacture and 3¾% on imported goods. Also, Canadian manufacturers who have paid pyramiding sales taxes upon materials for manufacture, are face to face with unfair competition when the Provincial or Dominion Government can import direct, without paying any sales tax.

Again, in view of the fact that sales to certain sections of the Canadian National Railways are exempt from sales tax, while sales to other sections are subject to sales tax, manufacturers and wholesalers frequently do not know when to charge sales tax. There is also the consideration that purchases made by privately-owned railways are subject to all the sales tax rates.

These excise taxes on Government purchases seem to be analogous to Customs duties. Before the tariff revision of the session of Parliament of 1906-7, articles imported for departments of the Government were exempt from Customs duties. But in the tariff revision of 1906-7 purchases for the Government Departments were made subject to the usual requirements of tariff, as to duty and have been subject to such duties ever since. The same principle should apply in the case of this sales or excise tax.

#### *Resolutions No. I (e), (f) and (g):*

These provisions in the resolutions were designed by the delegates to afford retailers the opportunity for an appeal to the Minister, and if deemed necessary, to the Governor-in-Council, from departmental rulings on any point in connection with the sales tax which might materially affect their interests; also to a speedy and final decision where an appeal is deemed necessary.

#### *Resolution No. II.*

The organizations represented at the conference were strongly opposed to singling out certain industries for special discriminatory taxation, especially as these taxes were producing a ruinous effect in the industries.

#### *Resolution No. III.*

The stamp tax on receipts was opposed largely on the ground that it caused an enormous amount of clerical work and annoyance entirely out of proportion to the amount of revenue the tax would provide. The position taken was that such types of petty vexatious taxation should be eliminated. It was pointed out that there is no machinery for ascertaining whether the law is being obeyed; and compliance with the law appears to resolve itself into a voluntary act.

#### *Resolution No. IV.*

The present Canadian stamp taxes on cheques, drafts, bills of exchange and promissory notes are much the highest in the world. It is considered that the



increased revenue from the increase in the stamp rates does not justify the additional clerical work involved. The restoration of the former flat rate of two cents would obviate the loss now sustained by persons and firms through drafts being returned unpaid, time after time.

#### *Resolutions Nos. V. and VI.*

These resolutions ask for a reduction of the income tax on corporations and persons, and that an average percentage of the amounts paid to charity and to life insurance companies be exempted. It was emphasized that in a country such as Canada one of the greatest needs is new capital for enterprises which will develop the country and give employment. If the savings of companies and persons are all taxed away, this capital will not be available. It is absolutely necessary that both companies and persons should be encouraged to save, in order that the country may accumulate the necessary capital for its development.

#### *Resolution No. VII.*

A tax of five per cent. on insurance premiums paid to insurance companies and underwriters not licensed in Can-

ada can produce only a very trifling revenue. As approximately ninety-five per cent. of all fire insurance placed in Canada is placed now with licensed companies, it is submitted that the five per cent. placed with unlicensed companies constitutes a minimum degree of competition. The tax decreases this competition. By far the largest proportion of insurance placed with unlicensed companies is now placed by the licensed companies themselves, and the individual assured should not be deterred from using the same facilities.

The insurance companies are heavily protected, without the tax, because no unlicensed company may open an office, solicit business, inspect a risk or adjust a loss in Canada.

### C.M.A. Representatives

The following represented the Canadian Manufacturers Association on the delegation:—

J. R. Shaw, Canada Furniture Manufacturers Limited, Woodstock.  
Thomas Roden, Roden Brothers, Limited, Toronto.  
C. B. Lowndes, The Lowndes Company Limited, Toronto.

C. J. Bodley, C. J. Bodley, Limited, Toronto.  
Theo. H. Wardleworth, National Drug & Chemical Co., Ltd., Montreal.  
H. N. Cowan, The Cowan Co., Limited, Toronto.  
Wm. Robertson, Robertson Bros., Limited, Toronto.  
T. W. Learie, W. R. Johnson & Co., Limited, Toronto.  
L. A. Paddock, Canadian Bridge Co., Limited, Walkerville.  
A. Neighorn, Nichols Chemical Co., Limited, Montreal.  
F. W. Stewart, Cluett, Peabody & Co., Limited, Montreal.  
J. H. Fortier, P. T. Legaré, Ltée, Quebec.  
A. O. Dawson, Canadian Cottons Limited, Montreal.  
Jos. Picard, Rock City Tobacco Co., Limited, Quebec.  
P. E. Joubert, Lamontagne Limited, Montreal.  
W. A. Eden, Canadian Consolidated Rubber Co., Limited, Montreal.  
Edmund Littler, Walter M. Lowney of Canada, Limited, Montreal.  
Jos. Daoust, Daoust, Lalonde & Co., Limited, Montreal.  
H. I. Thomas, J. R. Booth Limited, Ottawa.  
C. J. Booth, J. R. Booth, Limited, Ottawa.  
Jas. B. Thomson, Jas. Thomson & Sons, Limited, Vancouver.  
Thos. S. Dixon, Gault Bros., Limited, Vancouver.  
A. N. Murphy, Chas. Gurd & Co., Limited, Montreal.  
J. E. Walsh, General Manager, C.M.A., Toronto.  
J. T. Stirrett, General Secretary, C.M.A., Toronto.  
J. R. K. Bristol, Manager, Tariff Department, C.M.A., Toronto.  
H. Macdonald, Secretary, Legal Department, C.M.A., Toronto.  
E. Blake Robertson, Ottawa Representative, Ottawa.

## Spanish Conditions are Fairly Healthy

By N. G. Hart

Manager, Royal Bank of Canada, Barcelona, Spain

**Q**UIET conditions prevailed in nearly all lines during 1922, although, generally speaking, commerce is in a fairly healthy condition. A great many of the firms, which commenced business during the war on a small capital, have since disappeared and business is getting back into normal pre-war channels. Credits are being granted on a much smaller scale than in the boom years previous to 1920.

Local industry has been greatly stimulated during the past year by the protectionist policy of the Spanish Government, which has shown itself in the form of heavy increases in customs tariffs on imported goods. The Catalonian textile industry has been particularly prosperous during the period under review and labor troubles have been much less frequent than for several years previous. A rather acute depression still exists in some lines, particularly the following: leather goods, cereals, wines, automobiles. Shipping is also very dull, many of the smaller companies having failed or ceased to operate during the year.

No figures concerning Spanish imports and exports for 1922 have yet been published, but it is understood that both will show a considerable reduction from those of the years immediately preceding. Following the armistice and until quite recently, Spain was flooded with a cheap class of German goods, but during the past few months there has been a marked diminution in trade with Germany, and British goods are seen in increased quantity.

Business with England should be further stimulated by the new trade treaty which has just been signed between the two nations, and England now appears in the most-favored-nation class. Canada and the other Dominions and colonies may obtain the same treatment if their respective Governments wish to make application to adhere to the terms of the treaty. During the past year trade treaties have also been concluded with Switzerland, France and Norway. These treaties have modified slightly the effects of the exorbitant tariff increases provided in the last tariff revision.

Exports of Spanish minerals, fruits, olive oil and onions have been fairly well maintained, although the results to exporters have not been satisfactory owing to the low prices which they obtained for the greater part of these products. The wine industry is particularly depressed owing to the lack of demand from abroad.

Direct trade with Canada has not assumed large proportions; a great part of its purchases of Spanish goods having apparently been made in New York or London.

Wholesale price tendencies during the year have shown a downward trend in nearly all lines, but particularly in raw materials. Retail prices have been much less affected, and the cost of living has shown very slight, if any, reduction during the year. Unemployment is not serious.

In summing up, it is observed that, industrially, Spain has made satisfactory

progress during the year, and manufacturing industries are for the most part prosperous. On the other hand, there is a good deal of depression due to a lesser demand from other countries for many of those products which Spain exports, and the consequent low prices prevailing for such articles. No important changes in the situation are looked for in the near future.

### Toronto Export Club Pays Visit to Oshawa

The Export Club of Toronto held a successful excursion to Oshawa on February 2, where they visited the plants of General Motors of Canada, Limited, and were entertained at luncheon by the local Board of Trade. Accompanying the party were W. J. Egan, Canadian Trade Commissioner to South Africa and G. R. Stephens, Canadian Trade Commissioner to Jamaica.

G. W. McLaughlin, vice-president of General Motors, presided at the luncheon, which was largely attended by business men of the town. Mayor W. J. Trick welcomed the visitors on behalf of the municipality and ex-Mayor G. D. Conant, on behalf of the Board of Trade. Messrs. Egan and Stevens then delivered addresses on export trade.

About twenty-five members of the Export Club were in the party and a splendid opportunity was afforded of seeing the operations in the General Motors plants and studying the company's export methods.



# Furniture Exhibitions Valuable Trade Helps

Annual Trade Fairs held at Toronto, Kitchener, Waterloo and Stratford do much to Stimulate Business

By Alan M. Irwin

**A**S excellent examples of the manner in which "Trade Fairs" can be employed to stimulate business and facilitate the buying and selling of goods, the annual exhibitions now held by Canadian furniture manufacturers merit attention.

To these exhibitions come buyers from all over the Dominion anxious to examine the new designs offered by the furniture industry.

In Toronto at the Royal Coliseum, some ninety exhibits ranged over three floors in the eastern and western annexes, were on display. Kitchener and Waterloo, the home of some of Canada's largest furniture factories, had thirty-four displays, while a remaining nine were shown in Stratford.

The furniture manufacturers were pioneers in the establishment of trade fairs and their success is a beacon light to manufacturers in other lines. Not only does the annual exhibition of new designs and staple lines pave the way to considerable buying, but it provides an excellent opportunity for the dealer to meet the heads of the manufacturing firms with which he is in the habit of dealing.

Travellers are called in for the period of the show and are in attendance upon their customers, showing them the lines, introducing them to their principals and looking after their entertainment generally.

Dealers who visit these shows have a distinct advantage in that they are able to see the many features that photographs and catalogues cannot properly present. Another advantage is that dealers, by personally visiting the exhibits, are able to satisfy themselves on details of construction and this, of course, is not possible when buying from a catalogue or photographs. They are able, too, to see the whole range of furniture offered by the many different manufacturers and can make comparisons practically on the spot. The advantage of this is obvious. In the ordinary course of events a dealer can only make his selections from photographs carried by travellers and, if he wishes to reserve his decision about X and Company's until after Y's salesman has called, he must rely entirely upon his memory.

The manufacturers benefit too, from the opportunity of hearing the comments and suggestions of their visitors and in addition, the ideas and wishes of the consumer are passed on through the buyers with the result that the manufacturer is in a better position to interpret the wants of his public.

As is known to readers of INDUSTRIAL CANADA, the trade fair is being utilized in other lines to stimulate business. February, 1922, signalized the initial attempts of two other industries to in-

thrown open to the public and several thousand people took advantage of the invitation. In the west side of the big building, two-thirds of the lower and the whole of the upper floors were filled, and in the eastern annex, the whole upper floor.

This represents two and a half times as much space as was required in 1922, and all evidences are that next year's will be an even bigger show.

Beauty of line, excellence of design and good taste were everywhere apparent and the exquisite workmanship of some of the finer pieces called forth many favorable expressions of opinion.

Catering arrangements and street cars were much appreciated services while adequate telephone facilities and an arrangement with the taxicab companies played a part in the efficient manner in which dealers were looked after.

The show included what may be expected in a furniture show, articles ranging from bedroom suites to washing machines, wicker furniture, cheap furniture, medium-priced furniture, expensive furniture, bird cages, baby carriages, and many other useful and ornamental things. One section devoted itself practically to the basement and the back of the house, where were

seen the latest and most up-to-date gas ranges, electric stoves, washing machines, and even furnaces. In others, was a profusion of upholstered goods, rattan goods, window shades, curtains, curtain fixtures, and other little etceteras which go towards the furnishing of a home.

An interesting occasion was a visit from the Lieutenant-Governor of Ontario on Friday afternoon, January 19th. His Honor was conducted through the exhibition by a committee and expressed great pleasure at what he saw.

## Kitchener and Waterloo

On the trains from Toronto to Kitchener all the smoking-room talk seemed to be of furniture. The layman felt particularly out of place for there was no opportunity for him to air his views on the political situation in Europe, on Couéism, or any of the other "isms"



AN ATTRACTIVE EXHIBIT AT TORONTO

A Nursery in "classic" finish and with juvenile coverings

augurate such exhibitions and both met with unqualified success. One, an exhibition of manufactures of textiles was held in the King Edward Hotel, Toronto, and the other, comprising glass, fancy goods, and toys at the Queen's Hotel in the same city.

It is generally conceded now that business is well served by the trade fair and buyers, manufacturers and public alike realize that many advantages are thus obtained which were not present under methods of marketing that did not include such shows.

## This Year's Shows

Over \$500,000 worth of furniture was exhibited in the Royal Coliseum, Exhibition Grounds, Toronto, taking up a space of some 125,000 square feet of floor space, and some four hundred buyers from all over Canada were present. During the second week the show was



that usually waste travelling time. Unless he knew furniture he was out of place in a discussion which seemed to be confined to furniture buyers, and the layman found too, that these were not just buyers on a "junket," but that they were, in a great many cases, the heads of retail firms going to make themselves thoroughly acquainted with all that was newest and best in Canadian furniture. In Kitchener, the buyers were entertained as the guests of the Waterloo County Furniture Manufacturers at the Walper House. J. P. Scully, the secretary, met them in the rotunda and arranged for their accommodation and entertainment.

The exhibits were distributed in eleven different places. Some factories housed their own and fellow manufacturers' exhibits; others were grouped in the Exhibition Building on King Street East, and a few in the Auditorium on Queen Street. It is impossible to give an adequate description of the exhibits for all were excellent, and there were so many of them, that to linger upon one would be to do an injustice to all the rest. It was interesting to note several examples of suites made of Canadian woods throughout.

#### Stratford

It is a fortunate thing that the furniture plants are all fairly close together. Of course, the forethought shown by the Stratford manufacturers in providing automobile service did much to aid the buyers in their trip from exhibit to exhibit. Here, as at the other two portions of the show, the same evidence of care and thoroughness was found. Stratford, which is now well to the fore as a manufacturing city, as a result of the "Made-in-Stratford" week of a year ago and the "Made-in-Stratford" display at the Toronto Exhibition last Fall, had a most complete and well-managed exhibition. From the smallest mirror to the largest davenport, every care had been taken that the goods should be shown to best advantage. One exhibit was exceedingly interesting in that it was a replica of a bedroom suite supplied to the Prince of Wales for his ranch in Alberta. Folding beds, which become chesterfields of period design in the daytime, reed furniture which is a triumph of a designer's art, reproductions of old periods in dining-room furniture, couches, rockers, bookcases, everything seemed to be represented.

The local manufacturers combined as hosts at lunch-time and took their visitors to the lunch room in the Imperial Rattan Company's factory, where they entertained them with songs, music, and an excellent lunch.

In general, one feels that Canadian furniture manufacturers are doing themselves and the trade an immense amount of good through the medium of their periodical exhibitions. Since they were first instituted, great changes have come about in the manufacture and design of furniture. One has only to look at an

ugly old colonial piece and from it to the subtle and alluring curves of Louis XV period, or to the high, stately sideboards, tapering legs and long curves of a Sheraton design to see that a veritable revolution has been wrought in medium-priced furniture. The old horse-hair-covered couch which sometimes was exceedingly uncomfortable on account of the wiriness of its horse hair, has given place to the comfortable overstuffed chesterfield, and even in this, we find evidences of greater care in design. These luxurious pieces of furniture now follow period design to some extent, and Italian Renaissance, Spanish Motif, Chinese Chippendale, and other period designs, all have their effect.

The Canadian Manufacturers' Association co-operated with the furniture manufacturers who were exhibiting, and with the committees by supplying the exhibitors with Maple Leaf cards and "Produced-in-Canada" signs. Great pleasure was expressed by the manufacturers that the Association had rendered this service.

#### Calgary Man Views Outlook Hopefully

In his address at the annual meeting of the Calgary Board of Trade, the retiring president, Frank R. Freeze, expressed the opinion that, notwithstanding the difficulties experienced, 1922 had been a year of progress for Canada as a whole and the country was in a better position than a year ago. The unemployment situation showed decided improvement; cost of living, so far at least as foodstuffs were concerned, had been still further reduced; the Canadian dollar had returned to par and, in Western Canada, one of the largest crops ever produced had been harvested. Further, there were not wanting signs of a gradual improvement in general business conditions.

Mr. Freeze sounded a note of warning with regard to public undertakings. City, provincial and federal debts were heavy and the public should be content to do without their desirable conveniences and facilities until times improved and present liabilities were materially reduced. Only by doing so, could they hope to build up this great country successfully.

During the year, said Mr. Freeze, the subject of immigration had received some consideration and the Board had requested the Dominion Government to formulate and carry out a broad and comprehensive policy of immigration and colonization, which would provide men and money for the development of national resources.

On the subject of coal, Mr. Freeze said: "Our efforts to extend the markets for Alberta and South Eastern British Columbia coal have met with considerable success. It is of great importance, not only to Calgary and Alberta, but to all the Western Provinces and, in fact, Canada generally, that our coal mines should be worked to the utmost limit and to do this we must have larger

markets. So far as domestic coal is concerned, we are assured that very little United States coal is now being used in the West and I am glad to say that in Winnipeg, where the competition has been keen, it appears that our Western coal is now largely used."

#### Toy Manufacturers Exhibit at Toronto

The second exhibition of Canadian toys which opened in the Queen's Hotel, Toronto, on January 29, promises to be a success. All the sample rooms on the ground floor were taken, the west wing being occupied by china and glass manufacturers and importers, who arranged their displays for the same time for the convenience of the trade, and the east wing by the toy manufacturers. The Vetcraft shops had a large display of wooden playthings and children's furniture made by disabled soldiers. McClelland & Stewart, Toronto, exhibited a number of toys, cardboard games and novelties. The A. C. Gilbert Menzies Co., Limited, Toronto, showed their steel construction sets. Walking and talking dolls, teddy bears and animals were shown by the Lloyd Harlam Toy Co., Toronto.

Other exhibitors were:—Aluminum Specialty Co. of Canada, toy tea sets; Dominion Toy Manufacturing Co., Limited, dolls, animals; Beaverton Toy Co., Limited, iron toys; Gendron Manufacturing Co., Limited, doll carriages, wheel goods; Heywood & Wakefield, wooden toys; Tinsel Manufacturing Co., Limited, tinsel ornaments, ribbons, etc.; Wiggily Toys, Limited, "Uncle Wiggily" toys; Reliable Toy Manufacturing Co., dolls and animals; Canadian Sidway Co., Limited, doll carriages, sleds, wagons, etc.; Thos. Davidson Manufacturing Co., Limited, tin toys, tea sets, drums, banks, etc.; Toronto Specialty Manufacturing Co., wheel goods, etc.

#### Building New Type Railway Coach

The National Steel Car Corporation, Limited, Hamilton, are building for the Grand Trunk Railway a gasoline-motor-driven passenger car embodying new design and engineering practice for this type of car. The car is divided into passenger and baggage compartments, the driver being seated in the latter. The total seating capacity is fifty-eight. The motor develops 225 horse-power and the maximum speed of the car will be more than sixty miles per hour.

The equipment includes all standard safety appliances. The wheels and trucks are of heavy construction to hold the track well and for riding comfort at high speeds. By the use of special steels and efficient design the body is of light construction to give a low centre of gravity. The drive is simple and efficient in construction with heavy overload capacity with a special view of durability.





PROGRESS OF CONSTRUCTION ON BATHURST COMPANY'S NEW PAPER MILL.

Photos, which were taken quite recently, illustrate the work that has been done in raising the big steel framework of the new buildings being erected by the Bathurst Company, Limited, to accommodate the newsprint manufacturing plant which they propose to instal and put in operation this year.

## Big Newsprint Mill for Maritimes

### Rapid Progress being made in Erection of Paper Mill by Bathurst Co., Limited

**A**N important addition to the industries of the Maritime Provinces is being made by the erection of a large newsprint mill at Bathurst, N.B. The work of construction was started on October 2nd last and it is hoped that the first machine will be turning out paper by June next. So far favorable progress has been made with the undertaking, as the accompanying illustrations show.

The Bathurst Company, Limited, who are responsible for the erection of the mill, plan at present a capacity of about fifty-five tons daily, making provision for a further extension to manufacture 110 tons daily. As explained by Angus McLean, president of the company, at the ceremony connected with the turning of the first sod, the enterprise calls for the expenditure of nearly two million dollars.

The ground wood pulp mill, which is being erected as a necessary portion of the plant, is approximately 100 feet wide by 200 feet long. It has a concrete base, with steel columns and trusses and

walls of hydro stone blocks. Four magazine grinders with daily capacity of eighty tons are being installed, driven by two 2,800-horse power synchronous motors.

The machine room, of the same type of construction, measures 300 x 90 feet and for the present will contain one 146-inch trim Walmesley machine. Adjoining this is the finishing room of the same width and 211 feet long, the two combined forming one building, 511 feet long by 90 feet wide.

When running, the company expect to give employment to about 300 to 400 men in addition to the work now being carried on.

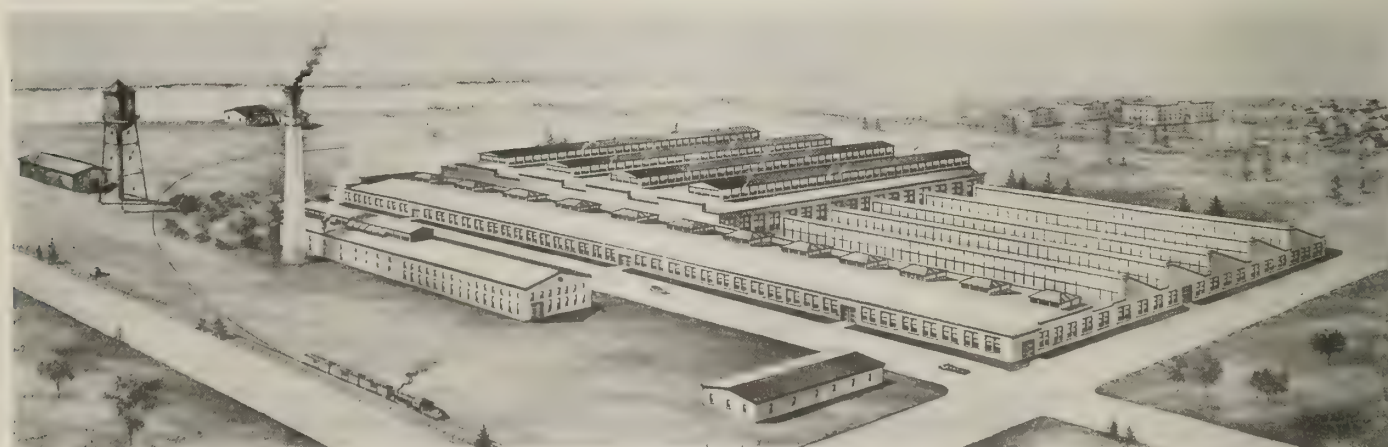
### Lectured on Shipbuilding Industry in Canada

A valuable address on the development of shipbuilding and marine engineering was delivered before the Halifax Branch of the Engineering Insti-

tute of Canada last month by J. F. Paige, operating manager of Halifax Shipyards, Limited.

Mr. Paige traced the development of water transportation from early times. He emphasized the place taken by the Maritime Provinces, and particularly Nova Scotia, in shipbuilding, and pointed out that the first ships constructed in Canada were built by Pont-grave at Port Royal (now Annapolis) in 1606. During the greater part of the nineteenth century there was great activity in wooden shipbuilding. Many shipyards were established and expert mechanics developed. In 1863 the total tonnage registered in British North America was 840,000, of which 310,000 hailed from Nova Scotia. In point of commercial tonnage, Canada stood fourth among the nations of the world.

Mr. Paige referred to the place attained by Nova Scotia designers in the development of the famous clipper ships, and then dealt at length with the evolution of the steamship, with special attention to the part played in ocean navigation by the Cunards. He described in detail the tremendous development of the marine engine, dealing particularly with the increased efficiency of oil fuel and the latest types of high-speed turbine engines.



A NEW CANADIAN SILK INDUSTRY

This is a view of the plant of the Dominion Silk Dyeing & Finishing Co., Limited, erected last year at Drummondville, Que. The Company are a subsidiary of the National Silk Dyeing Co., Paterson, N. J. and will engage in dyeing silk and artificial silk in the skein and in dyeing and finishing silk and silk-mixed goods in the piece. The plant covers about 80,000 square feet and buildings, equipment and material are all new.





MACHINE ROOM EQUIPMENT OF WESTMINSTER PAPER MILLS, LIMITED

On the left is a view of the 130-inch Beloit "Yankee" machine and on the right the 66-inch Beloit crepe machine. These photographs were taken on December 22, 1922, about one hour before the first paper came off the machine. The Company are a new industry for Western Canada

## New Paper Mill in British Columbia

### Westminster Paper Mills Limited complete plant installation at New Westminster

**W**HAT is believed to be a record in the construction of a paper mill has been achieved by Westminster Paper Mills, Limited, of New Westminster, B.C. Erection of this plant was started on July 8, 1922, and at 4 p.m. on December 22, 1922, the first paper was produced.

The company were organized last year for the purpose of establishing a new line of industry for Western Canada—the manufacture of paper specialties, such as paper bags, napkins, toilet and wrapping paper, and their plant is the first mill prepared to make light-weight specialties west of Toronto. The company, of which J. J. Herb is president and manager, M. F. Herb, vice-president, H. M. Lord, secretary-treasurer,

and R. F. Arnett, assistant sales manager, were incorporated with capital of \$250,000 and about \$200,000 has already been expended on buildings and equipment.

The plant is located so that the pulp used in the industry can be brought in by water, processed and the finished goods shipped out by rail. The Company's product will be made from pulp made in British Columbia, produced by the Whalen Pulp and Paper Mills, and used for the first time for the production of paper in Canada.

The illustrations show some of the plant's equipment. The machine room contains a 130-inch Beloit "Yankee" machine and a 66-inch Beloit crepe machine. The finishing room is fully

equipped to handle production of the company's various lines. As the only mill of its kind in Western Canada and close to its source of supply, its owners estimate that they will be able to secure business readily in British Columbia and the adjoining prairies.

### Consul for Colombia Comes to Montreal

Jorge A. Gonzales has been appointed consul for the Republic of Colombia in Montreal, and has opened an office there. This office will have the necessary authority to vise documents in connection with shipments to Colombia, and will also supply importers and exporters in both countries with commercial information, and this will be of material benefit in enlarging trade relations. There is already established a direct steamship service between the two countries, and the possibilities of the Canadian manufacturer doing business in Colombia are very bright.



SHOE FACTORY AT PRESTON, ONTARIO, ENLARGED

Building on the left represents addition recently completed to plant of the Hurlbut Co., Limited. It gives 15,000 square feet additional floor space and is of reinforced concrete slab construction. The Company have also erected a plant at St. Marys for the manufacture of soft sole lines.



# Conditions in Industrial Centres Reviewed

## What Secretaries of Boards of Trade and Managers of Chambers of Commerce have to say About the Situation

Reports for January, 1923

**I**NDUSTRIAL conditions during January were stimulated by the letting of several large contracts for railway equipment, including locomotives, cars and rails. These orders were fairly well distributed and will not only be a benefit to the companies immediately interested in handling the orders, but will provide work for many other companies engaged in supplying the raw materials, parts, etc., required in making up the finished products. As Canadian railroads have delayed so long the rehabilitation and maintenance of their equipment, it would appear that equipment companies are in for busy times.

The Canadian Locomotive Co., Limited, Kingston, received orders for sixteen "Mountain" and ten "Mikado" type locomotives, the approximate value of the contracts being nearly \$2,000,000. The order will keep their plant engaged to capacity until July. The effect of this business may be estimated when it is stated that the plant has been closed practically since May, 1921. It was reopened last October in connection with some rebuilding work. About 600 men will be employed, as soon as material for the new orders comes to hand.

The "Mountain" type engines, to be built by the Canadian Locomotive Co., are an entirely new design and will be the heaviest passenger locomotives in use in Canada. The "Mikado" type will be very much heavier than any other Mikado types in Canada, one of the innovations in their design being the use of the Belpaire type of boiler, this feature being particularly incorporated on account of bad water conditions on Western lines.

Another important order for locomotives was given by the Canadian National Railways to Montreal Locomotive Works, Limited, Montreal. The order covered thirty-five superheated Mikado freight locomotives to be delivered by July 31, at a cost of approximately \$2,675,000. The construction of these locomotives will have a very beneficial effect on the employment situation in Montreal and district, as well as in other centres where material and parts will be fabricated for use on these locomotives. The order will keep the plant busy for six months.

Three companies have received substantial orders for cars, these being the Canadian Car and Foundry Co., Limited, Montreal; Eastern Car Co., Limited, New Glasgow; and National Steel Car Corporation, Hamilton. About 1,200 cars were ordered from each company, which will keep their plants busy for some time.

The Algoma Steel Corporation expect to have their rail mill in operation some time between February 15 and March 1,

but, at time of writing, were not sure as to the amount of business they would likely handle, most of the orders being still under negotiation with the railway companies.

### BORDER CITIES

General industrial conditions here are quite bright and the outlook is distinctly hopeful. We are not conscious of any unemployment problem, and this we believe to be largely due to our somewhat successful development of export business. As to general business conditions, we consider them better and brighter than they have been for some time. Our retailers are not complaining as they did during November and the earlier portion of December. At the same time the fact remains that retailers here, as in most other progressive communities, are laboring under a much too heavy burden of rental or assessment.

F. MACLURE SCLANDERS,  
*Commissioner,  
Border Chamber of Commerce.*

### BRANDON

The usual amount of unemployment during the winter months was observable in January. While there are some jobs for single men on farms in the district, there is no work for married men, and there are quite a number of men seeking employment in the city at the present time. As yet, the city has undertaken no relief work, except the shovelling of snow off the streets. There are a few small factories here, but they are doing very little work. The volume of orders is a little lighter than for December.

H. L. CRAWFORD,  
*Secretary, Board of Trade.*

### HAMILTON

General industrial conditions continue to show marked improvement over those of the same month last year and even over those of the preceding month, which is unusual for the month of January. There is still some unemployment, but not more than existed at this season of the year in pre-war days and the urgent need for unemployment relief that existed a year ago has disappeared. Most industries report a slow but steady, and apparently permanent, improvement and quite a few state that they are now back on what might be considered a normal basis. The National Steel Car Company, having recently received a \$3,000,000 order from the Canadian National Railways, is exceptionally busy, and its prosperity is reflected in the steel industries in general. The International Harvester Com-

pany reports business conditions improved, although still below normal; while the Burlington Steel Products is arranging to put its new plant into operation at an early date.

The most encouraging feature of the situation, however, is the optimistic view held by practically all classes of manufacturers regarding the outlook for the immediate future. Almost without exception, they admit that there is more business in sight than has been the case for about two years, and while they do not anticipate boom times, they believe that the year 1923 is going to be a reasonably satisfactory one for most lines.

C. W. KIRKPATRICK,  
*Commissioner of Industries.*

### FREDERICTON

There is some improvement over last month in factory operation, but business is not yet up to normal. There is practically no unemployment. Very little building is going on.

Christmas business here was a record breaker in many instances. Customs and excise receipts in 1922 showed increase of \$576,312 over 1921, and exports to United States increase of \$750,643.

New Brunswick lumbermen have planned large cuts this winter, the estimated cut on Crown lands being 65,000,000 more than last year.

R. H. SIMONDS,  
*Secretary, Board of Trade.*

### GUELPH

Manufacturers appear to be doing a fair volume of business, and many report increased trade inquiries, giving promise of a larger volume of business in the spring. One large iron industry has increased the number of its employees within the last few weeks, and is talking about erecting a large addition shortly.

The retailers report business somewhat slow, following the Xmas rush.

There is, apparently, a great deal of building pending, and it is expected that 1923 will exceed the record of 1922, when nearly a million dollars' worth of new buildings were erected in the City.

H. WESTOBY,  
*Secretary, Chamber of Commerce.*

### BRANTFORD

With three exceptions, Brantford factories are running as in normal times. The outlook is decidedly better than it has been during the past two years. A few unskilled workmen have registered



with the Government Employment Bureau, but with the need of help on farms and on civic construction, all desiring work can find employment.

Orders being received by the various factories are quite stimulating and point to a revival in trade. In most cases, managements have shown at their respective annual meetings, relatively satisfactory statements of the year's operations. As in normal times, a January reaction is shown, following the Christmas trade among merchants. But even in this connection, the prospects are most hopeful.

W. H. WOOD,

*Manager, Chamber of Commerce.*

### MEDICINE HAT

There is some surplus of unskilled labor in Medicine Hat, though skilled labor is practically fully employed. Industries report orders quiet at this time of the year, though some of the plants are busy getting stocks ahead in contemplation of good spring business. There is some variation from this condition, as may be noted from the following remarks, particularly referring to flour mills:—

The Ogilvie Flour Mills Co., Ltd., state that there is an increased demand for high-grade flour. They have no difficulty in disposing of the low grades; in fact, cannot supply the demand.

Lake of the Woods Milling Co., Ltd., report full-time operation of plant, with a good list of orders ahead.

Hedley Shaw Milling Co., Ltd., state that they are in a fortunate position for this time of the year, and that orders are keeping up. Mill running twenty-four hours per day.

The Alberta Linseed Oil Co., Ltd., are manufacturing full-time and getting stock ready for orders.

Medalta Stoneware, Ltd., are operating full day shift, orders for stoneware steadily picking up, with very bright prospects for extensive business early in the year.

Alberta Clay Products Co., Ltd., are running steadily. They are working on several large contracts, and a considerable volume of their various products is being turned out. Stocks are being put in shape for future business.

C. A. RICHARDSON,

*Secretary, Chamber of Commerce.*

### ORILLIA

Employment here is as good as can be expected, and factory operations continue about as before. A fair amount of orders are being received. While very little building is in progress just now, indications point to considerable construction this coming spring.

GEO. J. OVEREND,

*Secretary, Board of Trade.*

### OSHAWA

The industrial situation in Oshawa has been normal during the winter months and there have been few, if any,

requests for assistance. The factories have all been fairly busy and though not all working full-time, they have been the means of saving the situation here. There is little or no employment, and trade, though a little quieter than usual, is on the upward trend. Building is practically at a standstill, due to the cold weather, but prospects for the spring are very bright.

J. A. MCGIBBON,

*Secretary, Board of Trade.*

### OWEN SOUND

Employment conditions here are fairly good, being considerably better than last year. There is considerable building in prospect, including a one-million-bushel elevator; new buildings and tanks for the Imperial Oil Co. to serve the district and a new \$200,000 technical school.

R. D. LITTLE,

*Secretary, Board of Trade.*

### PORT ARTHUR

State of employment here is good, especially in the woods. There is a big development in prospect in the way of elevator construction. Elevators already contracted for at an approximate cost of \$3,250,000 include:—Bawlf, 1,500,000 bushels; Mutual, 1,000,000 bushels; Stewart, 1,500,000 bushels; Saskatchewan Co-operative, 2,500,000 bushels. Besides these there are two others in sight.

The paper mill of the Provincial Paper Mills, which has output of thirty tons daily, will commence operations about the middle of February.

D. K. GUERARD,

*Chamber of Commerce.*

### REGINA

The situation in Regina during January was quite unchanged. At this season of the year, there is no construction under way. There is some little unemployment, largely in the building trades, but conditions in this respect are quite normal. Local business men report commercial and industrial conditions as very similar to those of the past few months, apart from the usual falling-off subsequent to the Christmas season. Jobbers find fair business on new orders, but collections are very slow.

CHARLES A. COOK,

*Secretary-Manager, Board of Trade.*

### SARNIA

Industrial conditions are quiet, but better than at this time last year, while the building trades conditions are fair with very bright prospects for the year 1923.

The building permits for December were twenty-three with a value of \$50,275, and for the year 1922 the number of building permits issued was 721 with a valuation of \$880,260.

The ice harvest has started here, which relieves the unemployment situation somewhat. The number of unemployed has slightly increased lately, owing to men coming in from outside points.

Merchants report trade quiet, but state that collections are easier to make than last year and all are optimistic for the future.

GEO. P. FRANCE,

*Manager, Chamber of Commerce.*

### STRATFORD

The employment situation in Stratford is remarkably good at present. Factories are all busy and working well up to normal strength. The Furniture Show, which was held from January 10 to 24, proved to be the best and most successful exhibition ever held here. Buyers were present from Halifax to Vancouver, and manufacturers report sales good.

A. W. DEACON,

*Secretary-Manager,  
Chamber of Commerce.*

### ST. JOHN, N. B.

The unusually stormy weather conditions of the past month have exercised a depressing influence upon trade and traffic. Lumbermen engaged in the woods have in many instances been compelled to abandon their work because of the heavy volume of snow. This will tend to reduce the cut considerably and also have an effect upon summer business. Possibly, however, conditions may improve next month. The demand for lumber continues, and there are indications of a considerable increase in building in the early Spring. Fishing has been very light. The storms have also affected port traffic considerably, but fortunately there has been no very serious damage to shipping. Cattle and potato exports have been going on on a moderate scale. Grain shipments show a considerable increase. The Atlantic Sugar Refinery has reopened its plant, export conditions having lately shown an improvement. While the casting departments of some of the metal foundries have been fairly active lately, general business in this line has not greatly improved as yet. The Brown Paper Box Company are removing their plant to Coldbrook, so as to give rail connections. Work is progressing slowly on hydro development because of weather and other conditions. Moncton has just established its connections with the provincial hydro plant at Musquash. St. John is arranging for the construction of a sub-station. The city's contract with the Power Commission begins May 1st. St. Stephen is looking forward to having a paper mill shortly. Bathurst is active in this line. Development of power at Grand Falls is being closely considered by the International Paper Company, who have also in their minds the establishment of a big paper plant. The Nashwaak Pulp & Paper Company at St. John, the Fraser Companies at Edmundston, and the Snowball Company at Chatham are preparing for expansion of their mills and pulp plants. The indications are that New Brunswick will be a busy province the coming summer.

R. E. ARMSTRONG,

*Secretary, Board of Trade.*



# Parliamentary Proceedings at Ottawa Reviewed

## Analysis of the Speech from the Throne—Other Legislation Forecast—Questions on the Order Paper

By INDUSTRIAL CANADA'S Special Correspondent

WITH cannon booming from Nepean Point, with pennons waving and with due observance of all the time-honored customs of mediæval grandeur and display, Baron Byng of Vimy on January 31st opened the second session of the Fourteenth Parliament.

The Speaker looks down upon six new faces and one vacant chair, death having claimed, since last session, four members in the persons of Hon. J. A. Stewart, Hon. W. C. Kennedy, D. A. LaFortune and Edward Blackadder, while as a reward for party loyalty three others have moved on to new fields of activities. The veteran Onesphore Turgeon now graces the peaceful Red Chamber where his ripe experience and sound judgment will still be at the service of his country; L. T. Pacaud has departed for London to assist Hon. P. C. Larkin in Canadianizing the High Commissioner's Office and M. J. Demers is now a Puisne Judge of the Superior Court of Quebec. The new members are, Dr. R. F. Preston, Lanark; Hon. R. E. Finn, Halifax; J. G. Robichaud, Gloucester, N.B.; A. J. Benoit, St. John-Iberville; J. T. Rheaume, Jacques Cartier; and E. Roberge, Megantic, while North Essex, the seat of the late Mr. Kennedy, is still vacant. These changes leave unaltered the political complexion of Parliament, but the Liberal benches now hold the members for Muskoka and Prescott who last session sat and voted with the farmers.

### The Speech from the Throne

The Speech from the Throne was largely a review of current events and Governmental activities rather than an outline of this session's proposed legislation. Due prominence was given to increase of trade, diminution of unemployment, improvement in Canadian rates of exchange, the removal of the cattle embargo and the appointments of the new Board of Railway Directors and of the Royal Commission to investigate the alleged Great Lakes shipping combine. Announcement was again made of an expansion of immigration activities by increased advertising and publicity in Great Britain and the United States in an effort to attract settlers to cultivate the land; but the Speech held out no promise of the removal of the regulation which absolutely prohibits immigration of non-agricultural American citizens unless in possession of special permission from the Minister of Immigration.

As to the work of the session, the Speech announces a Redistribution Bill, revision of the Bank Act, such legislation as may be required in connection

with agreements of an international character or significance, and a bill to:

"Safeguard the interests of consumers and producers from undue enhancement of prices or unfair restriction of trade by combines, monopolies, trusts or mergers."

The outstanding feature of the Speech was the implied promise of the exercise of the strictest economy in preparing next year's estimates.

### Amendments

The preliminary step in connection with other Government legislation has been taken by the Minister of Agriculture who gives notice of the amendment of the Cold Storage Act by granting the Government power to enter into contract with properly constituted co-operative societies for the construction, equipment and maintenance of mechanically-equipped refrigeration cold storage warehouses for the preservation of food products; the amendment of the Live Stock Act by providing for the establishment and regulation of live stock exchanges; the issuing of licenses for commission merchants; the creation of exporters' associations; the equipment and regulation of stock yards, etc. In other resolutions he announces his intention to provide for the grading, marking and regulating of containers in which are sold fruit in closed packages, as well as unsealed packages of apples, crab apples and pears, as also the testing, inspection and regulation of the sale of grass, field root and vegetable seeds.

The Minister of Trade and Commerce gives notice of the amendment of the Patent and Trade Mark Acts, which are to be so altered as to permit of Canada's adherence to the Berne International Convention for the Protection of Industrial Property.

The amount of attention given by press, pulpit and platform to the question of immigration during the past twelve months renders very pertinent the question of Mr. Michaud:

"Is the Government aware as to whether or not Canada is in need of more mechanics?"

The Order Paper carries the usual lengthy list of subjects, which private members wish debated. Mr. Denis proposes a Senate chosen by the electors for a six-year term, one-half thereof to be elected every third year. Mr. Good wishes adopted the alternative vote method in single member constituencies where more than two candidates are seeking election to the House of Commons. He likewise proposes that one or more multi-member constituencies should

be constituted by the Redistribution Bill in which constituencies proportional representation should be tested at the next General Election. Mr. Power proposes that the Civil Service Commission be abolished, that Canada withdraw from the League of Nations and that the Commons declare that, save in the case of actual invasion, Canada shall not be committed to participation in any war without the consent of Parliament. Mr. Irvine desires a Parliamentary Committee to investigate the basis, function and control of financial credit and the relation of credit to industrial problems. He desires also a pronouncement by the House that a defeat of a Government measure should not be considered sufficient reason for resignation of a Government unless followed by a vote of lack of confidence. Mr. Millar proposes a Commission to enquire into the grain trade in order that improvement may be made in existing legislation and in order to arrive at some permanent solution of the grain marketing problem.

### In the Senate

The Senate resumed its duties with its strength augmented by the addition to its ranks of two well-known public men—Sir Alan Aylesworth and Hon. O. Targeon. That the Red Chamber is alive to the necessity of economy is shown by the remarks of Sir James Loughheed, who said:

"From 1914 to 1922 civil expenditure has increased from \$22,000,000 to \$50,000,000, and yet I will venture to say that the volume of Government business to-day is no greater than it was,"

and Hon. Raoul Dandurand, who said:

"I have been clamoring, day in and day out, for economy. I could preach it all the more easily perhaps, that I did not have to practice it personally, having no department. But I may say that if the Senate is in favor of economy, it has had a very earnest champion in your humble servant."

### CHATHAM

Business conditions here remain about the same. Retail trade is very quiet, but there have been no failures. Some of the factories, as reported previously, are very busy. The Dominion Sugar Co. are starting their refinery on raw sugar, which will materially relieve the unemployment situation. We are looking for some improvement in another six weeks.

W. R. LANDON,  
*Manager, Chamber of Commerce.*



# Recovery Reported in Italian Trade Conditions

By O. R. Agresti

Associazione Fra Le Societa Italiane Per Azioni, Roma

THE industrial depression was felt in Italy some months later than in the United States and Great Britain, partly as a result of the temporary protection afforded to our industries by the depreciation of the lira; partly, and perhaps more particularly, owing to the prosperity of agriculture, which maintained the activity of the home markets. But by May, 1921, unemployment was becoming serious, the number of unemployed for the whole country being 250,000. Short time became general, and by July, 1921, manufacturing activity was reduced to fifty per cent. in most industries. Wages began to decline from the high peak attained in the first half of the year. An unprecedented drought in 1921-22 depleted the reservoirs which feed the hydro-electric centrals in Northern Italy, compelling the textile industries to work half time and less, and in December, 1921, the figure for unemployment stood at 512,260.

The industrial crisis was then at its height, being particularly severe in the metal and engineering trades. In February, 1922, the number of unemployed rose to 606,819. Since then conditions have improved, unemployment standing at 317,886 on 1st September, 1922. There is great activity in the textile trades, both for the home and export market; readjustment and reorganization in the metal and engineering trades, and full work in the automobile factories. Great depression still prevails in the shipping world. Agriculture, in spite of a poor wheat crop, due to a long summer drought, is, on the whole, prosperous. Farm products command high prices, and there is a revival in the export trade in dairy products, wines, fresh and canned vegetables, tomato paste, etc. There is also some revival in activity in the building trades, and important works are being carried out for land reclamation, irrigation, construction of mountain reservoirs and artificial lakes, for the further utilization of Italy's "white coal." These afford employment, and will result in a considerable increase in the capital wealth of the country.

The labor situation, which greatly aggravated the industrial depression in 1921, has now vastly improved. The number of strikes in 1922 showed a marked decrease, as compared with 1921, and still more so as compared to 1920, and since the clamorous failure of the attempt at a general strike in July, 1922, there have been no important troubles in the labor world, and prospects in this respect are excellent.

## Wholesale Stocks

The large accumulations of stocks in manufacturers' hands, which character-

ized the situation at the close of 1920, leading to the price fall and general deflation in 1921, have been finally disposed of, and at the close of 1922 the situation may be described as normal in this respect. No difficulty is experienced in securing supplies of raw material, and the fall in the cost of coal and in ocean freight rates has reacted favorably on Italian conditions. There has, however, been no heavy buying, or accumulation of stocks.

## Monetary Situation

There has been no further inflation of the currency, which has, indeed, been reduced from L.19,208 million on 31st December 1921 (of which 8.66 million were treasury notes and 9.923 issued on behalf of commerce) to L.17,989 on 30th September, 1922. The lira has maintained a relative stability throughout 1922, improving in respect to the French franc, and varying little with respect to the United States dollar. Towards the end of October the uncertain political situation and the fact that Italy, as a result of a poor harvest, would have to import about 20 million quintals of wheat (73.5 million bushels) sent the exchange up, but the advent of the new government, with its clear-cut policy of financial rehabilitation and government economies, helped to steady the markets, and the lira has returned to the average of the current year.

## Italian Trade

The latest figures published for Italian foreign trade refer to the first five months of 1922. The following table shows the data for this period, compared to those for the corresponding months in 1921. They indicate a falling off of 957,117,997 lire in Italian imports, and an increase of 247,748,839 lire in Italian exports.

IMPORTS.			
	1922	1921	
January	1,315,524,931 lire	1,260,385,198 lire	
Feb. ....	1,056,228,171 "	1,427,835,481 "	
March ..	1,310,847,442 "	1,623,908,709 "	
April ...	1,168,695,022 "	1,452,197,866 "	
May ....	1,248,097,326 "	1,292,174,635 "	
	6,099,392,892 "	7,056,501,389 "	
EXPORTS.			
	1922	1921	
January	619,887,402 lire	579,690,808 lire	
Feb. ....	720,065,678 "	652,758,277 "	
March ..	716,022,015 "	653,528,701 "	
April ....	690,888,582 "	676,275,555 "	
May ....	585,624,859 "	522,476,356 "	
	3,332,478,536 "	3,084,729,697 "	

The balance of trade has always been against Italy, as she has to import all her coal and fuel oils, about one-fifth of her wheat, all her raw cotton, as well as large quantities of ores, wool, rubber, and other staples and raw materials. Before the war her balance of payments was

righted by "invisible exports," largely in the form of the labor of her emigrants, whose cash remittances to the home country were reckoned in pre-war years at about 500 million lire a year: large sums also came into the country from the tourist trade. Since the war emigration has been greatly restricted by legislative measures in the United States and other countries, but the increased value of certain foreign currency, as compared with the lire, has increased the value of the remittances of emigrants, which were reckoned by the Commissariat of Emigration at 3,689 million lire in 1921 from the United States alone. The tourist trade has had a vigorous revival. The adverse balance of trade grew to vast proportions during the war since when it has been successively reduced from 15,000 million lire in 1920 to 5,000 million in 1921 (reckoning the returns on the basis of 1921 prices), while the excess of imports over exports for the first quarter of 1922 stood at 1,483 million, as compared with 2,352 million for the first quarter of 1921.

The Italian Government is now negotiating a commercial treaty with Canada. Heretofore, direct trade relations between Italy and Canada have been of comparatively little importance, but there is little doubt that if an outlet can be secured on the Canadian market for certain Italian products, it will result in a considerable increase in the purchase of cereals, meat, wool, etc., direct from Canada, more especially now that the tariff policy of the United States tends to close that market to Italian industries. During the period, July 1, 1921, to February 28, 1922, imports from Canada were valued at 224,537,146 lire, of which 185,770,943 lire represented wheat, exports to Canada were valued at 6,634,892 lire, the chief item being men's hats, 1,056,090 lire.

## Commodity Prices

The wholesale price of commodities rose from 1914 to 1920 to such an extent that in December, 1920, the index number, calculated on the basis of the average prices for the five year period 1901-1905, stood at 825.84. Prices reached their highest peak in December, 1920, when a slow decline set in, and in June, 1921, the index number as compared to the pre-war period stood at 641.51, and at 81.54 as compared with the average price during the first six months of 1920. The index numbers have been rising steadily since June, 1922.

## The Trend of Wages

With the increase in the cost of living, the average wage of the Italian worker rose, attaining a level rather



higher than that shown by the index numbers for commodities above quoted. According to calculations just published by the National Insurance Fund against Accidents, the average daily wage was L.2.44 in 1900, L.3.26 in 1910, L.3.54 in 1915, L.8.84 in 1919, L.13.95 in 1919 and L.8.91 in the first half of 1921. Since then considerable reductions have been made (20 per cent. in the cotton industry, 8 per cent. in the silk industry, 10 per cent. in the automobile works), and heavy cuts have been made in the metal and engineering trades, in the merchant marine, etc. Now that the cost of living is again on the upward trend, there is little likelihood of further drastic cuts for the present. Economy in cost of production is being affected by increasing the yield per unit. Better work, steadier work, with a tendency to modify the strict enforcement of the eight hour day, adopted by mutual agreement in practically all industries in 1919, is the line of advance.

### Outlook for 1923

On the whole, the outlook for 1923 is promising. The economic policy announced by the new government, a policy which is being put into practice, encourages industrial enterprise and will facilitate the investment of foreign capital in enterprises which aim at increasing national wealth. Nothing can be of

greater assistance to business interests than the reorganization of such services as the railways, postal and telegraphic services, telephones, etc., and the curtailment of the drain on national resources which their wasteful management has entailed in these post-war years. This reorganization, entailing the transference, in some cases, from public to private control, is a prominent plank in the ministerial programme.

The year 1922 was characterized by a process of readjustment and selection in the industrial world. Capital has been written down, companies have amalgamated, inflated stocks have been disposed of, efforts have been made to readapt industries to the changed market conditions.

A commercial treaty, based on a new tariff, has just been signed with France, and is now being negotiated with Switzerland and Canada. Agreements, on the basis of the most favored nation clause, have been made with Czechoslovakia and Poland; preliminary conversations toward this end are now taking place with Belgium and the Baltic States. All this will facilitate the travel revival.

The vital energies of the country are now well represented by the Government. The business world looks forward hopefully to 1923 as opening a new period of strenuous work, severe national economy, and renewed security and confidence.

From this point wages fell. Taking real wages on November 1, 1921, as 100 per cent., the movement until April is shown in the following table:—

December, 1921 .....	81.5	per cent.
January, 1922 .....	72.0	" "
February " .....	61.2	" "
March " .....	39.0	" "
April " .....	30.0	" "

No accurate figures are available for the months May to August, but in September, 1922, real wages were 42.5 per cent. of November 1921, or nearly 50 per cent. higher than the average for the whole of the year 1921.

### Prices and Cost of Living, 1922

The monthly cost of living in Moscow, based on a food ration of 3,600 calories, in millions of 1921 roubles, is shown in the following table and illustrates the almost continuous rise in value or fall in the purchasing value of the local currency:—

1922.	Million Roubles.
March 25 .....	9.9
April 1 .....	17.3
May 1 .....	31.8
May 28 .....	34.6
June 6 .....	35.7
June 25 .....	33.3
July 1 .....	31.7
July 15 .....	34.9
July 30 .....	41.5
August 13 .....	42.5
August 27 .....	41.5

### Industry

During 1921, after the cessation of the Civil War, following the collapse of General Wrangel's attack, there was a reversal of the economic policy of the Russian Government, and in place of full socialization there was inaugurated a policy under which private initiative was allowed, with a tendency, and a very strong tendency, towards State participation and control. This system can perhaps be best described as a halfway house between complete socialism and capitalism.

Under it large trusts have been formed in which the State are partners and exercise a considerable amount of control. It may perhaps be best described as State capitalism.

About ninety per cent. of big industry is in the hands of the State. These concerns are controlled by some eighteen syndicates and a large number of trusts, some of them very big concerns.

The State can be considered in this way as more or less directly employing some one million workers.

### Growth of Trade and Trade Prospects

In 1921 the import business, under practically direct State administration, was placed on a firm footing in London, Berlin and Scandinavia. By the end of that year the system was working successfully. Exports from Russia were also commenced in the same year, and the past year has seen this trade from both Northern and Southern ports, extended on a business basis.

The transition of Russian industry from full State to more or less private management, the development of internal

## Russian Trade Conditions Explained

By Arthur G. Marshall

Becos Traders Ltd., London, England.

**R**USSIAN trade still remains abnormal and cannot become normal until the Russian Government has been internationally recognized. Nevertheless a very marked improvement, not only in trade actually done, but in trading prospects, has to be recorded as the result of the past year.

### Imports and Exports

The following table gives the imports and exports during the first six months of 1922, on a gold rouble basis as regards values:—

1922	IMPORTS. Tons.	Gold Roubles.
Jan.	92,000	15,090,000
Feb.	143,000	17,995,000
Mar.	276,000	27,390,000
April	355,000	62,831,000
May	444,000	84,801,000
June	328,000	58,612,000

1922	EXPORTS. Tons.	Gold Roubles.
Jan.	17,000	2,492,000
Feb.	3,400	1,676,000
Mar.	7,700	2,708,000
April	25,600	4,506,000
May	122,000	7,407,000
June	70,000	4,104,000

The increase of both is most noticeable, but neither imports nor exports have yet approached the figures that would be achieved, were full political recognition granted, the absence of which limits so severely as to practically pre-

vent the granting of credits, without which normal trade cannot be carried on.

The out of balance of imports as compared with exports must be expected to continue until more normal agricultural and industrial conditions have been established, as the result of the provision of equipment, foreign capital, and credits.

The movements in wages and cost of living during the year are also of interest. The figures given below relate to Moscow, the biggest centre of population, and cannot be taken as altogether representative of the conditions ruling in other parts of the country.

During 1921 real wages rose steadily until November, when they were four times those of January.

### Average Wages in Moscow

In the following table wages are shown (1) in roubles, the supplies received in addition to money being taken at their market value; (2) in percentage of the amount required to buy a monthly food ration of 2,700 calories per day:—

21.	In Roubles.	% of ration cost.
Jan.	119,416	66.2 per cent.
Mar.	121,402	40.9 " "
May	84,527	22.8 " "
July	111,794	21.6 " "
Sept.	249,233	69.2 " "
Nov.	1,668,089	281.0 " "



trade, the growing demand of various branches of industry for foreign machines and materials, increases the need for well-organized foreign trade.

It is proposed that in the coming year all concerns having important interests abroad should be enabled to work directly on the foreign markets, but it is intended to retain the general control by the Government. Recent Russian legislation on the formation of shareholding companies should greatly help the extension of foreign trade.

There has, up to the present, been no signs of any flow of foreign capital into Russia, either for the import or the export business, and there is not likely to be until recognition has taken place. The Russian Government, however, with the object of attracting such capital, has inaugurated the formation of "Mixed Companies" in which the State takes a part. Several of the most important European firms have carried on negotiations in this connection, but such a development is regarded by many others as being only of a temporary nature.

The prospects of Russian business for 1923, both commercial and industrial, are, as in the past, almost entirely locked up with the question of international recognition. Once such recognition is granted, there is no question as to loans and credits being forthcoming, and with the re-establishment of the normal credit facilities, there is not the slightest doubt that both the export and import trade of Russia will enormously increase.

## Jamaica

By H. H. Troop

Manager, The Royal Bank of Canada, Kingston, Jamaica

THE most important and most difficult problem that France has had to solve is that of reconstruction; ing accentuated by the very poor sugar market which existed in the early months of the year. A representative was despatched to England to urge an increase of the British preference for Imperial sugar. No such action was taken by the Government, but the market gradually improved. The local legislature authorized the continuance for another year of government loans, total new advances for the crop of 1922-3 not to exceed £350,000.

The general produce market has been unsatisfactory, apart from bananas, which did particularly well to the end of June. The production of 1923 will be interfered with by a drought running through the first half of the past year and some appearance of Panama disease. Fortunately there has been no hurricane to date (Nov. 17).

As a natural result of the depression, there has been some unemployment, but this has not been serious. Salaries to clerical staffs have in many cases been reduced and wages have gone down. Living costs in the cities, however, remain very high. There have been few commercial failures, and collections, speaking generally, have been well met.

A Canadian trade commissioner's office was opened in 1921, with G. R. Stevens in charge. He is eminently fitted for the office which he occupies and is doing much to foster and encourage trade between the Dominion and Jamaica.

While thrown out in 1921, a bill was passed in March, 1922, giving effect to the reciprocal preference agreement reached at the Canadian-West Indian Conference at Ottawa in 1920. Broadly speaking, the Canadian exporter has a duty advantage of twenty-five per cent.

Latest trade returns show imports for six months ended June 30, 1922, of £1,063,000 and exports of £2,416,000, as compared with £1,518,000 and £1,513,000 for the corresponding period of 1921. Ex-

ports of sugar in the six months totalled 34,895 tons, as against 26,000 tons for the whole of 1921; its value was £599,003, or £90,000 more than for 1921. Fifty-four per cent. of the sugar exported in 1921, and valued at £278,000, went to Canada.

Exports of bananas for first half of 1922 consisted of 6,099,000 stems, valued at £1,103,254, as compared with 3,932,622 stems valued at £791,552, in the same period of 1921. Approximately 60,000 acres were in banana cultivation during 1921, as against 55,000 acres in 1920. This indicates a movement from canes to bananas, affecting chiefly, however, new development work for the year under review.

## Progress being Made by France

By J. Duchastel

Secretary, Canadian Section, British Chamber of Commerce, Paris.

THE most important and most difficult problem that France has had to solve is that of reconstruction; reconstruction, not only of the regions of Northern France that have suffered so terribly from the effects of the war, but also of all the commercial machinery that lay untouched during the war. Means of communication, roads, railways, telegraphs, telephones, must be renewed, improved and extended; factories, for many years nearly at a standstill, must needs renovate their old machinery or install new; exporters must once again get into touch with foreign markets.

To carry out this great work of reconstruction that lays the foundation of a greater export trade, it is obvious that immense quantities of raw materials must be imported. These raw materials are turned into finished products in France, giving employment to thousands of workmen but, being utilized solely in France, do nothing to swell the figures of the export trade. The natural result of this is that for some time imports must be considerably greater in value than exports. This, however, is but a transitory phase and, by the energy and perseverance of her people, France will undoubtedly quickly regain her position as one of the leading manufacturing nations of the world.

Imports and exports for the first nine months of 1922 were valued as follows:—

Imports		Frances
Foodstuffs	.....	4,084,316,000
Industrial Material	.....	
(including all classes of fuel)	.....	9,476,177,000
Manufactured articles	.....	2,959,695,000
Total	.....	16,520,188,000
Exports		
Goods exported	.....	14,219,078,000
Excess of Imports..		2,301,110,000

It will be seen by this table that industrial material constitutes more than half of the imports, and it is easy to foresee that at no very distant period the benefit of all this reconstruction will be reaped and the situation in France

improve for many years to come. How great has been the activity in the present year is clearly demonstrated by comparing a similar period in 1921:—

Imports		Frances
Foodstuffs	.....	3,940,544,000
Industrial materials	.....	7,896,755,000
Manufactured articles	.....	3,787,939,000
Total	.....	15,625,238,000
Exports		
Total	.....	14,827,468,000
Excess of Imports ..		797,770,000

Canadian trade is eminently satisfactory. During the first nine months of this year France imported from Canada goods to the value of francs 85,658,000, and exported to the latter to the value of francs 82,027,000.

It was with the greatest pleasure that we received at this Chamber the Canadian Ministers who came over to arrange the Commercial Treaty with France. Any improvement in trade relations between the two countries will largely be due to the energy and activity of these gentlemen.

Wages and the cost of living, almost indissolubly linked in a country so self-supporting as France, have decreased very slightly during this year; the decrease, however, has not been great enough materially to ameliorate the domestic situation.

Unemployment is practically unknown in France, and although in the towns some complain that employment is difficult to find, there is in the country work enough for all.

Wholesale stocks show on the whole very little variation and may truly be said to be stationary.

To conclude, the outlook for 1923 is better than that of 1922, but it must be remembered that France cannot suddenly, and with one immense stride, make up all she has lost. Year by year, through continual hard work, her position will steadily improve, but her progress cannot but be gradual. For Canadian trade 1923 surely will prove a year of greater success, for the benefit of the Commercial Treaty is far-reaching in its effects.



## News Relating to Export Trade

Published by Arrangement with Commercial Intelligence Committee  
and Export Clubs of Montreal and Toronto

### Short Courses in Export Trade do Good Work

The first session of the Short Courses on Export Trade at the University of Toronto was concluded on January 27. There was a steady attendance of over seventy students, comprising export managers and their assistants, office managers in charge of certain phases of export work, export agents and general students of economics. Many expressions of satisfaction have been heard from those taking the course and without question the men who attended are carrying back to their jobs a greater enthusiasm and a keener insight into their work than they have ever had before and better than all, they have acquired personal connections, sources of information and a desire and capacity to use them on a scale not heretofore possible.

The bulk of the broad theory work was handled by the excellent staff of the Department of Political Science of the University, Professors R. M. MacIver, G. E. Jackson, W. T. Jackman and Dr. H. A. Innes.

Various members of the Staff of the Department of Trade and Commerce also dealt fully and acceptably with practical phases of export work entrusted to them. The students at the Export Course count themselves fortunate in having had the benefit of the experience and energy of Trade Commissioners W. J. Egan, G. R. Stevens, and P. W. Ward. Junior Trade Commissioners Cosgrave and O'Meara also made useful contributions to the sessions.

The committee in charge considered it desirable to round the course out by obtaining the services of various bankers and business men to deal with certain aspects from the basis of an individual business, thus furnishing concrete experience and tracing the results of a consistent policy over a course of years in one particular line. Among those contributing were H. V. F. Jones, Canadian Bank of Commerce; H. F. Lucas, Union Bank of Canada; C. L. Wisner of the Massey-Harris Company; J. S. McLean, Harris Abattoir Co., Limited; Thos. Morton, Western Canada Flour Mills, Limited; W. W. Near of Page Hersey Tubes, Limited; A. L. Dawe of the Canadian Export Paper Co., Limited; E. H. Wilkinson of the Wilkinson Paper Co., Limited; A. J. Glazebrook and Sir Joseph Flavell. W. J. Dunlop of the Extension Department of the University deserved commendation for his work in making the necessary arrangements.

The second session of the Course began at McGill University, on January 29th, and following that a similar course is going on at L'Ecole des Haute Etudes

Economiques in Montreal with prospects of excellent success.

It is hoped that a conference of all interested parties will be arranged to discuss future prospects and to prepare some form of printed report dealing with the subjects taken up at these various courses.

### Conditions in Australia more Favorable

Australian prospects for 1923, according to A. McArthur of A. McArthur & Co., Sydney, Australia, are on the whole very bright. The country is exporting in value more than it is importing. Commodity prices and wages are falling and hours of labor are gradually reverting to the forty-eight-hour standard, in lieu of 44 hours. Wholesale stocks are decreasing and quite a lot of the high-cost stocks, imported during the war, are being liquidated. The only unfavorable feature appears to be unemployment, which is pretty general. This has been intensified by the seamen's strike and general strikes against the re-adoption of the 48-hour principle.

### New Zealand Stocks have been Reduced

"1922 has been a year of reconstruction in New Zealand, as well as anywhere else," writes Th. de Schryver of Th. de Schryver, Ltd., Auckland. "Importers have managed, though in many instances at high sacrifices, to clear off stocks bought at top prices. In some cases individual firms lost hundreds of thousands of pounds. Notwithstanding, not a single firm of any importance failed to fulfil its obligations. The retail trade in general has profited by the loss of the importer and wholesaler and is more prosperous than ever.

"No doubt the picture would be different had not Nature lent a helping hand. The remarkable increase in the country's produce, and the steady advance in the price of these products, particularly wool, have materially assisted to create the present highly satisfactory position. If only the European position would improve, there would be very little cause for anxiety."

### Offers Advertising Service in British Guiana

It is not the policy of INDUSTRIAL CANADA to direct the attention of its readers to specific advertisements, but an exception is deemed permissible in connection with the appearance in this issue of an

announcement of the services offered to Canadian manufacturers by the *Daily Chronicle* of Georgetown, Demerara. The *Daily Chronicle* was founded in 1881. It is published daily, except Monday; has an extensive circulation; is a valuable advertising medium and is an influential factor in everything pertaining to the welfare of the colony of British Guiana. Members of the publishing company include several of the leading men of the country, including Hon. R. E. Brassington (chairman), a large sugar planter and member of the senior branch of the Legislature; Hon. Francis Dias, a prominent solicitor and also a member of the senior branch of the Legislature; M. Nascimento, a member of the junior branch of the Legislature and mayor of Georgetown; and A. C. O'Dowd, managing director of William Fogarty, Limited. The managing director and editor is A. R. F. Webber, until recently advertising manager to Booker Bros., McConnell & Co., Limited. Mr. Webber is also publicity secretary of the Georgetown Chamber of Commerce and financial representative for the county of Berbice in the Combined Court.

Manufacturers interested in developing business with the British West Indies and British Guiana and who wish to make use of advertising in local newspapers should give consideration to the services offered by the *Daily Chronicle*.

### Adventures of a Canadian Feed Pump

The Smart-Turner Machine Co. Limited, Hamilton, recently received a curious letter, written in the Spanish language. It was found on translation to refer to a vertical simplex boiler feed pump, which they had built for the Imperial Munitions Board during the war. The pump was installed in a wooden ship which eventually found its way to Cartagena, Spain. The letter reads:

"It is my moral duty to advise you that the pump belonging to you, of 10, 6, 12, No. 174,279, was taken clandestinely from the English vessel *Serviet* by an individual of little honor named Miguel Vizcaino Segura, who has it hidden here in Cartagena in a place known as 'The Club of the Matadors.'

"If you telegraph quickly to the consul of this place you will be able to recover it at once. This individual of little or no honor will hand it over on request of said gentleman, in order not to find himself prosecuted for robbery committed by him and the captain of the vessel. He is trying to sell it, but no one would buy it on being informed of the unworthy manner of its acquisition.

I am,

Yours affectionately, who kisses  
your hand,

In Cartagena, December 2nd, 1920  
(Spain)."



# Annual Meetings of Various Associations

## Garment Manufacturers to hold Convention

Concurrently with the holding of the Textile Products Exhibition at the Mount Royal Hotel, Montreal, February 19-23, there will take place the first annual convention of the Canadian Association of Garment Manufacturers. The purposes of the meeting are: to elect officers for the ensuing year; to lay before the heads of companies who are not already members, an outline of the whole organization and its sub-divisions; and to establish a general service organization to deal with the problems of this particular industry. These are nearly 1,000 manufacturers in Canada eligible for membership in this new organization.

## Lumber Manufacturers Pass Several Resolutions

The fifteenth annual meeting of the Canadian Lumbermen's Association took place in Montreal on January 24 and 25. The work of the convention was crystallized in a number of resolutions chief among which were the following:—urging the proper authorities to reduce railway costs so that freight rates in Canada can be restored to the basis in existence, September, 1920; asking that the present permit for the manufacture and sale of oleomargarine be made permanent; directing that due consideration be given to securing all possible publicity in Great Britain for Canadian lumber; requesting the government to inquire into the matter of roof covering and to make adequate provision for testing various roof coverings; asking changes in the workmen's compensation acts, in order to remove defects.

Among the speakers at the convention, which was presided over by A. E. Clark, Toronto, were G. D. Finlayson, Superintendent of Insurance, Ottawa; Sir Keith Price, Price and Pears, one of the largest British lumber importing firms; Hon. Walter G. Mitchell, M.P., and Dean Laing, McGill University.

Angus McLean, Bathurst, N. B., was elected president of the Association. Other officers for the year are: first vice-president, George W. Grier, of G. A. Grier and Sons, Montreal; second vice-president, David Champoux, of the Baie des Chaleurs Mills, Restigouche, Que.; hon. treasurer, R. G. Cameron, Ottawa; secretary, Frank Hawkins, Ottawa, and transportation manager, R. L. Sargent, Ottawa.

Directors: Ontario, Walter M. Ross of J. R. Booth, Limited, Ottawa; W. J. Bell, Sudbury, and Walter C. Laidlaw, Toronto; Quebec, Arthur H. Campbell, of the Campbell McLaurin Lumber Com-

pany, Montreal, and J. S. Bock, Eagle Lumber Company, Montreal; New Brunswick, W. B. Snowball, Chatham, N.B.; Nova Scotia, Rufus G. Dickie, Stewiacke, N.S.

## Shoe Manufacturers Review Past Year's Work

The Shoe Manufacturers' Association of Canada held its fourth annual convention in Montreal, on January 17 and 18, with Joseph Daoust, Daoust, Lalonde and Co., the president, in the chair.

In a summary of the year's activities, the manager, S. Roy Weaver, referred to the following achievements:—the successful institution of a credit service on wholesale and retail accounts; organization of large deputation to wait on federal government to urge maintenance of tariff protection; progress made towards standardization of shoe cartons and shipping cases; arrangement of technical classes for shoe workers at Montreal Technical School; the conduct of a machinery and equipment exchange; investigation of cases of dumping and action thereon; collection and distribution of trade information; preparation by manager of report on meeting of Joint Styles Committees of the Shoe Trade in U.S.; carrying on of publicity work of considerable importance; supplying copies of Association emblem; organization of Shoe Style Show at Canadian National Exhibition; completion of representations on freight rates; work in advocacy of extension of Marking Act to boots and shoes.

Addresses were delivered by Howard P. Cobb, industrial engineer, Boston, on "Figuring Costs to Safeguard Profits," Wilfrid Gagnon, Aird and Son, on "Factors in Shoe Costs," John A. Walker, Toronto, on "The Outlook for 1923," Fred Ahrens on "The Retail Shoe Situation," John Tebbutt on "Wholesale Shoe Conditions," A. Lecours on "Styles," James Acton on "Reminiscences of the Shoe Trade," J. A. Beaudry, on "A Visit to Russia."

Resolutions were adopted requesting the Government to repeal or amend the Bankruptcy Act; to give adequate protection to the Canadian industry against importations under the British Preference and to apply the Marking Act to boots and shoes. It was also resolved that all members of the Association mark their product with the Canadian trade-mark.

J. E. Warrington, the John Ritchie Co., Limited, Quebec, was elected president; L. P. Deslongchamps, Montreal, first vice-president; J. A. Walker, Toronto, second vice-president. District representatives

were elected as follows:—*Western*, R. J. Leckie; *Ontario*, G. W. McFarlane, F. H. Ahrens, W. H. Duffield, S. H. Parker, G. H. Ansley, L. C. Van Geel, Geo. A. Blachford; *Montreal*, R. Lanthier, A. Lecours, J. T. Tebbutt, A. Tetrault, N. MacFarlane, W. Gagnon; *Quebec*, J. E. Samson, J. M. Stobo, D. Marsh, G. B. Goulet; *Maritime*, A. Reid. The executive also includes past presidents F. S. Scott, Galt, and J. Daoust, Montreal.

## Furniture Manufacturers Elect Officers

The annual meeting of the Furniture Manufacturers' Safety Association (representing employers in Class 3 under the Workmen's Compensation Act), was held on January 25, at the King Edward Hotel, Toronto. Toronto, Hamilton, Peterborough, Alliston, Newmarket, Owen Sound and Kitchener were all represented at the meeting. The following were elected directors:—

W. E. Dolan, Office Specialty Mfg. Co., Newmarket; D. E. Macintyre, North American Furniture Co., Owen Sound; L. T. Malcolm, Malcolm & Souter Furniture Co., Limited, Hamilton; Alex. Saunders, Goderich Organ Co., Limited, Goderich; A. H. Smyth, The Strathroy Furniture Co., Strathroy; A. H. Watson, Canada Furniture Manufacturers, Woodstock; D. M. Wright, McLagan Furniture Co., Stratford.

At a subsequent meeting of the directors, D. M. Wright was re-elected chairman and R. H. Easson, vice-chairman.

## Textile Manufacturers' Safety Association

The annual meeting of the Textile Manufacturers' Safety Association (representing employers in Class 17, under Ontario Workmen's Compensation Act), took place at the King Edward Hotel, Toronto, on January 16. An interesting discussion regarding the joint questions of compensation and accident prevention followed the presentation of reports by the chairman and secretary-treasurer which showed that a great deal of work had been done during the past year and at a very low cost.

The following were elected directors:—A. E. Adam, Canadian Cottons, Limited, Hamilton; C. G. Cockshutt, Slingsby Mfg. Co., Brantford; R. R. Moodie, J. R. Moodie and Sons, Limited, Hamilton; H. Quarmby, Guelph Carpet and Worsted Spinning Mills, Guelph; S. A. Read, Plymouth Cordage Co., Welland; R. Thomson, Hawthorn Mills, Limited, Carleton Place; K. C. Turnbull, R. M. Ballantyne, Limited, Stratford.



At a meeting of the directors at Hamilton on January 24th, R. R. Moodie was elected president; A. E. Adam, vice-president and R. B. Morley, secretary-treasurer. Meetings of directors will be held quarterly or oftener during 1923.

### Packers Elect Safety Officers

The annual general meeting of the Packers' Accident Prevention Association, representing the employers in Class 14, under the Ontario Workmen's Compensation Act, took place at the King Edward Hotel, Toronto, on January 29, representatives being present from Toronto, Hamilton, Brantford and Ingersoll. The following were elected directors:—

S. G. Brock, Harris Abattoir Co., Limited, Toronto; Jas. A. Law, Canadian Packing Co., Limited, Toronto; O. L. Waite, Gunns Limited, Toronto; H. H. Stedman, Swift Canadian Co., Limited, Toronto; J. W. Widdup, Canada Glue Co., Limited, Brantford; H. C. Wilson, Ingersoll Packing Co., Limited, Ingersoll; A. F. Park, William Davies Co., Limited, Toronto.

At a subsequent meeting, J. W. Widdup was elected chairman and S. G. Brock, vice-chairman.

### Clothing Manufacturers Elect Safety Officers

At a luncheon meeting of the Wearing Apparel Manufacturers' Cleaners' and Launderers' Safety Association (representing the employers in Class 18), held at the King Edward Hotel, Toronto, on January 23, the following were elected directors for a two-year term:—

R. F. Anderson, Hamilton, Carhartt Cotton Mills, Limited, Toronto; F. S. Hodgins, Cluett, Peabody & Co., Limited,

Kitchener; J. B. McCarter, Eclipse Whitewear Co., Limited, Toronto; J. J. Turner, J. J. Turner & Sons, Limited, Peterborough.

These, with the following who were elected in 1922 for a two-year term, will make up the directorate for the ensuing year:—

J. B. Ratcliff, John Northway & Sons, Limited, Toronto; J. J. Sheedy, New Method Laundry, Limited, Toronto; George Langley, Langley the Cleaner, Limited, Toronto; R. H. M. Lowndes, The Lowndes Company, Limited, Toronto.

At a subsequent meeting of the directors, J. J. Sheedy was elected chairman; F. S. Hodgins, vice-chairman and R. B. Morley, secretary-treasurer. The directors plan to keep in intimate touch with the employers in Class 18 during the year in the expectation that reduced compensation costs may be secured.

### Ceramics and Stone Safety Association Meets

The annual general meeting of the Ceramics and Stone Safety Association (representing the employers in Class 6 under the Workmen's Compensation Act of Ontario) was held at the King Edward Hotel, Toronto, on January 17. The principal topics discussed were accident prevention, compensation costs and doctors' accounts. The following were elected directors for the ensuing year:—

A. U. Cote, Cooksville Shale Brick Co., Limited, Cooksville; W. Cowan, Luxfer Prism Co., Limited, Toronto; John Cuthbert, Canada Cement Co., Limited, Port Colborne; C. M. Doolittle, Canada Crushed Stone Corporation, Limited, Dundas; John Lind, St. Mary's Cement Co., Limited, St. Mary's; J. S. McCannell, Milton Pressed Brick Co., Limited,

Milton; C. A. Millar, Ontario Sewer Pipe and Clay Products, Limited, Mimico.

At a subsequent meeting C. A. Millar was elected chairman; C. M. Doolittle, vice-chairman and A. U. Cote, representative to Industrial Accident Prevention Associations. This gives Class 6 three representatives on the general committee of the Industrial Accident Prevention Associations.

### Clay Products Manufacturers at Hamilton

A joint convention of the Canadian National Clay Products Association and the Western Clay Workers' Association was held at the Royal Connaught Hotel, Hamilton, on January 23, 24 and 25, 1923. The report by the secretary showed the C.N.C.P.A. to be in good condition numerically and financially.

A splendid series of papers and addresses were delivered during the course of the convention, the speakers dealing in a helpful way with many of the technical problems facing the industry.

The annual banquet took place on the evening of January 24, the guest of honor being Sir Henry Drayton, M.P.

The following officers were elected:— President, Ryland H. New, Hamilton; 1st Vice-President, T. H. Graham, Inglewood; 2nd. Vice-President, Andrew Dods, Mimico; 3rd. Vice-President, D. C. Merkle, Ottawa; Secretary-Treasurer, Gordon C. Keith, Toronto; auditors, Andrew Dods and C. B. Lewis; councillors, H. H. Hallatt, Tilbury; N. T. Gagnon, Montreal; F. B. McFarren, Toronto; C. B. Lewis, Toronto; Robt. W. New, Hamilton; J. W. Nicholson, Toronto; Chas. H. Wallace, Toronto; J. R. Price, Humber Bay; A. U. Cote, Cooksville; H. F. Dingledine, Aldershot.

### Bankruptcy Act Under Discussion

A well attended meeting called for the purpose of discussing amendments to the Bankruptcy Act, was held in the Old Colony Club, Windsor Hotel, on January 18th. At this meeting representatives were present from the Bankers' Association, Bond Dealers' Association, Retail Merchants' Association, Wholesale Drygoods Association, Wholesale Hardware Association, Montreal Board of Trade, Accountants' Association, Authorized Trustees, Montreal Chambre de Commerce, Canadian Manufacturers' Association and others.

Representatives were also present from Winnipeg and Toronto, and the cities of Quebec, Three Rivers, Sherbrooke and St. John's, were also represented. W. S. Fallis, the Chairman of the Montreal Legislation Committee, occupied the Chair, and assistance was rendered by J. E. Walsh, General Manager of the Association, and H. Macdonald, Secretary of the Legal Department. A large number of valuable suggestions were made, and the discussion in each case tended to clear the air as between the various interests represented. It was necessary to hold an evening session in order to complete the work, and general satisfaction was expressed at the results obtained.

## INDUSTRIAL DEVELOPMENTS OF 1922, ILLUSTRATED



NEW PULP MILL AT KAPUSKASING, ONTARIO

Construction work on the 100-ton sulphite pulp mill of the Spruce Falls Company, Limited made good progress during the year, as the above photograph illustrates. In addition to the plant, about forty dwellings for employees have been erected on the Company's townsite. The plant is equipped with four digesters, a 150-inch pulp drying machine, and other machinery.



# Recent Additions to the Membership

## Some Notes on Manufacturing Firms who have Just Joined the Association

**I**N this department information is published about manufacturing companies who have recently come into the membership of the Association. New members, who have not already been referred to in this department, are invited to send in particulars for publication.

### Peerless Box Co., Limited

The Peerless Box Co., Limited, a new Ottawa corporation, who started business last May, have become members of the Association. They manufacture boxes and containers of all descriptions, especially cylindrical containers made from high-test, single-ply fibre board. Their plant has a capacity at present of 5,000 per day. Directors include J. R. Dow, Dr. D. W. Wallace, John E. Cole, Mrs. J. Sears and E. P. Honex. John A. Macdonald is manager.

### Electroplax Co., Limited

The Electroplax Company, Limited, who are new Toronto members of the C.M.A., were established in April of this year, when they purchased the assets of Insulated & Moulded Products, Limited, taking over their plant at Mount Dennis. Their products are insulated and moulded articles, acid and heat-proof varnishes and synthetic amber. On November 13th they were unfortunate enough to lose their plant by fire, but they are rebuilding it at once and moving it to Weston.

The company's head office is in the York Building, King and York Streets, Toronto. The officers are H. E. Corey, president and general manager, who is their representative in the C.M.A.; L. V. Redman, P. A. Thomson and V. R. Smith, vice-presidents and directors; B. P. Corey, director, and F. E. Rathbun, secretary-treasurer.

### Hanover Converters, Limited

Hanover Converters, Limited, who have become members of the C.M.A., are a new company, recently organized to take over the assets of the Hanover Cotton and Woollen Mills, Limited, at Hanover, Ont. Their plant consists of two connected standard mill-construction buildings, the larger one being a two-storey structure housing the cotton and knit goods departments. The smaller building is three storeys high and contains storerooms for new material and finished products, the shipping-room and the general office. In their knit goods department the company are making sweaters, jerseys, etc., and shirts and overalls in their cotton section.

Hanover Converters, Limited, are an entirely new organization, and have no connection with the former owners of the factory. Their president is John

Aird, of Toronto, and E. A. Langmuir, of Toronto, is vice-president, R. M. Calvin, Hanover, is secretary-treasurer, and John Suckling and Adolph Glaeser, Hanover, directors. Mr. Calvin and Mr. Suckling are in active charge of the factory.

The company will sell exclusively through the wholesale trade. Their sales agents are B. Bomeisl, for Montreal and the territory to the east; W. R. Begg & Company, for Toronto and Ontario; and T. H. Wardell & Company, for Winnipeg and the Western Provinces.

### J. H. Emmett, Limited

A recent addition to the membership in the Maritime Provinces is the firm of John H. Emmett, Limited, manufacturers of ham, bacon and hog products, Halifax, N.S. The business started in a small way in 1896, but increased from year to year. Three years ago John H. Emmett, the founder, retired from active management and his son, Harry E. Emmett, became managing director. The company erected a \$100,000 plant and opened two other stores. The plant is a three-storey concrete building, 50 x 120 feet, with cold storage equipment. A. H. Minshall is president and Harry E. Emmett, general manager.

### Crystal Spring Water Supply

This industry, which is engaged in the manufacture of soft drinks, in Victoria, B.C., joined the Association last fall. The business originated in 1913 at a time when the city water supply (Elk Lake) was of bad quality, the sole purpose being to retail water from a spring in a residential part of the city. A year or two later, Victoria opened its

new waterworks and it became necessary to find a new opening. An existing soda water business was bought out and the manufacture of soft drinks was commenced, the original spring water being used for many of the company's lines. The plant has a capacity of from 500 to 700 cases per day. D. K. Wilson is now sole owner.

### Williams Sealing Corporation

The Williams Sealing Corporation, who have joined the C.M.A. in Toronto, are a recently established Canadian branch of a company of the same name at Decatur, Illinois. The parent company, established at Waterbury, Connecticut, in 1909, and removed to Decatur in 1918, have had a steady and consistent growth. Their products are the "Kork-N-Seal" bottle caps and capping machinery. These are now being made in Toronto, at 95 Sterling Road, in connection with Collapsible Tubes & Containers, Limited. The company plan to extend their Canadian operations as rapidly as possible, and will probably begin an intensive selling campaign early in 1923. Carl H. Nye, secretary-treasurer of the company, is their C.M.A. representative.

### Canadian Western Cooperage Limited

A recent important addition to the membership in British Columbia is Canadian Western Cooperage, Limited, Esquimalt. The industry was started in 1892 as Sweeney Cooperage, being re-organized under present name in 1921. It began with two employees, doing a purely local business, gradually working up to its present dimensions. The mill has a capacity of twelve thousand feet and the cooperage 400 packages per day, and practically everything in the cooperage line is manufactured. Sales are made from Alaska to Quebec, mostly in Western Canada, and some shipments have already been made to the Orient.



PLANT OF WEAVER CANADIAN COMPANY, LIMITED

This company, who manufacture garage equipment at Chatham, Ontario, are new members.





A NEW BRITISH COLUMBIA INDUSTRY

Plant of Pacific Starch Products, Limited, erected last year at New Westminster. The Company, in which potato growers of the Fraser Valley are largely interested, are engaged in manufacture of potato flour, potato starch and dextrine. The plant has a capacity of 30 tons a day for the present.

The company maintain their own laboratory for working out drying problems, etc. Directors are E. F. Goodrich, Miss M. Sweeney and Leo Sweeney, the last mentioned being manager.

### Canadian Vinegar Company

Canadian Vinegar Company, who are controlled by Laporte, Martin, Limitee, Montreal, have recently joined the Association. The company was formed on November 30, 1921, buying out a private concern. The plant at 457 St. Germain Street was rebuilt under the most modern plans. The company manufacture vinegar, pickles and chow-chow. They are represented in the Association by Joseph Ethier.

### The Sterling Broom Company

Established in April last, the Sterling Broom Co., Guelph, lost little time in joining the Association. The company, who are owned, managed and directed by Wm. J. Hamilton, occupy a two-storey stone building, 120 x 40 feet. Equipment consists of six broom-tying machines; two whisk machines; one broom-stitching machine and one whisk-stitching machine. Output is 400 dozen per week, but plant can be expanded to produce 600 dozen per week.

### Wallace Machine Works, Ltd.

Wallace Machine Works Limited, new members of the Maritime Division, are located in Sussex, N.B., where in May, 1919, they took over the business of the Sussex Manufacturing Co. They operate a plant with 5,000 square feet floor space and manufacture the Sussex Little Giant threshing machine, wood cutters,

farmers' boilers and root pulpers, besides producing grey iron castings of all kinds and doing repair work. H. W. Wallace is president and general manager and C. W. Upham, secretary-treasurer. While realizing that the market in the Maritime Provinces is limited, they have faith in the future of the market and in their ability to meet competition.

### Standard Bread Company, Ltd.

The history of the Standard Bread Co., Limited, who are an addition to the Ottawa membership list, is a story of progress from small beginnings through efficient management and satisfactory service to the public. In January, 1915, G. Cecil Morrison and Richard Lamothe formed a partnership in the baking industry on a capital of a little money and a lot of ambition. They started with one delivery wagon which Mr. Morrison drove while Mr. Lamothe did the baking. Their factory now covers 6,000 square feet and they employ over 100 men with thirty-five delivery routes. They are now preparing plans for one of the most modern and sanitary bakeries on the continent. The stock of the Standard Bread Company is owned entirely by Mr. Morrison and Mr. Lamothe who are respectively president and vice-president.

### Additional Members

Francis Joseph McCann, who enters the Association as an additional member from the Northern Electric Co., Limited, Montreal, is the Company's traffic manager. He was born on February 14, 1890, and was educated at Ottawa College, Ottawa. For twelve years he was in the employ of the Canadian Pacific Rail-

way Company, at the Windsor Street Station, Montreal, leaving the company to take the position of transportation agent for Dominion Rubber System. He entered the employ of Northern Electric Co. on Dec. 22, 1919. The other representatives of the Company in the C.M.A. are Paul Fleetford Sise, president, and Joseph Dean Hathaway, vice-president.

George C. Fletcher has joined the Association as an additional member from the Sherwin-Williams Co. of Canada, Limited, Montreal. Mr. Fletcher is manager of the company's linseed oil mills and was previously general purchasing agent. The company's first member is W. S. Fallis, vice-president and managing director.

Martin A. Brown has joined the Association as additional member from Belding-Corticelli, Limited, Montreal. Mr. Brown holds the position of superintendent of the company's mill at St. John's. He was born in St. John's in 1891 and started with the Corticelli Silk Company in 1906; gradually working up through all departments to his present position. He is a thorough silk man and is also a active Kiwanian.

P. F. Sinclair, who has been made an additional representative for the Imperial Oil Company, Limited, Toronto, has been in charge of the Industrial Relations Department of the company for the past two years. Like his predecessor in that office, the late Dr. Strachan, he was a minister in the Presbyterian Church. He has made a comprehensive study of that side of modern business which comes under the head of welfare work and his experience should be of great value to the Industrial Relations Committee of the C.M.A.

F. L. Pratt, who has recently entered the C.M.A. as an additional member from Cluett, Peabody & Co. of Canada, Limited, is manager of that company's St. John's Branch. He was born in Troy, N.Y., in 1877 and has been connected with Cluett, Peabody & Co. for twenty-five years. He obtained his early training at the home plant in Troy; but came to Canada in 1911, when the first Canadian Branch was built, and rose to be manager in 1920. He is interested in civic affairs, is member of the Board of Trade and other organizations and believes that the solution of the industrial problem is to a large extent dependent upon quality production.

In the account of the Dominion Milk Corporation, Limited, published on page 61 of the December issue of INDUSTRIAL CANADA, it was erroneously stated that the company, who are new members of the Association, manufactured cream and milk in cans by the use of preservatives. This should have read "without the use of preservatives," which is their strong selling point for their products, "Keepsweet" pure cream and milk. By a typographical error the president of the company was referred to as Norton Wylie, instead of Newton Wylie.



# Convention of Commerce—Canada and France

As Negotiated by the Hon. W. S. Fielding and Hon.  
Ernest Lapointe During Their Recent Visit to France

**T**HE text of the recently arranged Convention of Commerce between Canada and France has just been submitted to Parliament by the Minister of Finance and the schedules are published herewith.

France, and those of her Colonies having the same tariff, grant to Canada their minimum tariff on all Canadian products enumerated under Schedule "A".

France, and those of her Colonies having the same tariff, grant to Canada on the articles enumerated in Schedule "B" the benefit of the percentages of reduction mentioned, such percentages to bear on the difference between the rates of the general tariff and those of the minimum tariff.

If France shall at any time grant to the United States, as regards any of the products mentioned in Schedule "B", percentages more favorable than those mentioned in the said Schedule, or the benefit of the minimum tariff, the same or similar products originating in and coming from Canada, shall immediately and unconditionally enjoy the benefit of the said concessions.

The surtaxes applied against Canadian goods, but not against United States goods, under the French Decree of March 28th, 1921, are to be removed. If the United States should at any time cease to enjoy the benefit of the French Decree of March 28th, 1921, products of Canada other than those enumerated in Schedules "A" and "B" shall enjoy a reduction of 25% on the difference between the French general tariff and minimum tariff, whatever the rates of these tariffs may be.

If at any time France grants to the United States for any products other than those enumerated in Schedules "A" and "B", more favorable treatment than is granted to Canada, Canada shall be entitled to claim the benefit of the same treatment for any identical or similar products originating in and coming from Canada.

Under the above conditions France entirely removes the discrimination against Canada as compared with the United States.

The natural and manufactured products of Canada are to enjoy in the French colonies, possessions and protectorates not having the same customs tariff as France, the benefit of the tariff which may be applied there to the products of the most-favored nation. The Canadian products set out in Schedule "C" are to enjoy the benefit of the lowest tariff in force in the islands of St Pierre and Miquelon. Canadian food stuffs enter the French West Indies and French Guiana at the French minimum tariff rate.

In return for these concessions, Canada grants to the products of France and her colonies, enumerated in Schedule "D," the fixed rates of duty shown. The Tariff Department has added, for comparative purposes, the present British Preferential, Intermediate, and General tariff rates of Canada on these products.

Canada grants to the products of France and her colonies, enumerated in Schedule "E," the Canadian intermediate tariff, less a discount of 10% on the amount of the duty.

The Tariff Department has calculated the new rates and has added, for comparative purposes, the present British Preferential, Intermediate, and General tariff rates of Canada on these products.

Canada also gives to the products of France and her colonies, enumerated in Schedule "F," the benefit of the Canadian intermediate tariff, less a discount of 15% on the amount of the duty.

The new rates of duty are set out in the first column of Schedule "F," under the heading, "1922 French Convention Rates." Columns 2, 3, and 4 show the present Canadian tariff rates.

All the products of France and her colonies, not enumerated in Schedules "D," "E" and "F" are to enjoy the benefit of the Canadian intermediate tariff.

This convention, after being approved by the French Chambers and by the Parliament of Canada, shall be ratified and the ratifications exchanged as soon as practicable. It shall come into force immediately after the completion

of that formality and shall remain in force until terminated by either of the parties after giving six months' notice.

France and Canada grant to each other reciprocally the treatment of nationals as regards the protection of trade marks, patents, commercial names, industrial designs and patterns, names of origin of products and the prevention of unfair competition.

Under treaties which extend most favored nation treatment in tariff matters by Canada, imports from the following countries will come into Canada at the same rates as those provided in the new Convention with France:—

Italy,	Venezuela.
Argentine Republic,	Switzerland,
Colombia,	Sweden,
Denmark,	Norway,
Japan,	

The concessions granted by France remove all the discriminations against Canada described in the memorial presented to the Dominion Government in February, 1922, by this Association.

Members are requested to make a careful study of the schedules of this Convention, to ascertain how their business may be affected and if further information is necessary to communicate with the Tariff Department of the Association.

## Schedule A

### Canadian Products Enjoying the Benefit of the Minimum Tariff of France

Numbers of the French Tariff	Products
1.....	Horses.
17.....	Ham, boned and rolled; cooked hams, meat, salted.
18 <i>ter</i> .....	Poultry, truffled.
19.....	Meat, preserved in tins.
20.....	Extract of meat, in cakes, or otherwise.
20 <i>bis</i> .....	Guts.
Ex 26.....	Bed feathers.
Ex 30.....	Lard.
Ex 34.....	Eggs of poultry or game.
Ex 36.....	Cheese, Canadian.
41.....	Bone black (animal black).
45.....	Fresh fish (fresh water and sea water).
46.....	Fish, dried, salted or smoked.
49.....	Lobsters, fresh, preserved or prepared.
51.....	Fish oils.
52.....	Spermaceti.
53.....	Roe of cod and mackerel.
64 <i>bis</i> .....	Casein, hardened, etc.
68.....	Wheat, spelt and meslin (grain, flour).
69.....	Oats (grain, meal).
70.....	Barley (grain, meal).
71.....	Rye (grain, meal).
72.....	Maize (grain, meal).
73.....	Buckwheat (grain, meal).
84.....	Table fruits; fresh.
85.....	Table fruits; dried or drained.
86.....	Table fruits; candied or preserved.
91.....	Sugar.
93.....	Syrups, bonbons, candied fruits.
95.....	Preserves.
Ex 96.....	Coffee, roasted or ground.
Ex 110.....	Oil: linseed, cotton seed, sesame and maize.
115 <i>bis</i> .....	Tar.
117.....	Balsams.
Ex 128.....	Woods, common; Logs, rough, not squared, with or without the bark, of any length, and of a circumference at the thickest end of more than 60 centimetres.
	Wood, squared or sawn, 80 millimetres in thickness and above.
130.....	Stave wood
131.....	Splints.
132.....	Hopwood and prepared poles.
133.....	Perches, poles and staves, rough, etc.
135.....	Logs of 1 m. 10 c. in length or less.
135 <i>bis</i> .....	Resinous woods in logs, etc.
136.....	Charcoal and charred boon.
137.....	All other common woods.
158 <i>bis</i> .....	Cabbage for sauerkraut.
164.....	Fodder, turf for litter and dried beetroot pulp.
168.....	Cellulose pulp.
178 <i>bis</i> .....	Corundum in grits, emery, in powder.
178 <i>ter</i> .....	Emery on paper, etc.
190.....	Coal.
192.....	Coal tar.
194.....	Mineral wax or ozokerite.



## Schedule B

**Canadian Products Which Shall Enjoy the Benefits of the Percentages of Reduction Mentioned, Such Percentages to Bear on the Difference Between the Rates of the General Tariff and Those of the Minimum Tariff**

197.....	Petroleum, schist, and other mineral illuminating oils.
198.....	Heavy oils and residue of petroleum and other mineral oils.
203.....	Aluminium.
221.....	Copper.
222.....	Lead.
224.....	Zinc.
225.....	Nickel.
227.....	Antimony.
021 and 022	Other ammonia salts.
0148.....	Oxides of nickel.
0149.....	Sulphates of nickel (single and double).
0175.....	Oxide of zinc.
0187.....	Ethyl chloride.
0194.....	Methylic alcohol, crude (methylene).
0195.....	Methylic alcohol, rectified.
0199.....	Hexamethylenetetramine and its derivatives.
0201.....	Acetate of methyl.
0202.....	Solvents with an acetone and methyl acetate basis.
0204.....	Acetic anhydride.
0373.....	Wood creosote.
0381.....	Chemical products not specially mentioned.
298.....	Varnish and assimilated paints.
	Extracts in paste or dry.
307.....	Talc pulverized.
312.....	Soaps, other than perfumed.
	Compound medicines.
315.....	Distilled waters.
316.....	Not specified.
318.....	Starch.
324.....	Glue manufactured from tendons of whales, etc.
	Glue made from bones, sinews, skin, etc.
325.....	Porcelain.
347.....	Bottles, etc.
359.....	Incandescent electric lamps.
Ex 363.....	Yarns of linen, not glazed, single, unbleached, in skeins, up to 5,000 metres, etc.
Ex 363 bis.....	Yarns of linen, not glazed, twisted, unbleached, in skeins, up to 5,000 metres, etc.
366 bis.....	Yarns of phormium, tenax, etc.
421 bis.....	Ribbons inked, etc., for typewriting and calculating machines, etc.
461 ter.....	Duplicating paper, etc.
461 quater.....	Albumenised photographic paper, sensitised.
462.....	Cardboard: In sheet or plates, etc.
477.....	Artificial leather, common, etc.
493.....	Peltries: Prepared, etc.
504.....	Movements of table or wall clocks, etc.
505.....	Electrometers, etc.
506.....	Tower clocks.
510.....	Steam engines, stationary and marine, etc.
512.....	Traction engines and rollers.
513.....	Tenders for steam locomotives.
521.....	Printing presses and machines, etc.
522.....	Agricultural machines (not including motors).
525.....	Machine tools.
525 ter.....	Typewriters, etc.
525 quater.....	Machines for rinsing, corking, etc.
526 quin.....	Open boilers, etc.
533.....	Component parts of machines, of steering, etc., of wrought or stamped iron or steel, of malleable cast iron, etc.
535.....	Component parts of copper, pure or alloyed, moulded, wrought, etc.
535 bis.....	Component parts of machines and shafting, not specified, of two or more metals, etc.
536.....	Dynamo armatures and component parts, etc.
537.....	Tools with or without handles, etc.
539.....	Stereotype blocks, plates, etc., for printing.
546.....	Pins, etc.
546 bis.....	Buckles, clasps, hooks, etc.
556.....	Manufactures of case-hardened cast-iron.
558.....	Building materials of iron or steel for building purpose, etc.
558 bis.....	Small articles not specified, of iron or steel.
558 ter.....	Iron-work for carriages, etc.
559.....	Locks.
559 bis.....	Padlocks.
568.....	Household wares and all articles of iron, steel, etc.
569.....	Coffee-mills, etc.
570.....	Apparatus for water closets, lever or balance, etc.
574.....	Lampmakers' and tinsmiths' wares, etc.
585 bis.....	Detonators for mines with an electric priming.
588.....	Miner's fuses.
592.....	Furniture other than bent wood: other than chairs, veneered on one or both sides, in all woods, pieces and separate parts.
592 bis.....	Other than bent wood: other than chairs, massive, and pieces, and separate parts.
593.....	Furniture covered (garnis), and upholstered, of all kinds.
593 bis.....	Caned, put together or not, or parts of such furniture.
600.....	Wood, planed, grooved, and (or) tongued, etc.
601.....	Doors, windows, Venetian blinds, etc.
601 bis.....	Wood, cut for roller blinds.
602.....	Small wooden wares.
Ex 604.....	Upright pianos.
614 ter.....	Automobiles.
Ex 620.....	Sheets of india-rubber, pure, not vulcanized and threads of vulcanized india-rubber.
620 bis.....	Manufactures of amianthus or asbestos.
620 ter.....	Mica in sheets or plates, etc.
635.....	Observation, geodetical and optical instruments, etc.
641.....	Small wares of other materials; tobacco pipes and stems of woods, native or exotic, etc.
642.....	Tobacco pipes entirely of wood.

Note 1.—The numbers of the tariff items have reference to the present French tariff;

Note 2.—The term "Ex" in the case of the number of an item means a part of the item to which the number refers.

Note 3.—When the term "Ex" is not used in the number of an item, the whole item is meant.

Numbers of the French Tariff	Products	Percentages
4.....	Oxen .....	85 p.c.
5.....	Cows .....	85 p.c.
6.....	Bulls .....	85 p.c.
7.....	Steers, bullocks and heifers .....	85 p.c.
8.....	Calves .....	85 p.c.
9.....	Rams, ewes and wethers .....	80 p.c.
10.....	Lambs, weighing 10 kilogs and less .....	85 p.c.
12.....	Pigs .....	85 p.c.
Ex 14 bis.....	Poultry .....	50 p.c.
16.....	Meat, fresh, including meat preserved by freezing .....	85 p.c.
Ex 17 bis.....	Pork butchers' products .....	80 p.c.
Ex 18.....	Poultry, dead .....	50 p.c.
31.....	Margarine, oleomargarine, alimentary fats and similar substances .....	60 p.c.
35 bis.....	Milk condensed, pure .....	50 p.c.
35 ter.....	a. Milk condensed, with an addition of sugar .....	50 p.c.
	b. Milk food, with an addition of sugar .....	75 p.c.
37.....	Butter: fresh or melted, or salted .....	75 p.c.
38.....	Honey .....	50 p.c.
47.....	Fish: preserved by pickling, or otherwise prepared .....	60 p.c.
74.....	Malt .....	60 p.c.
76.....	Groats, grits (coarse flour) pearled or clean grain .....	60 p.c.
80.....	Pulse .....	85 p.c.
83.....	Potatoes .....	85 p.c.
89.....	Seeds for sowing .....	80 p.c.
98.....	Chocolate .....	85 p.c.
110 bis.....	Fixed oils, boiled or oxidized .....	50 p.c.
111 bis.....	Alimentary vegetable fat .....	60 p.c.
Ex 128.....	Wood, squared or sawn, less than 80 millimetres but exceeding 35 millimetres in thickness .....	60 p.c.
	Wood, sawn, 35 millimetres in thickness or less .....	50 p.c.
129.....	Paving blocks .....	80 p.c.
136 bis.....	Straw or wool of wood .....	60 p.c.
158.....	Vegetables: fresh, salted or pickled, preserved, dried .....	85 p.c.
160.....	Hops .....	80 p.c.
161.....	Lupuline .....	80 p.c.
165.....	Bran, from any kind of cereal .....	65 p.c.
185.....	Cement .....	50 p.c.
193 bis.....	Bitumen and asphalt: tiles, paving blocks or slabs .....	60 p.c.
199.....	Paraffin, vaseline .....	50 p.c.
205.....	Cast iron .....	40 p.c.
205 bis.....	Ferro-manganese, ferro-silicon, etc. ....	40 p.c.
206.....	Iron, crude, and crude steel in ingots .....	40 p.c.
207.....	Iron or steel, rolled or forged in blooms, billets or bars .....	40 p.c.
207 bis.....	Iron or steel rolled or forged in bars of 3 millimetres or less in their thinnest parts, plane or ornate mouldings, or iron in intermittent relief work .....	40 p.c.
207 ter.....	Fine steel for tools .....	40 p.c.
207 quat and quin.....	Special steel .....	40 p.c.
208.....	Iron or steel, machine .....	40 p.c.
209.....	Hoop iron or steel, hot rolled .....	40 p.c.
209 bis.....	Cold-rolled .....	40 p.c.
210.....	Flat sheet .....	40 p.c.
210 bis.....	Flat sheets of nickel steel .....	40 p.c.
210 ter.....	Bands, hot rolled .....	40 p.c.
211.....	Iron, tinned (tin plate), coated with copper, lead, or zinc .....	40 p.c.
212.....	Wire of iron or steel .....	40 p.c.
212 bis.....	Iron shavings .....	40 p.c.
Ex 213.....	Rails of iron or ordinary steel .....	40 p.c.
214.....	Wheels, tires, and wheel centres of iron or steel .....	40 p.c.
215.....	Straight axles for railways and tramways, axles not specially mentioned, of iron or steel .....	50 p.c.
216.....	Crank-axles for locomotives, of iron or steel .....	40 p.c.
217.....	Axles for automobiles, of iron or steel .....	40 p.c.
04.....	Arseniate of soda .....	25 p.c.
07 to 010.....	Nitric acid and sulphonic .....	25 p.c.
019.....	Sulphate of ammonia, crude .....	30 p.c.
020.....	Sulphate of ammonia, refined .....	25 p.c.
028.....	Borate of sodium (refined borax) .....	25 p.c.
029.....	Perborate of sodium .....	25 p.c.
033.....	Carbide of calcium .....	15 p.c.
038.....	Cyanide of potassium .....	25 p.c.
039.....	Cyanide of sodium .....	25 p.c.
046.....	Chlorates of barium, potassium, sodium .....	25 p.c.
047.....	Perchlorates of ammonia and others .....	25 p.c.
048.....	Chloride of calcium .....	25 p.c.
055.....	Iodine, crude .....	25 p.c.
056.....	Iodine, refined .....	25 p.c.
057 and 058.....	Iodides .....	25 p.c.
060.....	Eau oxygénée .....	25 p.c.
062.....	Phosphorus .....	25 p.c.



063.	Chlorides of phosphorus	25 p.c.	0261.	Parabromonitrobenzol	25 p.c.
064.	Phosphoric acids	25 p.c.	0262.	Cyanide of benzyl	25 p.c.
065.	Phosphoric anhydride	25 p.c.	0263.	Cresols, etc.	25 p.c.
066.	Pharmaceutical phosphates of lime	25 p.c.	0264.	Pure phenol, etc.	25 p.c.
068.	Phosphates of sodium	25 p.c.	0264.	Parachlorophenol	25 p.c.
069.	Silicate of potassium or of sodium	25 p.c.	0265.	Alpha and betanaphthols, etc.	25 p.c.
071.	Sulphur, precipitated	25 p.c.	0266.	Mononitrophenols, etc.	25 p.c.
072.	Chloride of sulphur	25 p.c.	0267.	Orthonitroanisole, anisole	25 p.c.
073.	Sulphuric acid	25 p.c.	0268.	Sulphonic dinitrophenol, etc.	25 p.c.
074.	Sulphurous acid, liquified	25 p.c.	0268 bis.	Resorsine	25 p.c.
075.	Sulphite of sodium	25 p.c.	0269.	Ortho and paranitrophenol	25 p.c.
076.	Bisulphite of sodium, liquid	25 p.c.	0270.	Halogenic, derivatives, etc.	25 p.c.
077.	Meta- or pyrosulphite of sodium	25 p.c.	0271.	Metamidophenol, etc.	25 p.c.
078.	Sulphite and bisulphite of calcium	25 p.c.	0272.	Pyrogallol (pyrogallie acid)	25 p.c.
079.	Sulphite, bisulphite and metabisulphite of potassium	25 p.c.	0273.	Sulphate of monomethylparamidophenol	25 p.c.
080.	Hyposulphite of sodium	25 p.c.	0274.	Hydrochlorate of monomethylparamidocresol	25 p.c.
081.	Sulphite of sodium	25 p.c.	0275.	Naphthol B, medicinal	25 p.c.
082.	Persulphates of ammonium, potassium, sodium	25 p.c.	0276.	Acetylparamidophenol	25 p.c.
0104.	Carbonate, gallate (sub), nitrates, salicylates, tribromophenate of bismuth	25 p.c.	0277.	Pyrocatechin	25 p.c.
0105.	Other salts of bismuth	25 p.c.	0278.	Veratrol	25 p.c.
0106.	Calcium	25 p.c.	0279.	Guaiacol	40 p.c.
0107.	Carbonate of calcium, precipitated	25 p.c.	0280.	Salts and derivatives of guaiacol	25 p.c.
0108.	Chloride of calcium	25 p.c.	0281.	Isobutylorthocresol	25 p.c.
0109.	Hydride of calcium	25 p.c.	0282.	Iodophenol	25 p.c.
0110.	Other salts of calcium	25 p.c.	0283.	Iodoanisole	25 p.c.
0111.	Other oxides of cobalt	35 p.c.	0284.	Cresotinic acids	25 p.c.
0119.	Hydrated salts of cobalt	35 p.c.	0285.	Salicylic acid, etc.	25 p.c.
0120.	Other salts of cobalt	35 p.c.	0285.	Benzoic acid	25 p.c.
0122.	Oxides of copper, other	35 p.c.	0287.	Nitro and amidosalicylic acids, etc.	25 p.c.
0130.	Oxides of iron	25 p.c.	0288.	Nitrated and amidic derivatives of benzoic acid, etc.	25 p.c.
0134.	Magnesium	25 p.c.	0289.	Dichloro- and tetrachlorophthalic acids, etc.	25 p.c.
0135.	Calcined magnesia	25 p.c.	0290.	Naphthoic acids, etc.	25 p.c.
0136.	Carbonate of magnesium	25 p.c.	0291.	Resorcylic B acid, etc.	25 p.c.
0137.	Chloride of magnesium	25 p.c.	0292.	Salicylates, not specially mentioned	25 p.c.
0138.	Citrate of magnesium	25 p.c.	0293.	Salicylates of ethyl and of methyl	25 p.c.
0139.	Sulphate of magnesium	25 p.c.	0294.	Salicylates of phenyl (salol)	25 p.c.
0140.	Sulphate of magnesium and potassium	25 p.c.	0295.	Benzoates, not specially mentioned	25 p.c.
0142.	Peroxide (peroxide) of manganese, pure	25 p.c.	0296.	Acetylsalicylic acid	25 p.c.
0113.	Permanganate of potassium	25 p.c.	0297.	Anhydrous benzoic acid	25 p.c.
0141.	Chlorides, nitrates, oxides, sulphates of mercury	25 p.c.	0298.	Benzoate and salicylate of naphthol	25 p.c.
0145.	Sulphide of mercury	25 p.c.	0299.	Acetylparamidosalol	25 p.c.
0146.	Other salts of mercury	25 p.c.	0300.	Chloride of paranitrobenzol	25 p.c.
0150.	Carbonate of lead (white lead)	25 p.c.	0301.	Salicylnitrophenol	25 p.c.
0151.	Oxides of lead	25 p.c.	0302.	Metaoxiparaminobenzoic acid	25 p.c.
0152.	Sulphate of lead, crushed	25 p.c.	0303.	Metaoxiparanitrobenzoic acid	25 p.c.
0156.	Caustic potash	25 p.c.	0304.	Metanitroparaoxibenzoic acid	25 p.c.
0157.	Carbonate of potassium	25 p.c.	0305.	Metaaminoparaoxibenzoic acid	25 p.c.
0158.	Chloride of potassium	25 p.c.	0306.	Acetanilide	25 p.c.
0159.	Sulphate of potassium	25 p.c.	0307.	Phenylacetanilide, etc.	25 p.c.
0163.	Sodium (metal)	25 p.c.	0308.	Methylacetanilide	25 p.c.
0164.	Chloride of sodium refined, white	25 p.c.	0309.	Paranitroacetanilide	25 p.c.
0165.	Chloride of sodium, other	25 p.c.	0310.	Aniline, etc.	25 p.c.
0165 bis.	Caustic soda	25 p.c.	0310 bis.	Betanaphthylamine and its salts	25 p.c.
0165 ter.	Soda, natural or artificial	25 p.c.	0311.	Paratoluidine, etc.	25 p.c.
0165 quat.	Bicarbonate of sodium	25 p.c.	0312.	Mono and di-ethylanilines, etc.	25 p.c.
0166.	Sulphate of sodium	25 p.c.	0313.	Paranitro orthotoluidine, etc.	25 p.c.
0167.	Oxides and salts of strontium not specially mentioned	25 p.c.	0314.	Benzidine, etc.	25 p.c.
0171.	Radium and radium-bearing products	25 p.c.	0315.	Ortho and meta-nitranilines, etc.	25 p.c.
0173.	Carbonate of zinc, other than native	25 p.c.	0316.	Diethylmetasulphanilic acid, etc.	25 p.c.
0174.	Chloride of zinc	25 p.c.	0317.	Sulphonic tolylnaphthylamine acids, etc.	25 p.c.
0176.	Sulphate of zinc	25 p.c.	0318.	Quinaldine, etc.	25 p.c.
0177.	Sulphide of zinc	25 p.c.	0319.	Methylquinoline, etc.	25 p.c.
0179.	Coal oil, coal essence, benzenic carbides, benzene, toluene, etc.	25 p.c.	0320.	Paranitrobenzoate of ethyl	25 p.c.
0179.	Heavy oils (products distilling above 200°)	40 p.c.	0321.	Orthoanisidine	25 p.c.
0186.	Other chlorals and derivatives of chloral	25 p.c.	0322.	Phenacetine	25 p.c.
0188.	Methyl chloride	25 p.c.	0324.	Benzaldehyde	25 p.c.
0189.	Monochloroacetic acid	25 p.c.	0325.	Halogenic, etc., derivatives	25 p.c.
0190.	Acetyl chloride	25 p.c.	0326.	Tetramethylamidobenzophenone, etc.	25 p.c.
0191.	Iodoform	25 p.c.	0330.	Analgesine and its salts	25 p.c.
0192.	Iodides of ethyl, of methyl	25 p.c.	0360.	Nicotine	25 p.c.
0193.	Amylic alcohol	25 p.c.	0377.	Extracts of gallnuts and sumac, etc.	25 p.c.
0196.	Glycerine	25 p.c.	0379.	Phosphated fertilizers	25 p.c.
0197.	Formic aldehyde in solution at 40 p.c.	35 p.c.	300.	Black: Various	25 p.c.
0198.	Trioximethylene	35 p.c.	301.	Pencils	60 p.c.
0200.	Acetone	35 p.c.	302.	Carbons, artificial ("agglomérés") and charred ("cuits") for electricity and other industrial uses	25 p.c.
0203.	Acetic acid	35 p.c.	308.	Colors ground in oil	60 p.c.
0205.	Acetate or pyrolignite of lime	50 p.c.	311.	Perfumery:	
0208.	Acetate of lead	40 p.c.		Soaps	60 p.c.
0210.	Acetate or pyrolignite of sodium, crystallized or hydrated	40 p.c.		Others	75 p.c.
0211.	Acetate of sodium, other	40 p.c.	317.	Chicory, roasted, etc.	25 p.c.
0215.	Tartaric acid	25 p.c.	319 ter.	Dextrine, etc.	60 p.c.
0217.	Oleic acid; of animal origin, other than fish fat	25 p.c.	321.	Candles	50 p.c.
0219.	Stearic acid	25 p.c.	322.	Wax and stearic acid, manufactured otherwise than in candles	25 p.c.
0234.	Tannic acid (tanin)	25 p.c.	327 bis.	Casein, etc.	75 p.c.
0237.	Sulphate of methyl	25 p.c.	330.	Blackening, creams, etc.	75 p.c.
0238.	Acetic ether and sulphuric ether	25 p.c.	347 bis.	Articles for electricity, of porcelain, etc.	50 p.c.
0241.	Cyanacetic ether	25 p.c.	349 quin.	Glass articles for electric lighting, without fittings of metal	50 p.c.
0242.	Chloroacetic ether	25 p.c.	359 bis.	Bottles, phials, etc., furnished with mechanical stoppers	50 p.c.
0243.	Hydrochloric ether	25 p.c.	359 ter.	Bottles, phials, etc., with emery-ground stoppers	25 p.c.
0244.	Acetylacetic ether	25 p.c.	362.	Glass articles not otherwise mentioned	50 p.c.
0245.	Chlorocarbonic ether	25 p.c.	367.	Glazed yarns, twine, cordage, of hemp, linen, etc.	75 p.c.
0246.	Diethylsulphonedimethylmethane (sulphonol)	25 p.c.	404.	Tissues of pure cotton, plain, twilled and drills	40 p.c.
0247.	Diethylsulphonethylmethylmethane (trional)	25 p.c.	418.	Blankets of cotton	25 p.c.
0249.	Dethylmalonyluree (veronal)	25 p.c.	428 bis.	Incandescent mantles, etc.	75 p.c.
0250.	Collodion	25 p.c.	438 to 454.	Tissues of wool, pure or mixed	40 p.c.
0253.	Nitrobenzene, crude nitrotoluene, etc.	25 p.c.	460 sex.	Other made up articles of the surtax.	
0254.	Dinitrobenzene, etc.	25 p.c.	461 bis.	Wall paper (other than Lincrusta-Walton and the like)	60 p.c.
0255.	Monochlorobenzene, etc.	25 p.c.	462 bis.	Cardboard: moulded, reinforced or not, called papier mache, etc.	60 p.c.
0256.	Chloride of benzyl	25 p.c.	463.	Cardboard: cut, grooved, or shaped	60 p.c.
0257.	Chloride of benzylidene	25 p.c.	464.	Cardboard boxes, etc.	60 p.c.
0258.	Paranitrotoluene, etc.	25 p.c.	464 bis.	Cylindrical and conical tubes, so-called "busettes" for spinning and weaving	50 p.c.
0259.	Dinitroxyone-sulphonate of sodium, etc.	25 p.c.			
0260.	Trichloride of benzyl	25 p.c.			



464 <i>ter</i> .....	Cardboard wares ("cartonages") or-namented with paintings, etc.....	50 p.c.	602 <i>bis</i> .....	Manufactures of turned wood, etc.....	40 p.c.
464 <i>quat</i> ....	Lincrusta and the like .....	50 p.c.	602 <i>ter</i> .....	Vats and tubs, put together or not...	25 p.c.
465.....	Articles of cardboard or of cellulose: moulded, compressed, etc. ....	80 p.c.	602 <i>quat</i> ...	Felloes of wood .....	30 p.c.
465 <i>bis</i> .....	Articles of cardboard or of cellulose: lacquerated or covered with a uniform varnish .....	80 p.c.	603.....	Wood, squared, for shuttles, under 500 grammes in weight .....	40 p.c.
465 <i>ter</i> .....	The same with painted or inlaid decorations .....	50 p.c.	603 <i>bis</i> .....	Shuttles for weaving .....	60 p.c.
469.....	Engravings, facsimiles of engravings, etc. ....	25 p.c.	603 <i>ter</i> .....	Handles for agricultural instruments, etc. ....	50 p.c.
469 <i>quat</i> ....	Rolls or bands for cinematographs ..	50 p.c.	Ex 604.....	Other manufactures of wood.....	50 p.c.
470.....	Printed matter of all kinds, etc. ....	40 p.c.	604.....	Pianos, grand .....	40 p.c.
476.....	Skins and hides prepared .....	75 p.c.	604.....	Organs, harmoniums, etc. ....	40 p.c.
477 <i>bis</i> .....	Artificial leather with balata, etc. ....	30 p.c.	604.....	Phonographs, gramophones, and the like, with cylinders or disks, etc. ....	40 p.c.
478.....	Straps for clogs, etc. ....	40 p.c.	Ex 605.....	Cylinders and disks of mineral wax, etc. ....	40 p.c.
479.....	Uppers for topboots, etc. ....	40 p.c.	605.....	Accessories and detached pieces of musical instruments (for instruments enumerated in Article Ex 604) .....	40 p.c.
480.....	Top-boots (bottes) .....	40 p.c.	Ex 614.....	Carriages not to run on rails .....	60 p.c.
481.....	Boots or half boots .....	40 p.c.	614 <i>bis</i> .....	Cycles and parts thereof.....	40 p.c.
482.....	Low shoes and ankle shoes .....	40 p.c.	615, 616 & 617	Vessels in a fit state for use, hulls of seagoing ships of wood, river boats of all sizes .....	40 p.c.
483.....	Footwear for children, etc. ....	40 p.c.	618 <i>ter</i> .....	Motor boats with electric or explosion motor .....	30 p.c.
484.....	Gloves .....	40 p.c.	Ex 620.....	Manufactures of india-rubber and gutta-percha, with the exception of sheets of india-rubber and threads of vulcanized india-rubber (paragraphs 1 & 2) .....	40 p.c.
485.....	Articles of fine saddlery (other than saddles) .....	30 p.c.	621.....	Felt for sheathing and for soles.....	40 p.c.
486.....	Saddles .....	40 p.c.	622.....	Felt for printed carpets .....	40 p.c.
487.....	Harness-ware .....	40 p.c.	623.....	Felt and felted cloths for machines, etc. ....	40 p.c.
488.....	Leather transmission belts, etc.....	40 p.c.	623 <i>bis</i> .....	Felted tissues for paper making.....	40 p.c.
489.....	Artificial leather transmission belts, etc. ....	40 p.c.	624.....	Felt for articles of clothing, etc.....	60 p.c.
490.....	Trunks .....	75 p.c.	625.....	Felt, all other .....	60 p.c.
491.....	Wares of morocco leather .....	40 p.c.	630 <i>quat</i> ....	Articles for use in acetylene lighting, etc. ....	30 p.c.
491 <i>bis</i> .....	Covers of albums .....	40 p.c.	634 <i>bis</i> .....	Surveying instruments, levelling instruments, plan drawing instruments: water levels, simple spirit levels .....	50 p.c.
491 <i>ter</i> .....	Albums for collections .....	40 p.c.	634 <i>quat</i> ....	Instruments and apparatus for demonstration and instruction .....	30 p.c.
492.....	Clothing of all kinds, without fur parts, etc. ....	50 p.c.	635 <i>bis</i> .....	Photographic apparatus .....	50 p.c.
494.....	Other articles not specially mentioned	50 p.c.	Ex 636.....	Penholders and component parts: Fountain pens, or stylographs, with or without nib or point .....	50 p.c.
495.....	Peltries: worked or made up.....	75 p.c.	644 <i>bis</i> .....	Paint and other brushes .....	40 p.c.
496.....	Jewellery, goldsmiths' wares .....	40 p.c.	647 <i>bis</i> .....	Corsets .....	40 p.c.
496 <i>bis</i> .....	Articles gilt or silvered .....	40 p.c.	Note 1.—The numbers of the tariff items have reference to the present French tariff.		
496 <i>ter</i> .....	Imitation jewellery, etc. ....	30 p.c.	Note 2.—The item "Ex" in the case of the number of the items means a part of the item to which the number refers.		
504 <i>bis</i> .....	Table and wall clocks, etc. ....	75 p.c.	Note 3.—When the term "Ex" is not used in the number of an item, the whole item is meant.		
504 <i>ter</i> .....	Jewel clocks, etc. ....	75 p.c.	Note 4.—"P.c." means the percentage of difference between the rates of the general tariff and of the minimum tariff.		
509.....	Clock and watch fittings .....	75 p.c.	Schedule C		
511.....	Steam engines portable, etc. ....	30 p.c.			
511 <i>bis</i> .....	Steam engines semi-fixed, etc. ....	30 p.c.	Canadian Products Enjoying the Benefit of the Lowest Tariff in Force of St. Pierre and Miquelon		
520.....	Paper-making machines .....	50 p.c.			
521 <i>bis</i> .....	Machines for folding, etc. ....	50 p.c.	Numbers of the Saint-Pierre and Miquelon Tariff		
523.....	Sewing machines .....	50 p.c.			
524.....	Dynamo-electric machines .....	40 p.c.	Products		
524 <i>bis</i> .....	Electric and electro-technical apparatus .....	40 p.c.			
525 <i>bis</i> .....	General machinery, etc. ....	60 p.c.	1.....	Live animals of all kinds.	
525 <i>sex</i> .....	Complete apparatus not elsewhere mentioned .....	40 p.c.	3.....	Meat, salted, etc.	
526 <i>sex</i> .....	Heaters .....	40 p.c.	4.....	Pork butchers' produce and salted pork.	
527 <i>bis</i> .....	Refrigerating apparatus .....	30 p.c.	6.....	Preserved meat, etc.	
532.....	Detached parts of machines, etc.....	40 p.c.	9.....	Lard.	
532 <i>ter</i> .....	Fly wheels for machines.....	40 p.c.	10.....	Margarine.	
533 <i>bis</i> .....	Straight axle-trees, etc. ....	25 p.c.	14.....	Milk condensed.	
533 <i>ter</i> .....	Straight shafts, solid .....	25 p.c.	15.....	Cheese.	
533 <i>quat</i> ....	Straight shafts, bored, etc.....	25 p.c.	16.....	Honey.	
533 <i>sex</i> .....	Component parts of boilers.....	25 p.c.	17.....	Butter, fresh, melted or salted.	
533 <i>sept</i> ....	Balls for ball bearings.....	75 p.c.	22.....	Lobster and salmon preserved in natural state.	
533 <i>oct</i> .....	Rough frames and bodies of dynamos ..	25 p.c.	Flour:		
534.....	Springs of steel for carriages, etc. ....	75 p.c.			
535 <i>ter</i> .....	Wires and cables, insulated, etc. ....	50 p.c.	32.....	Of wheat.	
536 <i>bis</i> .....	Electric arc-lamps, etc. ....	50 p.c.	33.....	Of maize.	
541.....	Wire gauze of iron or steel .....	60 p.c.	34.....	Other.	
542.....	Wire gauze of copper or brass .....	60 p.c.	36.....	Oats, barley, rye, etc.	
543.....	Wire netting of iron or steel .....	50 p.c.	37.....	Ships' biscuit and bread.	
549.....	Cutlery, fine and blades of razors..	40 p.c.	41.....	Fresh fruits.	
552.....	Railway chairs, etc. ....	40 p.c.	42.....	Potatoes.	
554.....	Iron castings for machinery or for ornament .....	30 p.c.	Table fruits:		
555.....	Other than parts of machines, etc.	60 p.c.			
555 <i>bis</i> .....	Ribbed cylinders and cylinders with water jackets, pistons, etc.....	40 p.c.	44.....	Dried or drained.	
557.....	Stoves, fire-places, heaters, etc. ....	40 p.c.	45.....	Candied or preserved.	
557 <i>bis</i> .....	Manufactures of cast iron: pots and other articles, etc. ....	40 p.c.	46.....	Seeds for sowing.	
559 <i>ter</i> .....	Hinge-plates, etc. ....	40 p.c.	48.....	Sugar, refined.	
559 <i>quat</i> ....	Keys, iron lock bolts of all kinds, etc.	40 p.c.	50.....	Syrup, bonbons and candied fruits.	
561.....	Cables of iron and steel .....	40 p.c.	53.....	Coffee of all kinds.	
561 <i>bis</i> .....	Barbed fencing wire .....	30 p.c.	54.....	Cocoa and chocolate of all kinds, sweetened and unsweetened.	
562.....	Anchors .....	40 p.c.	—.....	Motor boats.	
562 <i>bis</i> .....	Chains of iron or steel .....	30 p.c.			
563.....	Nails: for shoeing animals, etc. ....	40 p.c.			
564.....	Other kinds of nails .....	40 p.c.			
565.....	Nails of wire, etc. ....	30 p.c.			
566.....	Screws, eyebolts, strap hinges, etc.	40 p.c.			
566 <i>bis</i> .....	Same articles, turned or "décolletés".	30 p.c.			
566 <i>ter</i> .....	Split washers .....	40 p.c.			
567.....	Tubes of iron or steel .....	30 p.c.			
567 <i>bis</i> .....	Tubes and worms, pressed, etc.....	30 p.c.			
571.....	Buckles for saddlery, etc. ....	30 p.c.			
572 <i>bis</i> .....	Tools of copper, etc. ....	40 p.c.			
575.....	Other wares not otherwise mentioned ..	40 p.c.			
576.....	Lead pipes and manufactured lead, etc. ....	40 p.c.			
576 <i>ter</i> .....	Electric accumulators and component parts .....	30 p.c.			
576 <i>quat</i> ....	Dry cells .....	60 p.c.			
577.....	Tin pots and other manufactures of tin .....	30 p.c.			
579.....	Articles of nickel, etc. ....	60 p.c.			
579 <i>bis</i> .....	Manufactures of aluminium, etc.....	30 p.c.			
590.....	Furniture, of bent wood, put together or not, pieces and parts of furniture of bent wood .....	40 p.c.			
590 <i>bis</i> .....	Bottoms for chairs or for backs.....	40 p.c.			
591.....	Furniture other than bent wood .....	40 p.c.			
591 <i>bis</i> .....	Pieces and separate parts of chairs..	40 p.c.			
595.....	Casks, empty, serviceable, fitted together or not .....	50 p.c.			
597.....	Builders and "cartwrights" wood, shaped .....	50 p.c.			



## Schedule D

French Products Receiving  
Fixed Rates of Duty

## Present Canadian Tariff Rates

Item	Products	Duties	British Preferential	Intermediate Tariff	General Tariff
8	Canned meats, canned poultry and game; extracts of meats and fluid beef not medicated, and soups of all kinds	20 p.c.	17½ p.c.	25 p.c.	27½ p.c.
81	Trees, viz.:—Apple, cherry, peach, pear, plum and quince, of all kinds, and small peach trees known as June buds	2 cts.	2 cts.	2½ cts.	3 cts.
82	Grape vines; gooseberry, raspberry, currant and rose bushes; fruit plants n.o.p.; trees, plants and shrubs, commonly known as nursery stock, n.o.p.	15 p.c.	12½ p.c.	17½ p.c.	20 p.c.
Ex. 86	Vegetables, tomatoes excepted, including baked beans, in cans, or other air-tight packages, n.o.p., the weight of the cans, or other packages to be included in the weight for duty per pound	1 ct.	1 ct.	1¼ cts.	1½ cts.
105	Fruits in air-tight cans, or other air-tight packages, n.o.p. the weight of the cans or other packages to be included in the weight for duty, per pound	2 cts.	1¼ cts.	2½ cts.	2½ cts.
120	Anchovies, sardines, sprats and other fish, packed in oil or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty:				
	(a) When weighing over twenty ounces and not over thirty-six ounces each per box	4 cts.	3½ cts.	5 cts.	6 cts.
	(b) When weighing over twelve ounces and not over twenty ounces each per box	3 cts.	2½ cts.	4 cts.	4½ cts.
	(c) When weighing over eight ounces and not over twelve ounces each per box	2½ cts.	2 cts.	3 cts.	3½ cts.
	(d) When weighing eight ounces each or less, per box	2 cts.	1¼ cts.	2 cts.	2½ cts.
Ex. 160	Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes, and other toilet preparations containing spirits of any kind:				
	(a) When in bottles or flasks containing not more than four ounces each	75 p.c.	90 p.c.	90 p.c.	90 p.c.
162	Medicinal or medicated wines, including vermouth and ginger wine, containing not more than forty per cent. of proof spirit	70 p.c.	80 p.c.	80 p.c.	80 p.c.
Ex. 163	Wines of the fresh grape of all kinds, not sparkling, imported in barrels or in bottles:				
	(a) Containing 20 per cent. or less proof spirit, per gallon	15 cts.	55 cts.	55 cts.	55 cts.
	(b) Containing more than 20 per cent. and not more than 23 per cent. proof spirit, per gallon	20 cts.	55 cts.	55 cts.	and 30 p.c.
	(c) Containing more than 23 per cent. and not more than 26 per cent. of proof spirit, per gallon	25 cts.	55 cts.	55 cts.	and 30 p.c.
	(d) Containing more than 26 per cent. proof spirit until the strength reaches forty per cent. of proof spirit, per gallon	55 cts.	55 cts.	55 cts.	and 30 p.c.
	And in addition thereto for each degree of strength in excess of twenty-six per cent. of proof spirit until the strength reaches forty per cent. of proof spirit	3 cts.	3 cts.	3 cts.	3 cts.
	Provided that six quart bottles, or twelve pint bottles, shall be held to contain a gallon for duty purposes under this item.				
169	Books, viz.:—Novels, or works of fiction, or literature of a similar character, unbound or paper bound or in sheets, but not to include Christmas annuals, or publications commonly known as juvenile and toy books	15 p.c.	15 p.c.	22½ p.c.	25 p.c.
178	Advertising and printed matter, viz.:—Advertising pamphlets, advertising show cards, illustrated advertising periodicals; price books, catalogues and price lists; advertising almanacs and calendars; patent medicine or other advertising circulars, fly sheets or pamphlets; advertising chromos, chromo-types, oleographs or like work produced by any process other than hand painting or drawing, and having any advertisement or advertising matter printed, lithographed or stamped thereon, or attached thereto, including advertising bills, folders and posters, or other similar artistic work, lithographed, printed or stamped on paper or cardboard for business or advertisement purposes, n.o.p., per pound	12½ cts.	10 cts.	15 cts.	15 cts.
182	Printed music, bound or in sheets, and music for mechanical piano players	5 p.c.	5 p.c.	7½ p.c.	10 p.c.
Ex. 220	All medicinal, chemical and pharmaceutical preparations, compounded of more than one substance, including patent and proprietary preparations, tinctures, pills, powders, troches, lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters, essences and oils, n.o.p.:				
	(a) When dry	22½ p.c.	20 p.c.	25 p.c.	25 p.c.
	(b) Liquid, when containing not more than two and one-half per cent. of proof spirit	30 p.c.	25 p.c.	40 p.c.	40 p.c.
	Provided that drugs, pill-mass and preparations, not including pills or medicinal plasters, recognized by the British or the United States pharmacopoeia, or the French Codex as official, shall not be held to be covered by this item.				
234	Perfumery, including toilet preparations non-alcoholic, viz., hair oils, tooth and other powders and washes, pomatums, pastes and all other perfumed preparations n.o.p. used for the hair, mouth or skin	25 p.c.	25 p.c.	32½ p.c.	32½ p.c.
262	Olive oil, n.o.p.	15 p.c.	15 p.c.	20 p.c.	20 p.c.
264	Essential oils, n.o.p., including bay oil, otto of limes, and peppermint oil	5 p.c.	5 p.c.	7½ p.c.	7½ p.c.
287	Tableware of china, porcelain, white granite or ironstone	20 p.c.	15 p.c.	27½ p.c.	27½ p.c.
438	Locomotives and motor cars, for railways and tramways; and automobiles and motor vehicles of all kinds	25 p.c.	22½ p.c.	30 p.c.	35 p.c.
526	White and cream colored lace and embroideries, of cotton or linen	15 p.c.	12½ p.c.	17½ p.c.	20 p.c.
568	Knitted undershirts, knitted drawers and knitted goods, n.o.p.	25 p.c.	20 p.c.	30 p.c.	35 p.c.
573a	Church vestments of any material	15 p.c.	12½ p.c.	17½ p.c.	20 p.c.



575	Embroideries, n.o.p., lace, n.o.p.; braids, n.o.p.; tapes of cotton or linen not over one and one-quarter inches in width, not including measuring tape lines; fringes, n.o.p.; cords; elastic, round or flat; garter elastic; tassels; handkerchiefs of all kinds; lace collars and all manufactures of lace; nets and nettings of cotton, linen, silk and other material, n.o.p.; shams and curtains, when made up, trimmed or untrimmed	27½ p.c.	25 p.c.	32½ p.c.	35 p.c.
Ex. 581	Velvets, velveteens, silk velvets and plush, not over twenty-four inches in width	20 p.c.	17½ p.c.	27½ p.c.	30 p.c.
Ex. 581	Silk fabrics not over twenty-six inches in width	20 p.c.	17½ p.c.	27½ p.c.	30 p.c.
582	Ribbons of all kinds and materials	25 p.c.	22½ p.c.	32½ p.c.	35 p.c.
583	Manufactures of silk or of which silk is the component part of chief value, n.o.p.	30 p.c.	30 p.c.	35 p.c.	37½ p.c.
603	Fur skins, wholly or partially dressed, n.o.p.	12½ p.c.	10 p.c.	15 p.c.	15 p.c.
618	Rubber cement and all manufactures of india-rubber and gutta percha, n.o.p.	20 p.c.	15 p.c.	25 p.c.	27½ p.c.
627	Gloves and mitts, of all kinds	25 p.c.	22½ p.c.	30 p.c.	35 p.c.
634	Feathers and manufactures of feathers, n.o.p.; artificial feathers, fruits, grains, leaves, and flowers suitable for ornamenting hats	22½ p.c.	20 p.c.	27½ p.c.	27½ p.c.
657a	Cinematograph or moving picture films, positives, one and one-eighth of an inch in width and over, per linear foot	1½ cts.	1½ cts.	3 cts.	3 cts.

Note 1.—The numbers of the tariff items have reference to the present Canadian Tariff.

Note 2.—Abbreviation: n.o.p. means "not otherwise provided for" elsewhere in the Canadian Tariff.

Note 3.—The term "Ex" in the case of the number of an item means a part of the item to which the number refers.

Note 4.—When the term "Ex" is not used in the number of the item, the whole item is meant.

## Schedule E

### French Products Receiving the Canadian Intermediate Tariff Less a Discount of Ten Per Cent. on the Amount of Duty

### Present Canadian Tariff Rates

Item	Products	1922 French Convention Rates	British Preferential Tariff	Intermediate Tariff	General Tariff
17	Cheese, per pound	2-7/10 cts.	2 cts.	3 cts.	3 cts.
66	Biscuits, sweetened	27 p.c.	20 p.c.	30 p.c.	30 p.c.
72	Garden, field and other seeds for agricultural and other purposes, n.o.p., sunflower, canary, hemp and millet seed, when in packages weighing over one pound each	9 p.c.	5 p.c.	10 p.c.	10 p.c.
73	Garden, field and other seeds for agricultural or other purposes, n.o.p., sunflower, canary, hemp and millet seed, when in packages weighing one pound each or less	20¼ p.c.	15 p.c.	22½ p.c.	25 p.c.
78	Florist stock, viz.: Palms, ferns, rubber plants (Ficus), gladiolus, cannas, dahlias and peonias	20¼ p.c.	15 p.c.	22½ p.c.	25 p.c.
94	Dates and figs, dried; per 100 pounds	49½ cts.	40 cts.	55 cts.	55 cts.
99	Prunes and dried plums, unpitted; raisins and dried currants, per pound	3/5 cts.	½ ct.	2/3 cts.	2/3 ct.
109	Nuts of all kinds, n.o.p., including shelled peanuts, per pound	1-4/5 cts.	1 ct.	2 cts.	2 cts.
114	Nuts, shelled, n.o.p., per pound	3 cts.	3 cts.	3 1/3 cts.	4 cts.
141	Sugar candy and confectionery, n.o.p., including sweetened gums, candied peel, candied pop-corn, candied fruits, candied nuts, flavoring powders, custard powders, jelly powders, sweetmeats, sweetened breads, cakes, pies, puddings and all other confections containing sugar, the weight of the wrappings and cartons to be included in the weight for duty, per pound	9/20 ct. and 31½ p.c.	½ ct. and 22½ p.c.	½ ct. and 35 p.c.	½ ct. and 35 p.c.
Ex. 156	Cognac brandy and Armagnac brandy. When there is furnished with the bill of entry a certificate of analysis and purity as defined in Article XX of this Convention, per gallon of the strength of proof	\$9 00	\$10 00	\$10 00	\$10 00
Ex. 165	Champagne. When there is furnished with the bill of entry a certificate of analysis and purity as defined in Article XX of this Convention.				
	(a) In bottles containing each not more than a quart but more than a pint (old wine measure) per doz. bottles	\$8 37	\$9 30	\$9 30	\$9 30 and 30 p.c.
	(b) In bottles containing not more than a pint each, but more than one-half pint (old wine measure), per dozen bottles	\$4 18½	\$4 65	\$4 65	\$4 65 and 30 p.c.
	(c) In bottles containing one-half pint each or less, per dozen bottles	\$2 08 4/5	\$2 32	\$2 32	\$2 32 and 30 p.c.
	(d) In bottles containing over one quart each (old wine measure) per gallon	\$4 05	\$4 50	\$4 50	\$4 50 and 30 p.c.
170	Freight rates for railways, and telegraph rates bound in book or pamphlet form, and time-tables of railways outside of Canada	20¼ p.c.	15 p.c.	22½ p.c.	25 p.c.
171	Books, printed, periodicals and pamphlets, or parts thereof, n.o.p., not to include blank account books, copy books, or books to be written or drawn upon	9 p.c.	5 p.c.	10 p.c.	10 p.c.
179	Labels for cigar boxes, fruits, vegetables, meats, fish, confectionery, or other goods or wares; shipping, price or other tags, tickets, or labels, and railroad or other tickets, whether lithographed or printed, or partly printed, n.o.p.	29¼ p.c.	22½ p.c.	32½ p.c.	35 p.c.
180	Photographs, chromos, chromotypes, artotypes, oleographs, drawings, paintings, pictures, decalcomania transfers of all kinds, engravings or prints or proofs therefrom, and similar works of art, n.o.p.; blueprints, building plans, maps, and charts, n.o.p.	20¼ p.c.	15 p.c.	22½ p.c.	22½ p.c.
192	Strawboard, millboard and cardboard, not pasted or coated; tarred paper, feltboard, sandpaper, glass or flintpaper and emery paper, or emery cloth	20¼ p.c.	15 p.c.	22½ p.c.	25 p.c.
197	Paper of all kinds, n.o.p.	20¼ p.c.	15 p.c.	22½ p.c.	25 p.c.
198	Ruled and border and coated papers, boxed papers, pads not printed, papier-mache ware, n.o.p.	29¼ p.c.	22½ p.c.	32½ p.c.	35 p.c.
199	Papeteries, envelopes and all manufactures of paper, n.o.p.	29¼ p.c.	22½ p.c.	32½ p.c.	35 p.c.
228	Soap powders; powdered soap, mineral soap, and soap, n.o.p.	29¼ p.c.	22½ p.c.	32½ p.c.	32½ p.c.
230	Castile soap, per pound	9/10 ct.	1 ct.	1 ct.	2 cts.
232	Glue, liquid, powdered or sheet, and mucilage, gelatine, casein, adhesive paste and isinglass	22½ p.c.	17½ p.c.	25 p.c.	27½ p.c.



	237 Celluloid, moulded into sizes for handles of knives and forks, not bored or otherwise manufactured; moulded celluloid balls and cylinders, coated with tinfoil or not; but not finished or further manufactured; and celluloid lamp shade blanks and comb blanks .....	6 $\frac{3}{4}$ p.c. 11 $\frac{1}{4}$ p.c.	5 p.c. 10 p.c.	7 $\frac{1}{2}$ p.c. 12 $\frac{1}{2}$ p.c.	10 p.c. 15 p.c.
	245 Ochres, ochrey earthen, siennas and umbers .....				
	252 Shoe blacking; shoemakers' ink; shoe, harness and leather dressing, and knife or other polish or composition, n.o.p. ....	22 $\frac{1}{2}$ p.c.	15 p.c.	25 p.c.	27 $\frac{1}{2}$ p.c.
	316a Incandescent lamp bulbs and glass tubing for use in the manufacture of incandescent lamps, and mantle stocking for gas light .....	6 $\frac{3}{4}$ p.c. 11 $\frac{1}{4}$ p.c. 27 p.c.	5 p.c. 7 $\frac{1}{2}$ p.c. 22 $\frac{1}{2}$ p.c.	7 $\frac{1}{2}$ p.c. 12 $\frac{1}{2}$ p.c. 30 p.c.	10 p.c. 12 $\frac{1}{2}$ p.c. 35 p.c.
	318 Common and colorless window glass .....	18 p.c.	15 p.c.	20 p.c.	22 $\frac{1}{2}$ p.c.
	322 Plate glass, n.o.p. ....	24 $\frac{3}{4}$ p.c. 24 $\frac{3}{4}$ p.c.	20 p.c. 20 p.c.	27 $\frac{1}{2}$ p.c. 27 $\frac{1}{2}$ p.c.	30 p.c. 30 p.c.
	326a Articles of glass, not plate or sheet, designed to be cut or mounted; and manufactures of glass, n.o.p. ....	24 $\frac{3}{4}$ p.c. 20 $\frac{1}{2}$ p.c.	20 p.c. 15 p.c.	27 $\frac{1}{2}$ p.c. 22 $\frac{1}{2}$ p.c.	30 p.c. 25 p.c.
	327 Spectacles, eyeglasses, and ground or finished spectacles or eyeglass lenses .....	27 p.c.	22 $\frac{1}{2}$ p.c.	30 p.c.	35 p.c.
	339 Lead, manufactures of, n.o.p. ....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	352 Brass and copper nails, tacks, rivets and burrs or washers; bells and gongs, n.o.p.; and manufactures of brass or copper, n.o.p. ....	24 $\frac{3}{4}$ p.c. 20 $\frac{1}{2}$ p.c.	20 p.c. 15 p.c.	27 $\frac{1}{2}$ p.c. 22 $\frac{1}{2}$ p.c.	30 p.c. 25 p.c.
	354 Manufactures of aluminium, n.o.p. ....				
	362 Articles consisting wholly or in part of sterling or other silverware, nickel-plated ware, gilt or electro-plated ware, n.o.p.; manufactures of gold and silver, n.o.p. ....	27 p.c.	22 $\frac{1}{2}$ p.c.	30 p.c.	35 p.c.
	368 Clocks, watches, time recorders, clock and watchkeys, clock cases, and clock movements .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	405 Buckthorn strip fencing, woven wire fencing, and wire fencing of iron or steel, n.o.p., not to include woven wire or netting made from wire smaller than number fourteen gauge, nor to include fencing of wire larger than number nine gauge .....	11 $\frac{1}{4}$ p.c. 15 $\frac{1}{4}$ p.c.	10 p.c. 15 p.c.	12 $\frac{1}{2}$ p.c. 17 $\frac{1}{2}$ p.c.	15 p.c. 20 p.c.
	406 Wire of all metals and kinds, n.o.p. ....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	407 Wire, single or several, covered with cotton, linen, silk, rubber or other material, including cable so covered .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	409 Wire cloth or woven wire, and wire netting, of iron or steel .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	412 Iron or steel nuts, washers, rivets, and bolts, with or without threads; nut, bolt and hinge blanks; and T and strap hinges of all kinds, n.o.p. per 100 pounds .....	67 $\frac{1}{2}$ cts. and 18 p.c.	75 cts. and 10 p.c.	75 cts. and 20 p.c.	75 cts. and 25 p.c.
	414 Iron or steel cut nails and spikes (ordinary builders'); and railroad spikes, per 100 pounds .....	40 $\frac{1}{2}$ cts. 20 $\frac{1}{4}$ p.c.	30 cts. 17 $\frac{1}{2}$ p.c.	45 cts. 22 $\frac{1}{2}$ p.c.	50 cts. 25 p.c.
Ex.	418 Wire cloth, or woven wire of brass or copper .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	419 Needles, of any material or kind .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	420 Buckles and clasps of iron, steel, brass or copper, of all kinds, n.o.p. (not being jewellery) .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	424 Guns, rifles, including air guns and air rifles not being toys; muskets, cannons, pistols, revolvers, or other firearms; cartridge cases, cartridges, primers, percussion caps, wads, or other ammunition, n.o.p.; bayonets, swords, fencing foils and masks; gun or pistol covers or cases, game bags, loading tools and cartridge belts of any material .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	426 Knives and forks and all other cutlery, of steel, plated, or not, n.o.p. ....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	428 Iron or steel hollow-ware, plain black, or coated, n.o.p.; and nickel and aluminium kitchen or household hollow-ware, n.o.p. ....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	437 Safes, doors for safes and vaults; scales, balances, weighing beams, and strength testing machines of all kinds .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	453 Telephone and telegraph instruments, electric and galvanic batteries, electric motors, dynamos, generators, sockets, insulators of all kinds; electric apparatus, n.o.p.; boilers, n.o.p.; and all machinery composed wholly or in part of iron or steel, n.o.p.; and iron and steel castings, and iron or steel integral parts of all machinery specified in this item .....	22 $\frac{1}{2}$ p.c.	15 p.c.	25 p.c.	27 $\frac{1}{2}$ p.c.
	454 Manufactures, articles or wares of iron or steel or of which iron and steel (or either) are the component materials of chief value, n.o.p. ....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	491 Manufactures of corkwood or cork bark, n.o.p., including strips, shives, shells and washers of cork .....	15 $\frac{1}{4}$ p.c.	15 p.c.	17 $\frac{1}{2}$ p.c.	20 p.c.
	495 Corks, manufactured from corkwood, over three-fourths of an inch in diameter measured at the larger end, per pound .....	4 $\frac{1}{2}$ cts. 20 $\frac{1}{4}$ p.c.	4 cts. 17 $\frac{1}{2}$ p.c.	5 cts. 22 $\frac{1}{2}$ p.c.	5 cts. 25 p.c.
	506 Manufactures of wood, n.o.p. ....	20 $\frac{1}{4}$ p.c.	17 $\frac{1}{2}$ p.c.	22 $\frac{1}{2}$ p.c.	25 p.c.
	521 Gray cotton fabrics and fabrics of flax, unbleached, n.o.p. ....				
	522 White cotton fabrics and fabrics of flax, bleached, n.o.p.; tailors' hollands of linen and towelling of linen or cotton in the web, colored or not .....	20 $\frac{1}{4}$ p.c.	15 p.c.	22 $\frac{1}{2}$ p.c.	25 p.c.
	525 Stair linen, diaper, doylies, tray-cloths, sheets, quilts, counterpanes, towels and pillow cases, of cotton or linen; uncolored damask of linen or cotton in the piece, including uncolored table cloths or napkins of linen or cotton .....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	527 Jeans, satens, and coutils, when imported by manufacturers of corsets and dress staves, for use exclusively in the manufacture of such articles in their own factories ..	15 $\frac{1}{4}$ p.c.	12 $\frac{1}{2}$ p.c.	17 $\frac{1}{2}$ p.c.	20 p.c.
	535 Cotton sewing thread in bales .....	9 p.c.	7 $\frac{1}{2}$ p.c.	10 p.c.	10 p.c.
	536 Cotton or linen thread, n.o.p.; crochet and knitting cotton ..	20 $\frac{1}{4}$ p.c.	17 $\frac{1}{2}$ p.c.	22 $\frac{1}{2}$ p.c.	25 p.c.
	537 Manufactures of cotton, hemp or flax or of which cotton, hemp or flax is the component material of chief value, n.o.p. ....	27 p.c. 24 $\frac{3}{4}$ p.c.	25 p.c. 20 p.c.	30 p.c. 27 $\frac{1}{2}$ p.c.	35 p.c. 30 p.c.
	557 Yarns, woollen and worsted, n.o.p. ....				
	558 Yarns, composed wholly or in part of wool, worsted, the hair of the goat, or like animal, n.o.p., costing thirty cents per pound or over, when imported on the cone or tube, or in the bale, by manufacturers of woollen goods for use exclusively in their own factories ..	15 $\frac{1}{4}$ p.c.	12 $\frac{1}{2}$ p.c.	17 $\frac{1}{2}$ p.c.	20 p.c.
	562 Oiled silk, and oiled cloth, and tape or other textile, india-rubbered, flocked or coated, n.o.p. ....	24 $\frac{3}{4}$ p.c.	20 p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.
	564 Felt, pressed, of all kinds, not filled or covered by or with any woven fabric .....	20 $\frac{1}{4}$ p.c.	15 p.c.	22 $\frac{1}{2}$ p.c.	25 p.c.
	565 Blankets of any material .....	27 p.c.	22 $\frac{1}{2}$ p.c.	30 p.c.	35 p.c.
	566 Flannels, plain, not fancy, fabrics of wool or of cotton and wool, commonly described and sold as lustrous, mohair, alpaca and Italian linings .....	27 p.c. 29 $\frac{1}{4}$ p.c.	20 p.c. 25 p.c.	30 p.c. 32 $\frac{1}{2}$ p.c.	35 p.c. 35 p.c.
	568a Socks and stockings of all kinds .....	27 p.c.	25 p.c.	30 p.c.	35 p.c.
	572 Turkish or imitation Turkish or other floor rugs or carpets; and carpets, n.o.p. ....	27 p.c.	25 p.c.	30 p.c.	35 p.c.
	579 Sewing embroidery silk; silk twist, and silk floss .....	20 $\frac{1}{4}$ p.c.	17 $\frac{1}{2}$ p.c.	22 $\frac{1}{2}$ p.c.	25 p.c.
	580 Black mourning crapes .....	15 $\frac{1}{4}$ p.c.	12 $\frac{1}{2}$ p.c.	17 $\frac{1}{2}$ p.c.	20 p.c.
Ex.	581 Velvets, velveteens, silk velvets and plush over twenty-four inches in width. Silk fabrics over twenty-six inches in width .....	24 $\frac{3}{4}$ p.c.	17 $\frac{1}{2}$ p.c.	27 $\frac{1}{2}$ p.c.	30 p.c.



592	Buggies, carriages, pleasure carts and vehicles, n.o.p.; tires of rubber for vehicles of all kinds, fitted or not; cutters, children's carriages and sleds, and finished parts of all articles in this item. Provided that for duty purposes the minimum value of an open buggy shall be forty dollars, and the minimum value of a covered buggy shall be fifty dollars.				
597	Pianofortes, organs and musical instruments of all kinds, n.o.p.; phonographs, graphophones, gramophones and finished parts thereof, including cylinders and records therefor; and mechanical piano and organ players	27 p.c.	22½ p.c.	30 p.c.	35 p.c.
598	Brass band instruments; parts of pianofortes and parts of organs; and bagpipes	24¾ p.c.	20 p.c.	27½ p.c.	30 p.c.
604	Dongola, cordovan, calf, sheep, lamb, kid or goat, kangaroo, alligator, and all leather, dressed, waxed, glazed or further finished than tanned, n.o.p.; harness leather and chamois skin	20¾ p.c.	15 p.c.	22½ p.c.	25 p.c.
605	Skins for morocco leather, tanned but not further manufactured; belting leather, of all kinds, tanners' scrap leather; leather not further finished than tanned, and skins, n.o.p.	13½ p.c.	12½ p.c.	15 p.c.	15 p.c.
623	Musical instrument cases and fancy cases or boxes of all kinds, port-folios and fancy writing desks, satchels, reticules, card cases, purses, pocket-books, fly books and parts thereof	11¼ p.c.	10 p.c.	12½ p.c.	15 p.c.
624	Bead ornaments, and ornaments of alabaster, spar, amber, terra cotta or composition; fans, dolls and toys of all kinds; statues and statuettes of any material	27 p.c.	22½ p.c.	30 p.c.	35 p.c.
628	Braces or suspenders, and finished parts thereof	24¾ p.c.	20 p.c.	27½ p.c.	30 p.c.
629	Umbrellas, parasols, and sunshades of all kinds and materials	27 p.c.	22½ p.c.	30 p.c.	35 p.c.
647	Jewellery of any material, for the adornment of the person, n.o.p.	27 p.c.	22½ p.c.	30 p.c.	35 p.c.
648	Precious stones and imitations thereof, not mounted or set; and pearls and imitations thereof, pierced, split, strung or not, but not set or mounted	9 p.c.	7½ p.c.	10 p.c.	10 p.c.
651	Buttons of all kinds, covered or not, n.o.p., including recognition buttons, and cuff or collar buttons	27 p.c.	22½ p.c.	30 p.c.	35 p.c.
652	Combs for dress and toilet, including mane combs, of all kinds	29¼ p.c.	22½ p.c.	32½ p.c.	35 p.c.
653	Brushes of all kinds	22½ p.c.	17½ p.c.	25 p.c.	27½ p.c.
656	Tobacco pipes of all kinds, pipe mounts, cigar and cigarette cases, cigar and cigarette holders, and cases for the same, smokers' sets and cases therefor; and tobacco pouches				
657	Magic lanterns and slides therefor, philosophical, photographic, mathematical and optical instruments, n.o.p., cyclometers and pedometers, and tape lines of any material	29¼ p.c.	22½ p.c.	32½ p.c.	35 p.c.
658	Frames not more than ten inches in width, clasps and fasteners, adapted for use in the manufacture of purses and chatelaine bags or reticules	20¾ p.c.	17½ p.c.	22½ p.c.	25 p.c.
Ex. 710	Coverings inside and outside, used in covering or holding goods imported therewith, shall be subject to the following provisions, viz.: (b) Usual coverings containing goods subject to any advalorem duty, when not included in the invoice value of the goods they contain	15¾ p.c.	12½ p.c.	17½ p.c.	20 p.c.
711	All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited Provided that duty shall not be deemed to be provided for by this item upon dutiable goods mentioned as "n.o.p." in any preceding tariff item. Provided further that when the component material of chief value in any non-enumerated article consists of dutiable material enumerated in this schedule as bearing a higher rate of duty than is specified in this tariff item, such non-enumerated article shall be subject to the highest duty which would be chargeable thereon if it were composed wholly of the component material thereof of chief value, such "component material of chief value" being that component material which shall exceed in value any other single component material in its condition as found in the article.	18 p.c. 15¾ p.c.	15 p.c. 15 p.c.	20 p.c. 17½ p.c.	20 p.c. 17½ p.c.

Note 1.—The numbers of the tariff items have reference to the present Canadian tariff.

Note 2.—Abbreviation: n.o.p. means "not otherwise provided for" elsewhere in the Canadian tariff.

Note 3.—The term "Ex." in the case of the number of an item means a part of the item to which the number refers.

Note 4.—When the term "Ex." is not used in the number of the item the whole item is meant.

## Schedule F

### French Products Receiving the Canadian Intermediate Tariff Less a Discount of Fifteen Per Cent. on Amount of the Duty

### Present Canadian Tariff Rates

Item	Products	1922 French Convention Rate	British Pref. Tariff	Intermediate Tariff	General Tariff
523	Fabrics of cotton or flax, printed, dyed or coloured n.o.p.	25½ p.c.	22½ p.c.	30 p.c.	32½ p.c.
563	Women's and children's dress goods, coat linings, Italian cloths, alpacas, orleans, cashmeres, henriettas, serges, bunnings, nun's cloth, bengalines, whip cords, twills, plains or jacquards of similar fabrics, composed wholly or in part of wool, worsted, the hair of the camel, alpaca, goat, or like animal, not exceeding in weight six ounces to the square yard, when imported in the gray of unfinished state for the purpose of being dyed or finished in Canada under regulations prescribed by the Minister of Customs	19½ p.c.	15 p.c.	22½ p.c.	25 p.c.
567	Fabrics, manufactures, wearing apparel and ready-made clothing, composed wholly or in part of wool, worsted, the hair of the goat, or other like animal, n.o.p.; cloths, doeskins, cassimeres, tweeds, coatings, overcoatings and felt cloth, n.o.p.	29¾ p.c.	27½ p.c.	35 p.c.	35 p.c.

Note 1.—The numbers of the tariff items have reference to the present Canadian tariff.

Note 2.—Abbreviation: n.o.p. means "not otherwise provided for" elsewhere in the Canadian tariff.



# LA SECTION FRANÇAISE

## Assemblée du Comité de Transportation

Le comité de transportation de la Division de Québec, à tenu une assemblée dans les bureaux de l'Association des Manufacturiers Canadiens, à Montréal, lundi, le 8 janvier, sous la présidence de M. Neighorn.

Le président expliqua que c'était la première réunion de ce comité, qui a été formé dans le but de s'occuper de questions de transportations locales et d'intérêt national, afin de faire des recommandations au comité central à Toronto, concernant ce sujet important pour l'Association.

On traita d'abord le sujet du transport par navires sur les côtes du Pacifique et de l'Atlantique, passant par le canal de Panama, et le secrétaire fut autorisé de communiquer avec M. Bromson qui doit fournir, au comité, la deuxième circulaire contenant les renseignements nécessaires.

Au sujet des retards dans l'expédition des matières postales au bureau de poste de Montréal, on signala de nombreuses plaintes à cet égard, à l'effet que la distribution des lettres et de colis en douane arrivent en retard, et on se demande si la chose est causée par l'insuffisance des moyens ou par la pénurie d'employés. Il fut en conséquence proposé par M. Coghlin, appuyé par M. Huff, qu'une enquête minutieuse soit faite, auprès des autorités compétentes, par l'Association, afin de faire cesser ces inconvénients. Cette proposition fut adoptée.

Aucune action ne fut prise sur la question du transport par camions-moteurs, ainsi que les surcharges sur le trafic international.

À l'égard de l'expédition des marchandises au risque des expéditeurs au cas où elles seraient endommagées durant le trafic, l'opinion générale est que la mise en vigueur, suivant la classification canadienne du fret, est injuste, surtout en ce qui concerne le transport des marchandises venant des États-Unis, par nos chemins de fer canadiens qui ne se trouvent pas sous le coup de ces règlements. Avis fut donné qu'aucune décision soit prise, le secrétaire reçut instruction de s'enquérir au juste sur les lacunes qui existent entre les classifications canadiennes et américaines.

La question du paiement du fret, d'avance, sur les expéditions du charbon brut, des mines des États-Unis aux lignes canadiennes, fut prise en considération, et d'après l'opinion générale des membres on considère, que dans le temps, un wagon de ce combustible ne vaut pas le prix du fret, tandis qu'aujourd'hui les conditions ne sont pas les mêmes. Il fut alors proposé par M. Huff, appuyé par M. McGrail que ce comité demande au comité central de faire les démarches nécessaires, afin que l'exigence du paiement d'avance sur ce fret soit discontinuée, ce qui fut unanimement adopté.

Les membres du comité qui assistaient à cette assemblée étaient: M. M. A. Neighorn, A. H. Brittain, A. D. Huff, Geo. C. Fletcher, F. J. McCann, B. W. Coghlin, J. McGrail, et le secrétaire George Ruichbie.

## Succursale de Trois-Rivières de L'A. M. C.

Une assemblée spéciale des membres de la succursale des Trois-Rivières, de l'Association des Manufacturiers Canadiens, dans la salle de la Chambre de Commerce, mardi soir, le 9 janvier, sous la présidence de M. W. G. F. Aird.

Après la lecture et l'adoption du procès-verbal de la dernière séance, le président exposa le programme de l'année qui consiste à réorganiser le travail de la succursale, et il insista fortement sur l'importance de recruter non seulement les industriels de Trois-Rivières, mais aussi ceux de la région, afin de les intéresser à l'expansion industrielle qui ne peut être réalisée que par la coopération active de tous les manufacturiers. Chaque membre devra s'efforcer à augmenter le nombre des membres de la succursale et préparer dans un avenir rapproché une convention industrielle de toute la région.

Ces suggestions du président furent unanimement approuvées, après qu'on accusa réception d'une offre des directeurs de l'Ecole Technique pour que les membres de la succursale se réunissent dans ses salles, ce qui fut reçu avec plaisir, et on décida de tenir la prochaine assemblée dans ces salles et en même temps constater l'aménagement de cette superbe institution.

Après avoir discuté longuement la question de l'acceptation d'affaires contre les comptes ouverts on s'est unanimement déclaré en faveur de traites d'échange, etc.

On a aussi considéré les sujets de l'impôt par timbres et la taxe sur les ventes, et on décida de reprendre la discussion de ces questions à une assemblée qui sera tenue mardi soir, le 16 janvier, à 8 heures.

Grâce à la courtoisie des directeurs de l'Ecole Technique les assemblées de la succursale seront tenues, à l'avenir, dans les salles de cette institution.

Parmi les personnes présentes à l'assemblée nous remarquons, outre M. Aird: M. M. Romuald Bourque, Vivian Burrill, George Bernard, Walter Langston, Maurice Gélinas, George Henderson, Frank Ritchie, Harold Tebbett, Robert Ryan, Jean Masson, et R. W. Gould, secrétaire de la Division de Québec.

## Assemblée de la Succursale de St. Jean, Que.

Les membres de la succursale de St. Jean, Qué., de l'Association des Manufacturiers Canadiens, se sont réunis au National Hotel, vendredi après-midi le 12 janvier, sous la présidence de M. W. C. Gratton.

Après la lecture et l'adoption du procès-verbal de l'assemblée précédente, on entama la question des impôts, telle que proposée à une assemblée conjointe du mois de décembre, et après avoir considéré le rapport clause par clause, on en est venu à la conclusion de l'adopter dans toute son intégrité.

Sur la question du transport, le secrétaire, M. Gould, donna lecture du rapport de l'assemblée du comité de transportation

de la division, qui fut adopté, et au sujet du coulage qui existe dans les charges de wagons de charbon, venant des États-Unis, la question a été renvoyée au département de transportation qui se chargera d'éclaircir la situation.

On entama ensuite la question des retards dans la livraison des matières postales, venant de Montréal à St. Jean. Cette question fut aussi référée au département de transportation qui devra en faire rapport au plus tôt.

On donna ensuite lecture du rapport du comité de législation, concernant la révision de la loi des banques. Sur proposition de M. Kittl, appuyé de M. Tait, il fut résolu de recommander que la section 88 de la loi soit retenue dans les statuts, tout en limitant les abus qu'elle pourrait causer.

M. Davidson demanda au secrétaire de bien vouloir les mettre au courant de la loi des faillites, telle que mise en vigueur dans la province de Québec.

Le secrétaire donna ensuite un résumé de la législation qui sera soumise, par l'Association, au gouvernement fédéral lors de la session qui doit s'ouvrir bientôt, se basant sur une lettre du département en loi qui fut mise sur la table.

Parmi les personnes présentes à l'assemblée, nous remarquons, outre le président: M. M. A. P. Kittl, de Kenworthy Bros. of Canada, Limited; W. A. Davidson, de la Singer Manufacturing Co.; F. J. Tait, de la Canadian Pattern's, Ltd; A. H. Ryder, de la Cluett, Peabody, Ltd; W. H. Churchward, de la Hart Battery, Ltd.; J. E. Dupuis, de Latour et Dupuis, Ines.; et R. W. Gould, secrétaire de la Division de Québec.

## Succursale de Sherbrooke

L'assemblée de la Succursale de Sherbrooke, de l'Association des Manufacturiers Canadiens, a eu lieu mercredi le 10 janvier, sous la présidence de M. J. R. Sangster.

Après la lecture et l'adoption du procès-verbal de la séance précédente, on traita la question des impôts fédéraux, et sur le rapport reçu de l'assemblée conjointe des manufacturiers, des grossistes et des détaillants concernant les impôts précités, il fut proposé par M. Bayle, appuyé par M. Thomson que les membres de la succursale de Sherbrooke approuve ce rapport et après discussion cette motion fut adoptée.

Le procès-verbal du comité de transportation de la Division de Québec fut soumis et adopté par l'assemblée.

Le secrétaire fit rapport des résultats obtenus par voie de questionnaires, envoyés aux membres de la Division de Québec, au sujet des suggestions concernant les modifications à la loi de faillite. Un bon nombre de suggestions importantes furent reçues, après quoi ce rapport fut adopté.

Au sujet de la loi des banques, on fit lecture du rapport du département en loi, relativement aux suggestions contenues dans le questionnaire envoyé aux membres, concernant la révision de cette loi, et après considération ce rapport fut adopté.



Le secrétaire donna ensuite un résumé de la législation fédérale qui sera prise en considération par le parlement à la session qui s'ouvrira le 31 janvier.

Sur la question du contrôle ou de la censure concernant la publicité, M. Mc Rae signala le fait que des solliciteurs ont fait une certaine propagande dans Sherbrooke, qui par son mérite aléatoire, dans bien des cas, est devenue une véritable épidémie et un abus pour les hommes d'affaires. Afin de faire cesser cette imposition, il suggéra qu'un comité de censure soit établi par la succursale, afin que ces solliciteurs ne puissent prélever des souscriptions qu'après avoir obtenu une carte-permis émise par le dit comité. Cette suggestion de M. Mc Rae fut unanimement approuvée par l'assemblée, et les personnes suivantes furent nommées sur ce comité de censure. M. M. Geo. D. McKinnon, président; A. A. Memster et W. D. Roden, comme auxiliaires. Il fut décidé que des pancartes soient imprimées avertissant les hommes d'affaires que les sollicitations de souscriptions ne seront permises que sur la recommandation du comité de censure, et que ces pancartes soient affichées bien en vue dans des endroits publics et à la porte des usines et autres places d'affaires, la succursale devant payer le coût de ces cartes. Il fut de plus suggéré que si les marchands détaillants ou autres commerçants désirent profiter des avantages du comité de censure en question, la succursale leur en donnera l'avantage sur demande.

Parmi les personnes présentes à l'assemblée nous remarquons, outre le président, M. M. Charles A. Joslin, Geo. B. Thomson, W. D. Van Roden, D. C. McRae, A. L. Bayler, H. S. Hall, R. H. Bartlett, A. W. Reid, A. M. Memster, et R. W. Gould, secrétaire de la Division de Québec.



**M. C. J. Laframboise,**  
Président de la nouvelle Succursale de  
St. Hyacinthe de l'A. M. C.

### Nouvelle Succursale de L'A.M.C. à St. Hyacinthe

Nos industriels de St. Hyacinthe ont emboîté le pas de leurs confrères des autres parties de la province de Québec, en établissant une succursale de l'Association des Manufacturiers Canadiens, grossissant par le fait les filiales de la Division de Québec.

En conséquence, ils se sont réunis au Club Marcoutin à St. Hyacinthe, mardi, le 16 janvier, afin de parfaire l'organisation précitée, et après avoir considéré les avantages découlant de l'établissement d'une succursale, on décida aussi d'y inclure leurs confrères de Drummondville ainsi que ceux de St. Pie de Bagot qui forment un groupe important de manufacturiers.

Après les préliminaires préparés par M. R. W. Gould, secrétaire de la Division de Québec, on procéda à l'élection des officiers de la nouvelle succursale, qui sont les suivants: Président, M. C. J. Laframboise, de Casavant Frères Limitée; vice-président, M. L. Augustin, de O. Chalifour et Fils-Limitée; secrétaire honoraire, M. J. S. Champagne, de la Omega Engine Company; après quoi on déterminait la date des assemblées de la succursale, la première devant être tenue au Club Marcoutin, vendredi soir, le 9 février prochain.

La première question à être considérée fut la loi des faillites qui suscita une longue discussion sur les modifications urgentes à faire à la loi actuelle, et après soigneuses considérations on a décidé de prier le Conseil exécutif de l'Association afin qu'il fasse des démarches auprès du gouvernement fédéral, afin que le nombre des syndicats soit diminué et que seuls, ceux qui sont au-dessus de tous soupçons, soient accrédités et que des restrictions soient établies afin d'empêcher lescessionnaires d'obtenir trop facilement leurs décharges.

Sur la question des propositions d'impôts, l'assemblée fut unanime à s'en tenir à ce qu'a décidée la réunion conjointe des manufacturiers, des grossistes et des détaillants, tenue en décembre.

Concernant la loi des banques, les membres furent unanimes à demander que la Clause 88 de cette loi ne soit pas changée, et que l'exécutif confère avec le gouvernement fédéral à cet effet.

### Assemblée Régulière de la Succursale de Montréal

L'assemblée régulière de la succursale de Montréal fut tenue dans les salles de l'Association des Manufacturiers Canadiens, mercredi avant midi, le 17 janvier sous la présidence de M. F. W. Stewart.

Après la lecture et l'adoption des procès-verbaux de la séance précédente, on entama la question des changements proposés à la loi des impôts et tous furent unanimes à approuver le rapport de l'assemblée conjointe des manufacturiers, des grossistes et des détaillants tenue à Toronto, les 5 et 6 décembre dernier, qui contient les amendements suivants:

1—Que la section 2—"Il est nécessaire d'augmenter un peu l'impôt sur les ventes"—soit complètement biffée.

2—Qu'on amende la Section 2—Sous-section D dans la première ligne suivant "L'impôt des ventes" en y insérant les mots "et Impôt d'accises".

3—Qu'on biffe complètement la Section 4 de l'impôt de timbres sur les quittances ou reçus.

4—Que la Section 5 de l'impôt des timbres, sur les chèques, traites, billets d'échanges et billets promissoires, soit amendée en en biffant la première partie et en y substituant le paragraphe suivant: "Que cet impôt soit réduit à un taux fixe de deux cents sur chaque chèque, traite, billet d'échange et billet promis-

soire jusqu'au montant n'excédant pas cent piastres, et que quatre cents soit le taux fixe pour plus de cent piastres."

5—Qu'on biffe entièrement la Section 7—sous-section A.

On décida d'envoyer ces amendements au comité conjoint qui doit se réunir à Ottawa, avant que ses recommandations soient soumises aux membres du parlement.

Au sujet des fonds à prélever pour la fondation d'une chaise industrielle au McGill, le secrétaire annonça qu'il a reçu \$3,000 de contribution à cette fin. L'assemblée donna instruction au secrétaire à l'effet de continuer la perception d'argent, dans ce but, pendant une autre semaine ou dix jours et que le comité en charge remette cet argent à l'Université McGill.

Le secrétaire, au sujet de la loi d'impôt sur les corporations, fit rapport que l'exécutif de la Division de Québec diffère d'opinion d'avec l'exécutif de la succursale de Montréal, à l'effet d'insérer une clause réciprocaire dans la loi de l'impôt de Québec, sur les corporations, aucune demande a été faite au gouvernement et la session s'est terminée sans qu'aucune action soit prise.

Au sujet du règlement, du système d'arrosage automatique, No. 629, imposant une amende de \$50. quand une fausse alarme est donnée par un arroseur automatique, on considère que cette pénalité est onéreuse pour les manufacturiers locaux, on chargea le président de nommer un comité spécial, afin de rencontrer le comité spécial du Conseil de Ville, pour que ce règlement soit abrogé.

Sur la question de la loi des faillites, M. Macdonald, du département en loi, donna un aperçu du travail accompli pour obtenir les modifications nécessaires à la loi actuelle, il demanda que les membres, en aussi grand nombre que possible, assistent à une assemblée, qui sera tenue à cette fin, dans la Salle Old Colony, de l'Hotel Windsor.

On donna lecture d'une lettre reçue du Comité des Seize, demandant à la succursale de Montréal d'exprimer son opinion sur la commercialisation du vice à Montréal. Le secrétaire reçut instruction de préparer une résolution approuvant les efforts que le comité des Seize fait pour enrayer le vice dans la ville de Montréal.

Sur la question de la révision de la loi des banques, M. Marshall déclara que d'après les réponses reçues des questionnaires envoyés d'un océan à l'autre, la majorité sont d'avis qu'aucun changement ne soit fait dans cette loi.

En ce qui concerne la législation devant être considérée durant la session du parlement, un mémoire du département en loi fut soumis, et l'exécutif fut chargé d'en envoyer une copie à chacun des membres, pour étude.

On mit sur la table une lettre de M. T. Geddes, agent commercial canadien, à Trinidad, concernant la loi sur le revenu de ce pays.

Les nouveaux membres suivants furent admis dans l'Association:

Purity Ice Cream Co., Ltd, Montréal; Canadian Sturdy Chain Co., Ltd, Sherbrooke; Jenckes Canadian Co., Ltd, Drummondville; J. S. Fry & Sons (Canada) Co., Ltd, Montréal; Canadian Connecticut Cotton Mills, Sherbrooke; Brown Young, Limited, Montréal; Samuel Share, Montréal; W. P. Downey Additional, Montréal; Canadian Starch Co., Additional, Montréal; American Can. Co., Additional, Montréal; The Coca-Cola Company, Montréal.



# This Month's Doings in Quebec Division

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....F. W. Stewart, Cluett, Peabody & Co., Ltd., Montreal  
 Vice-Chairman.....Paul E. Joubert, La Montagne Limited, Montreal  
 Secretary.....R. W. Gould. Assistant Secretary.....A. S. Findlay

**C**ONSIDERABLE time has been devoted in the Quebec Division during the past two months to securing new members. The success with which this effort has thus far been attended, would indicate, it would seem, the place which the Association holds in the estimation of the manufacturers of the Province of Quebec.

These new members have not been recruited in any one centre in the Province; for, it will be noted that they represent nearly every industrial town in Quebec. There has been no "concentrated effort or drive" on the part of our members in any one town to secure recruits, and any result secured was by personal solicitation and association service rendered to the new members.

Needless to say the old members of the Association in this Division extend to these new members a very hearty welcome.

## Branches of the Division are Active

The various branches of the Quebec Division have been very active during the past two months, two meetings having been held in Sherbrooke, Three Rivers, St. John's and Montreal, and three in the City of Quebec, and one in St. Hyacinthe.

The Three Rivers Branch under the new chairmanship of W. G. E. Aird, is making rapid progress and co-operating locally with the Board of Trade and the City Council of that city in matters affecting that district.

These branches have all taken up the various outstanding questions demanding the attention of the Association during the last two months, namely, amendments to improve the Sales Tax law, matters of Bankruptcy law, revision of the Bank Act and many other questions of provincial interest, such as the Workmen's Compensation Act., etc.

The Quebec Branch is particularly interested in amendments to the Bankruptcy Act where Louis Letourneau, M.P.P., and ex-chairman of that branch, has led the fight for amendments to the present Act.

The Sherbrooke Branch continues to be one of the most active in the Division and is taking up not only these broad questions affecting manufacturing, but also matters of local importance such as the boosting of the local exhibition in this city, the censorship of advertising and appeals for subscriptions, etc.

St. John's branch, which has been recently organized, is doing splendid work, and here too is a case where the branch has not only been particularly useful to the manufacturers in handling the questions of general importance, but has also gone into local matters, and many of the

difficulties experienced by local manufacturers have been aired at the meetings held, and various departments of the Association have gone into these questions and attended to them in a satisfactory manner.

The meeting of the Quebec Division was held in the City of Quebec in December, and in Montreal in January. It is likely that the February meeting will be held either in Three Rivers or Sherbrooke.

## Transportation Committee Takes up Delays

The Transportation Committee of the Quebec Division held its first meeting since its formation on January 8th. The chairman, A. Neighorn, presided, and a total of seven out of a possible number of nine members of the committee attended.

Among other matters discussed were delays in the Montreal post office, both as regards general mail matter and delays in the Customs Department. Proper steps have been taken to have such delays investigated with a view to overcoming them if possible.

## Commission to Study Labor in Quebec

The Province of Quebec has appointed a Royal Commission, authorized by an Act of the last Legislature of Quebec, to study labor legislation of the Province in general. This commission is composed of two members representing the employers of the Province; two members representing labor; one for the International Union and one for the National Catholic Unions, and a fifth member to act as Chairman to be appointed by the Provincial Government. This Commission it is understood will begin to function immediately. It is appointed for the purpose of making a thorough study of legislation affecting labor.

## New Branch Formed at St. Hyacinthe

The Quebec Division of the Association now boasts six branches, a new branch having been formed during the past month at St. Hyacinthe. This city has grown rapidly in the past decade as an industrial centre, and continues to attract manufacturers who are seeking to establish subsidiary plants in Canada. The City Council of St. Hyacinthe and the business men in general are constantly striving to attract new industries to their city with a very satisfactory measure of success.

At the organization meeting which was held in the Mascoutin Club, St. Hyacinthe, the following officers were elected:

Chairman: C. J. Laframboise, Casavant Frères, Ltd.; Vice-Chairman: L. Augustin, O. Chalifoux & Fils, Ltée.; Hon. Secretary: J. S. Champagne, Omega Engine Co.

The new branch did not waste any time in formalities, but immediately got down to business. A long and interesting discussion on the Bankruptcy Act was the first matter taken up at the business session, during which several amendments to the Act were suggested.

Other questions taken up were the Sales Tax, Corporation Income Tax and taxation in general. Revision of the Bank Act was also given some consideration as well as local transportation problems.

The next meeting of the Branch is scheduled to be held in the Mascoutin Club on February 9th.

It was decided at the organization meeting that the City of Drummondville, which is in close proximity to St. Hyacinthe, be included within the jurisdiction of the Branch.

## Montreal Branch Provides Fellowships

At the suggestion of Professor Stephen Leacock of McGill University, the Montreal Branch recently undertook to raise a fund for the purpose of providing a fellowship in McGill University for an advanced course in Political Economy.

It was pointed out that no university in Canada had provided for such a course, and that students desiring to secure honorary degrees in this connection were forced to go to universities in the United States to complete their studies, and in many cases remained in that country. Thus Canada lost the benefit of their services. The Montreal Branch, to see McGill University in the forefront of all Canadian universities, decided to undertake the campaign. Professor Leacock asked for \$800 a year for three years in order to carry on this work. To date the Montreal Branch among its members has raised some \$3,500, sufficient to carry on the course for a year longer than requested by Professor Leacock. This money will be turned over to McGill in due course, so that they may carry out their projected plan.

Apropos of this, the Quebec Division has been assisting Dean Laing to the fullest possible extent in his efforts to make a success of the expansion course in export trade which opened at McGill University on January 29th. The course opened with 150 applications and is being carried on in a very efficient manner, exciting much interest among the manufacturing concerns of the Province. Representatives of firms from almost every industrial centre are among those registering for these studies.



# News from British Columbia Division

Headquarters of Division, 701 Board of Trade Building, Vancouver

Chairman.....F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman....Edwin Tomlin, B. C. Cement Co., Limited, Victoria  
Secretary.....H. Dalton

## "Buy B.C. Products" Campaign

**I**N 1921, the Vancouver Board of Trade, through its B.C. Products Bureau, undertook a campaign for furthering the sale of the products of both farm and factory among the residents of British Columbia, the slogan of the campaign being, "Quality and price being equal, buy B.C. products if obtainable; failing that, goods produced in Canada, or if unable to get the Canadian-made articles, buy goods produced within the Empire."

This campaign from its inception has had the active support of the B.C. Division, the chairman of the campaign being Frank Parsons, a member of the B.C. Division Executive, and the chairmen of the finance, features, publicity, agricultural and industrial committees, being respectively W. R. W. McIntosh of Kelly, Douglas & Company; R. H. Arnott of J. Leckie & Co., Ltd.; Wm. Ralph of the W. H. Malkin Co. Ltd.; F. G. Evans of the Dominion Cannery, B.C., Ltd., and H. J. Bigger of the American Can Company—all of the firms named being members of the C.M.A., and Mr. Evans and Mr. Bigger, as well as Mr. Parsons, being members of the B.C. Division Executive. It has been the view of the members that a movement for the popularizing of home products constituted a valuable link in the campaign which has been carried on for many years by the Association to "Make Canada Prosperous by Buying Canadian Products."

The "Buy B.C. Products" campaign completed its second successful year with a dinner at the Hotel Vancouver on the evening of January 24th, the chairman's remarks on that occasion being in part as follows:—

"As you will remember, some two years ago when this campaign was started, a good many people questioned whether or not such enthusiasm could be continuous, and whether or not the campaign was not just 'a flash in the pan.' The splendid results which have been obtained demonstrate very clearly that the carrying on of this great work was warranted, and I feel sure that every individual member has seen the effect in his own particular business, and will realize at this time that it is necessary that the campaign be continued so as to reap the benefit of the great work done during the past two years.

"Although this campaign is a big factor in community development and is of great good to the community, nevertheless, I would point out that the subscribers are producers, and therefore have a selfish financial interest in the same. It is nothing more or less than a Co-operative Advertising Campaign, and I venture to say that every dollar spent in the campaign by members gives them a greater return than any other

money they are spending for advertising, and if they will only link up their own advertising with the work of the campaign they will benefit to an even greater extent.

"I am not going into detail, as the different committee chairmen will be reporting on the great amount of work that has been done, but I have one message which, after two years' experience, I wish to pass on, and that is this:—Do not expect your executive and manager to do all the work. In addition to giving the present, if not greater, financial support, give your moral support to the campaign and to your fellow producers, because by the development of other B.C. producers' business you develop your own. As previously stated, this is a co-operative campaign, and co-operation does not mean simply using the campaign for your own particular good. Practise what you preach, and see that

your purchases are B.C. products, price and quality being equal, because how can you ask the people of British Columbia to support your products if you are not in turn supporting the products of other B.C. producers?

"I feel very strongly on the following:

- (1) That this campaign is for the benefit of the community.
- (2) That it benefits the subscribers themselves directly.
- (3) That it should be carried on for all time, so that the younger generation will have the religion of 'Buy B.C. Products.'"

The reports of the various committee chairmen as rendered at the annual meetings of the supporters of the British Columbia Products campaign dealt with details of the work undertaken and accomplished during the year. A noteworthy item in the report of the chairman of the Industrial Committee is the credit given to British Columbia Division of the Association for the reductions obtained during the last two years in freight rates—these reductions having a distinctly beneficial effect on the marketing of British Columbia Products both at home and abroad.

## Co-operation with British Columbia Fruit and Vegetable Growers

Fruit and vegetable growing in British Columbia represents a large proportion of the agricultural effort of the province and the welfare of those engaged in this production is a matter of great importance to the members of the Association in British Columbia, not only those members directly dependent upon the products of the soil for their raw material, such as the fruit and vegetable canners, but other members of the Association as well who sell their products in the agricultural community.

During the past two years, the fruit and vegetable growers in British Columbia have received very unsatisfactory returns from the sale of their product to consumers both in the domestic and export markets, and steps have recently been taken in the Okanagan Valley, which is one of the leading agricultural sections of the province, to see if it were not possible through some means of co-operation or reorganization to place the marketing of fruits and vegetables in British Columbia on a sound basis. The Vancouver Board of Trade were invited by the growers in the Okanagan to assist in the farmers' deliberations on this subject, and the secretary of the B.C. Division was invited to form one of a delegation of six members of the Vancouver Board of Trade to visit the Okanagan Valley and confer with the growers. This party visited the Okanagan on January 20th to 22nd, and an interesting report was presented by the delegation to the Board of Trade on their return to Vancouver on January 24th.

At Kelowna, the party attended a convention of fruit growers. Seventy-five delegates were present, representing all of the fruit-growing area between Salmon Arm and Creston, and acting as spokesmen for some 3,000 fruit growers in these districts.

"The importance to the business men and manufacturers in the province of the spending power of these growers is apparent, when it is remembered that the potential value of the apple crop last year was upwards of \$8,000,000," says the report. "Figures given us from reliable sources while we were in the Okanagan, showed that it cost \$1.80 to grow and market a box of apples. The average return this year was \$2.10, leaving an average margin of thirty cents to the growers. In many individual cases and in numerous districts of which we were informed, the return ran as low frequently as two to five cents a box, and in other cases the grower received debit notes from the shippers—the net result being that the growers found themselves, many of them, in extremely straitened circumstances with their ability to purchase the necessities of life, which we are interested in marketing, restricted to the extent indicated above leading your delegation to recommend most strongly to the council that nothing should be left undone by the Board, or, in fact, by any other interested in the City of Vancouver, to do everything possible in placing the fruit growing industry, in all its branches, on the firmest possible foundation."

The report explains that a mass meeting of growers was held in Kelowna on



December 6-8; that at this meeting a committee of seven was appointed to work out a solution of the unsatisfactory conditions surrounding the industry; and that this convention of January 20-22, was for the purpose of receiving the committee's report.

The committee had decided first on a board of control, but this plan was considered unfavorably by experts to whom it was referred. The latter advocated co-operation, with as nearly as possible every grower signed up to market through one central agency to be controlled by the growers. Under existing conditions, not more than fifty per cent. of the fruit crop was being marketed in this way.

After a conference with the growers' committee and representatives of the banks having branches in the Okanagan, the Vancouver delegation drew up a report bearing on the financial aspects of the problem, which was presented to the convention and favorably received.

In their report the delegation set forth three conclusions at which they had arrived. First, that the primary factor was that the fixed assets of the growers and independents be placed in such a position as to allow of their being used for security for an issue of debentures or bonds. Second, that at least eighty per cent. of the growers enter into a bond agreement whereby the controlling or marketing company will handle their output and that growers will agree to pay to the marketing company the sum of five cents per box on all products sold. Third, that first mortgage debentures should be issued not to exceed fifty per cent. of an appraised value of the fixed assets to be transferred to the controlling company.

On the basis of 4,000 cars (700 boxes per car) and eighty per cent. of the production, the revenue to be derived would amount to \$112,000 per annum, or over three times the interest on the bond issue. The opinion was expressed that such a bond issue would be favorably received by financial houses at the coast and it was suggested that a delegation visit the coast and interview bankers, financial houses, etc. The Board of Trade promised every co-operation.

"The results that have been obtained from this visit have been very far-reaching," concludes the report, "and we believe have eliminated the disagreements and difficulties of the past. The people of the interior are thoroughly convinced that the coast has shown its willingness and ability to assist in every way possible in the solution of their difficulties, and if the plans formulated are carried to a successful conclusion, the ultimate result that will have been obtained will have a tremendously favorable effect on the general prosperity of the Province."

The secretary of the B.C. Division has been appointed a member of a committee of five, the other members being W. J. Blake Wilson, of P. Burns & Company and a member of the B.C. Division; A. M. Dollar, son of Captain Robert Dollar of the Dollar Steamship Company; G. F.

## News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman ..... J. E. McLurg, Halifax Shipyards, Limited, Halifax, N.S.  
 Vice-Chairmen ..... J. A. Reid, Hartt Boot & Shoe Co., Ltd., Fredericton, N.B.  
                                 C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
                                 J. L. Macdonald, Atlantic Underwear, Limited, Moncton N.B.  
 Secretary ..... H. R. Thompson, Box 470, Amherst, N.S.

**T**HE regular quarterly meeting of the Executive Committee, Nova Scotia Accident Prevention Association will be held in the Canadian Manufacturers Association's offices at Amherst, on February 8th, to receive reports from the officials and consider arrangements for the annual general meeting which will probably be held during the month of April.

A meeting of the special committee appointed to consider ways of utilizing the public schools as a means of furthering the Safety Movement, was held in Halifax on January 26th. Dr. A. H. MacKay, Superintendent of Education for Nova Scotia and V. J. Paton, Chairman of the Workmen's Compensation Board, attended the meeting to confer with the committee members. Various suggestions were made and some conclusions arrived at. A campaign is to be conducted in connection with the Halifax schools as an experiment.

### Conference on Workmen's Compensation

J. J. Martin, Labor M.L.A., recently conferred with the Executive of the New Brunswick Federation of Labor regarding the Compensation Act and the proposed amendments suggested by the New Brunswick Lumbermen's Association. While in St. John, Mr. Martin also conferred with Premier Foster and recommended to him that a meeting of representatives of labor, employers, the Compensation Board and the Government, be held to jointly discuss the Act and the suggested changes. The Premier has approached the employers in this regard and the proposal is now under consideration.

### An Interesting Debate

An interesting debate was recently held in the School for the Blind at Halifax on the following resolution, "Resolved that the Russian revolution has been justified by its results." H. A. Bartholomew of Toronto, who went to Russia some time ago as a delegate of the Worker's Party of Canada, took the affirmative and the Rev. Neil Herman the negative. Mr. Justice Russell acted as chairman and at the conclusion of

the debate, announced that he would reserve his decision.

In offering some comments through the press a few days later, Mr. Justice Russell called the attention of the honest working men to the sort of talk that the Bolsheviks' advocate indulged in during the debate. The latter referred to Mr. Herman's opening speech where he pointed out that the Communists' policy had broken down—that Lenin has been obliged to call in the assistance of foreign capital and that the mines in Russia were actually being worked to a certain extent by the capital of outside nations. Mr. Bartholomew replied to this by saying that the Russian Government welcomed capital of outsiders—that they would allow them to mine the coal for them and bring it up to the surface and then they would say "Thank you—get out." This sentiment was vigorously applauded by Mr. Bartholomew's supporters at the meeting. Mr. Russell emphasized that our honest and self-respecting working men should understand that the Communists' representatives who drift into Canada from time to time have reverted to the morality of the cave men. He furthermore pointed out that so long as the advocates of the system profess such a rotten morality as this, they will not have a following in this country and there is no need of resorting to measures for their suppression.

### Miners' Strike Threatened

The members of Sub-District No. 1, at Dominion, C.B., together with J. B. McLachlan, General Secretary of District No. 26, U.M.W., and other members of the District Executive, threatened to call a strike of the miners of Nova Scotia, unless the Workmen's Compensation Board agreed to reopen investigations in the case of a miner who was killed in a colliery at Glace Bay and whose widow was refused compensation on the grounds that the accident did not arise out of and in the course of his employment.

Since the above condition developed, another similar case has arisen and the Board has agreed to hold another hearing in Cape Breton in order that new evidence may be submitted.

Gyles, Price-Waterhouse & Company, and W. Elgie Bland, to assist in carrying out the plan of financing a co-operative marketing organization for the farmers as outlined in the foregoing report.

It has been demonstrated in the past that the points of view of the agricultural interests in British Columbia are in harmony to a striking degree in matters of tariff, transportation and legislation with the policies supported by the

manufacturers, and it is felt that, for that reason, as well as for the direct interest which the majority of the members in British Columbia have in the prosperity of the agricultural community, it is a well-directed effort on the part of the Association to do everything possible in working out a solution of the difficulties confronting the fruit and vegetable growers in marketing their products.



# Activities of Month in Prairie Division

Headquarters of Division—408 Avenue Block, Portage Avenue, Winnipeg

Chairman.....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co., Ltd., Winnipeg  
 Vice-Chairmen, W. A. Lawson, Bemis Bros Bag. Co., Limited, Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works, Limited, Winnipeg  
 Secretary.....G. E. Carpenter

**E**ARLY notices have been sent out announcing the annual general meeting of the Alberta Branch, which will be held at 10 a.m., at the Macdonald Hotel, Edmonton, Alta., on Feb. 19th and 20th.

As such matters of importance as the following will be dealt with, it is anticipated that there will be a large turnout of members from all the towns and cities of Alberta.

1. Labor's demands for increased Workmen's Compensation.
2. Minimum wage for female workers.
3. Provincial Income Tax.
4. Immigration.
5. Bankruptcy.
6. Revision of the Bank Act.

The Chairman of the Prairie Division, Major E. G. Rogers, is making arrangements to give two or three days of his time to go with Mr. Carpenter, Secretary of the Division, to Edmonton to convene with members at the annual get-together meeting, a report of which will appear in the next issue of INDUSTRIAL CANADA.

## Minimum Wage Award, Alberta

A delegation of Canadian Manufacturers' Association members from Medicine Hat and Edmonton, about twenty strong, accompanied by H. W. Macdonnell of the Legal Department of the Canadian Manufacturers' Association, Toronto, and G. E. Carpenter, Secretary, Prairie Division, waited upon the members of the Minimum Wage Board in Edmonton on January 22nd. Harvey Shaw introduced the delegation. R. E. Emery, Edmonton, Fletcher Sparling and D. J. Sturrock, Calgary, H. W. Macdonnell, and G. E. Carpenter, were the principal speakers.

The representations made as to the effect of the fourteen-dollar minimum may be summarized as follows:—

1. It would result in fewer girls being employed and thus would benefit a limited number of more capable girls at the expense of the less efficient girls, who would be thrown out of employment.
2. It would handicap Alberta industries in competition with other provinces where the minimum wage was lower, such as Manitoba, Ontario and Quebec.
3. While the British Columbia and Saskatchewan minimum wage was \$14, this figure had been fixed when the cost of living was at the peak.
4. The learning periods fixed by the order would unduly handicap employers, and work to the disadvantage of the girls.

Apart from the question of the effect of the fourteen-dollar minimum, the delegation endeavored to show that, in view

of the decline in cost of living, the fourteen-dollar minimum is unduly high and offered to submit evidence to this effect.

Finally, it was pointed out to the Board that the procedure laid down in the Act had not been followed, as no conference had been held between equal numbers of employers and employees in the same class of employment with the Chairman of the Board as Chairman of the conference. Instead, the Board had selected certain employers and employees, as witnesses, and summoned them to give evidence before the Board.

In reply the Chairman of the Board stated that if the employers could show that a girl could live properly on less than fourteen dollars a week the Board would be willing to reconsider its order. Evidence to this effect the members of the delegation promised to furnish and there is reason to believe that the Minimum Wage Board will reconsider its decision.

## Alberta Workmen's Compensation Act

Recently the Alberta Federation of Labor made twenty-four requests upon the Government of Alberta, for amendments to the Workmen's Compensation Act involving increases in practically all the benefits provided under the Act. These are so lengthy that it is impossible to give them in detail, but the particular feature of interest therein is the enormous additional amount of money that would be required over and above the present heavy contributions by employers to provide the added benefits demanded by labor.

A delegation embracing between twenty and thirty members of the Canadian Manufacturers' Association in Alberta, accompanied by H. W. Macdonnell of the Canadian Manufacturers' Association Legal Department, and the Secretary of the Division, waited upon Premier Greenfield on January 20th, and presented the following memorandum.

P. Burns, C. J. Williams and D. J. Sturrock spoke in support of the arguments embodied in the memorandum and the Premier promised that the representations of the manufacturers would receive full consideration of the Government.

"It has been brought to our attention that the Alberta Federation of Labor has memorialized your Government, asking that the benefits under the Alberta Workmen's Compensation Act be substantially increased to an extent involving an additional annual burden on industry of \$422,980.00.

"In addition to this serious increase, it is demanded, we are informed, that certain of the increased benefits should

be made retroactive. This would mean a further levy on industry amounting to \$610,931.00.

"The above figures are not final, for the reason that certain of the changes proposed involve further levies, the amount of which cannot be definitely determined in advance, but which would undoubtedly be substantial.

"In considering the question of the scale of benefits under the Compensation Act, it is, in our opinion, well to remember that the scale of benefits provided in the original Act of 1918 was only decided on after the fullest and most careful investigation by a commission representing the employers, the employees and the public. The scale of compensation, which was then adopted, was agreed to by the manufacturers without demur, and since that time the manufacturers have whole heartedly co-operated to make the administration of the Act a success. Furthermore, they are sincerely anxious that the Act should continue to work smoothly. At the same time they cannot but feel that when they accepted the Act in 1918, they did so upon certain definite bases in respect of scale of benefits, which is, of course, the most important feature of any Compensation Act. That being so, the manufacturers naturally view with the utmost alarm the action of labor in coming back year after year and asking for fresh increases. Their alarm is due to two causes:—

- "(1) The impossibility of knowing where these ever-renewed demands for increases are going to end;
- "(2) The belief that these increased benefits will unduly increase the cost of goods to the consumer at a time when every effort is being made to decrease the cost of production and price to the consumer.

"With regard to the ever-increasing demands of labor experience has shown that it is impossible for any Provincial Government ever to 'catch up to them.' The present demand means a levy of over \$1,000,000.00. If granted in whole or in part, there is every reason to expect that fresh demands will be made next year, and so on *ad infinitum*. In fact, even since the demand now in question was presented to the Government, it is reported that the Alberta Federation of Labor, at a meeting in Medicine Hat, decided that their demands were not great enough, and resolved to urge the Government to increase the benefits still further. This, we submit, is a sample of what may be expected at regular intervals in the future if a firm stand is not made.

"With regard to the increased cost of goods to the consumer that will, we submit, inevitably follow the increased benefits, it will suffice to point out that such burdens are inevitably 'passed on' to the consumer in the form of increased prices. So that in reality it will be the general buying public of the Province who in the long run will pay for the increased benefits. It is, we submit, for



the Government to consider whether it is expedient at the present time, to make this addition to the cost of living in the Province.

"In this connection we would point out that as between the industrial workers and the rest of the public, any change in condition that has taken place since 1918 has certainly not been to the advantage of the general public. In other words, the incomes of industrial workers have been maintained at a much more consistent level than have the earnings of other producers, such as the farmers. If this is true, it is not, we submit, sound policy to call upon the general public to provide those additional benefits for a special class who are already in a privileged position, enjoying, as they do, special protection which is not provided for the community in general.

"In conclusion, therefore, we respectfully urge that the Government of Alberta should not add to the burden upon industry and the cost of living to consumers by acceding to the present demands of Labor."

### Saskatchewan Workmen's Compensation Act

On the 18th December a delegation of some thirty employers of Saskatchewan, accompanied by G. E. Carpenter, Prairie Division Secretary, waited upon the Dunning Government in order to ask for the enactment of the Workmen's Compensation Act similar to those in Manitoba and Saskatchewan, relieving employers from the liability to common law actions by injured workmen, and to set up a Compensation Board to assist employers and administer the Act generally. Previous to the interview in question Mr. Carpenter had, on the instructions of Saskatchewan members, drafted a Workmen's Compensation Act for Saskatchewan along the lines of the other compulsory state insurance acts such as those in Manitoba, Ontario, etc.

Premier Dunning's reply to the delegation was to the effect that while such an Act as proposed would no doubt be more satisfactory in several respects than the present Act, particularly as regards dependents of deceased or permanently disabled workmen, at the same time organized labor was not willing to give up the 100 per cent. compensation for temporary disability which the present Act provides. The Premier suggested that the employers should try to come to an agreement with organized labor and then come back to the Government. As to this the feeling of the employers was that in view of the present attitude of organized labor, there would be no hope of coming to an agreement. The way the matter stands at present, therefore, is that nothing is likely to be done unless employers and organized labor come to an agreement.

## Ontario Division's Activities for Month

Headquarters of Division, Bank of Hamilton Building, Toronto

Chairman, Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
Vice-Chairman, George Brigden, Brigden's Limited, Toronto  
Secretary, J. M. McIntosh, Travelling Secretary, O. C. Pease

THE present Provincial Parliament of Ontario has now entered upon its fourth and last session. In his Speech from the Throne the Lieutenant-Governor dealt at considerable length with the bills which will come up for consideration. While the volume of legislation this year is not expected to be as large as it has been in the past, many of the matters to be dealt with rank high in importance, to such an extent that the deliberations of the House will doubtless be followed by the manufacturing and general public with more than the usual attention.

During the recess, committees have been active and various conferences of representatives have been held upon many questions. The results of these deliberations will become apparent as time goes on. The policy of immigration, for instance, is one to which considerable attention has been given. A scheme has been worked out which will be submitted during the session, and while the attitude of a Farmer-Labor Government may reasonably be expected to represent many divergencies of opinion, it is to be hoped that some satisfactory proposals may be arrived at and put into effect at an early date.

Among the other more prominent items that will come up for consideration are the Anti-Commercial Agreement Act, the Blue Sky Law and possible amendments to the Workmen's Compensation Act. In connection with the former, the Special Committee of the Legislature during the recess had a great deal of valuable evidence placed before it all of which seemed to indicate clearly that agreements between primary producers and subsequent distributors fixing resale prices worked out to the advantage of the general public; or in other words that such agreements had a stabilizing effect.

The Blue Sky Law, for months past, has been a subject for study and discussion among students of economics and financial and commercial affairs generally, and the government will doubtless be in a position to draw forth much valuable information which will assist in forming the ultimate decision.

Education, marketing facilities for farm produce, forest preservation, the provincial hydro-electric system, roads, the Fire Protection Act, the simplification of land titles, and amendments to the Municipal Tax Exemption Act are among the other important items which are to come up for consideration during the present session.

### Membership

A strong letter of invitation into the membership of the Association has just been sent out to all non-members in On-

tario. The services which the C.M.A. offer to those who belong to this organization are so well known to our members that they require no recapitulation. Our departments are dealing constantly with the personal problems of our manufacturers to an extent that is unquestionably saving Canadian industry hundreds of thousands of dollars every year. This, indeed, is as it should be, but we suggest that, where our members are aware of manufacturers in their vicinity who are not part and parcel of our national organization, they can render the Division very valuable aid by extending their personal invitations into membership. The forwarding of particulars regarding such companies to the divisional offices, moreover, will enable us to bring added pressure to bear upon those who may require additional persuasion.

### Canadian Train for France

The Canadian Government is proceeding with the more detailed arrangements in connection with the Canadian train for France. It has now been decided that this will take the form of an automobile train consisting of thirty specially built automobile trucks and trailers, accompanied by other motor vehicles for the carrying of baggage and accessories.

The route of this motor train has already been laid out to cover thirty or forty of the largest cities and towns in France, ending up with a final exhibit or stand in L'Orangerie, by the Place de la Concorde, in Paris.

The selection of motor vehicles was made by reason of the fact that French railway stations are usually entirely unsuited to exhibition purposes. At each of the points to be visited, the lorry train will be parked in the most attractive public gardens available. The trucks, which are to be constructed by the French Government will have three sides solid, and the fourth so built that it will open out in halves, the lower part to be lowered so as to cover the wheels, and the upper part to extend outward as a roof. The trucks will be parked in a double line, and the extended roofs will be joined by a vellum covering, so that the whole effect will be that of a commercial street, fully protected from inclement weather. The trucks will be dustproof, and the exhibition material in the trucks will be contained in huge cases, much like shop-windows.

The French Government is providing freedom of entry and exit of all material at the ports, and arranging for the conveyance and accommodation of those in charge without any expense whatever. Further details will be issued in circular form to members at an early date.



# Industrial Relations Bulletin

Supplied by Industrial Relations Department, C.M.A.

## Proposal to form Works Committee at Sydney

**A**N effort was made during the closing months of 1922 to secure the establishment of a works committee at the plants of the Dominion Iron and Steel Company, Limited, Sydney. A tentative plan suggested at the time was rejected by the workers and for the present no further developments are taking place. The history of the movement, however, is worth setting forth as it indicates that the idea came originally from the employees and received very considerable support from them.

The movement began when a committee representing a portion of the employees requested a meeting with W. H. Bischoff, general superintendent. Mr. Bischoff prepared and presented to them a tentative plan of organization in the hope that it might meet their favor and develop into a workable arrangement.

The plan called for the formation of a General Works Committee to consist of about thirty-eight representatives to be elected from among the employees; a Central Works Committee of five or seven to be appointed by the thirty-eight representatives from their own number; the Management's Committee of say five to be appointed by the Company and a Joint Committee of ten or twelve, being the Central and Management's Committees sitting in joint conference.

### Proposed Procedure

The procedure to be followed was indicated thus:

**"Suggestions:** Individual employees wishing to offer suggestions about working conditions, safety or any other matters of mutual interest may present them to their foreman or superintendent or else submit them to their representative for presentation to the Joint Committee. Such suggestions should be taken in writing to ensure credit being given to the proper individual. Suggestions arising through meetings of the General Works Committee to be brought before the Joint Committee for discussion.

**"Grievances:** If any employee has a grievance he first talks matters over with his foreman and superintendent. If he does not receive satisfaction within forty-eight hours, he may report the matter to his Departmental Representatives who shall interview the foreman, or, if necessary, the department head. If these interviews do not bring about a satisfactory result the matter is to be placed in the hands of the Joint Committee. Any grievance settled by the Joint Committee cannot be reopened except at the request of seventy-five per cent. of the General Works Committee.

"When an employee reports a grievance to one of his representatives the latter should take in writing the facts of the case as given by the employee who should sign the paper.

"A group problem is to be brought up by the appropriate Departmental Representatives. They, when necessary, shall refer it to the next Joint Committee meeting."

The committee took Mr. Bischoff's proposals away with them and discussed the plan at a meeting of the union, where it was rejected. A larger committee of other employees then volun-

tarily circulated a petition suggesting that the question be put to a vote of the employees. Over 500 signatures were obtained and on December 15 and 16 a vote was taken.

Prior to the vote being taken, Mr. Bischoff addressed a letter to the employees in which he explained the situation and said, "I believe a co-operative plan would be a good thing for all of us and I hope you and most of the other men on the plant will vote for it. If the employees show by the vote that they desire such a plan, I will do all I can to make it a success."

Ballots were handed to the men by the foremen. No marking was necessary, as the ballots consisted of perforated slips, one-half reading "I vote YES. I favor some plan of employee representation committees," and the other half, "I vote NO. I am opposed to any employee representation committees." The voter simply deposited whichever answer he wished in the ballot box.

## Immigration in Canada

The Department of Immigration and Colonization reports as follows on immigration for the third quarter of 1922, with comparative figures for previous quarters:—

Period	Great Britain and Ireland	U.S.A.	Other Countries	Total
Third Quarter, 1922.....	10,646	6,615	3,978	21,239
Third Quarter, 1921.....	9,865	7,572	6,931	24,368
Second Quarter, 1922.....	11,695	8,425	4,972	25,092
First Quarter, 1922.....	2,480	4,751	2,945	10,176

## Cost of Living in Canada

The cost per week of a family budget of staple food, fuel, light and rent, in terms of the average prices in sixty cities in Canada, as compiled by the Department of Labor, was as follows for September and comparative months:

	Dec. 1922	Nov. 1922	Dec. 1921	Dec. 1920	Dec. 1919	Dec. 1918	Dec. 1914
Food . . . . .	\$10 39	\$10 29	\$11 00	\$14 84	\$14 73	\$13 65	\$7 96
Fuel and Light . . . . .	3 58	3 62	3 55	4 16	3 17	3 11	1 88
Rent . . . . .	6 95	6 94	6 90	6 62	5 54	4 83	4 39
Total, inc. laundry . . . . .	\$20 97	\$20 89	\$21 49	\$25 67	\$23 49	\$21 64	\$14 26

## Employment Conditions in Canada

The volume of employment in Canada, as estimated by the Employment Service of Canada, was as follows:

Month ending	Firms Reporting	Employees at work	Index Number	Total Payroll
November, 30, 1922 . . . . .	6,369	780,990	95.2	794,337
October 31, 1922 . . . . .	6,600	785,451	95.8	.....
September 30, 1922 . . . . .	6,250	766,635	94.6	780,477
August 31, 1922 . . . . .	6,148	756,069	93.7	786,652
July 31, 1922 . . . . .	6,305	754,533	93.1	769,306
June 30, 1922 . . . . .	6,365	738,462	91.1	749,943
May 31, 1922 . . . . .	6,352	723,157	89.2	735,349
April 30, 1922 . . . . .	6,312	677,292	83.3	691,235

## Strikes in Canada

The official Department of Labor figures, showing the number of strikes in existence in December, with comparison for previous months, are as follows. The greatest time loss was in the printing and publishing group, there being ten strikes involving 1,640 workpeople and resulting in a time loss of 41,000 working days. Three strikes commenced and two strikes terminated, leaving thirteen in existence at end of month.

	Disputes	Employees Involved	Time loss in Working days
December, 1922 . . . . .	15	3,018	60,561
November, 1922 . . . . .	14	2,190	52,046
December, 1921 . . . . .	18	3,759	61,365



On the evening prior to the balloting, representatives of the Steelworkers' Union distributed small slips of paper, or handbills, urging employees to vote "No."

A total vote of 2,583 was cast or 70.9 per cent. of the payroll. One thousand and twenty-one favored and 1,562 opposed the plan, a majority of 541 against. Out of sixteen departments, eleven recorded adverse majorities, ranging from four in the docks to 176 in the nail and wire mill. The yards voted 201 to 196; the open hearth department, 139 to 125; and the coke ovens, 102 to 81, in favor of the plan, indicating that there was a fairly substantial body of opinion supporting co-operation.

### Next Meeting of Executive Council in Ottawa

The Executive Council will hold its next meeting at the Chateau Laurier, Ottawa, on Thursday, February 22, following the conference on Industrial Research, which takes place on the two preceding days. It is customary to hold at least one meeting of the Council at the capital each year and this time the February meeting will be held there.

### Tariff Changes

The following regulations have been made under Order-in-Council dated January 15, 1923—

Br. Pref. Inter. General  
Tariff Tariff Tariff

Item 768. Pulpboard in rolls for the manufacture of wall-board ..... Free 5% 5%

### Board of Customs Decisions

"First Coat Enamel for Steel" per samples, exported by the Vitro Manufacturing Company of Pittsburg, Pa., declared dutiable under tariff item No. 711 at the rate of 17½% under the general tariff.

"Armadillo Shells," per sample, not further manufactured than cleaned, shaped and treated with preservative, declared dutiable under tariff item No. 711 at the rate of 17½% under the general tariff.

"Federal Cement Roofing Tile" reinforced with wire mesh, the component material of chief value being cement, declared dutiable under tariff item No. 282 at the rate of 22½% under the general tariff.

"Dextrine," so called, containing approximately 85% unconverted starch, from the Arabol Manufacturing Company, declared dutiable under tariff item No. 39, at the rate of 1½c. per lb. under the general tariff.

### Departmental Ruling

Oxy-acetylene welded tubing not entitled to entry under tariff item No. 396 as seamless tubing.

## Our Birthday List for February

### Canadian Manufacturers who Celebrate Their Natal Day This Month

Compiled from "Who's Who in Canada, 1923"

DEATHEN, JOSEPH, president, Frontenac Breweries Limited, Montreal. Born Montreal, Feb. 28, 1865.

BELL, HENRY E., manager, The E. B. Eddy Co., Limited, Montreal. Born, Shawbridge, Que., Feb. 1, 1874.

BERTRAM, BRIG-GEN'L. SIR ALEXANDER, president, John Bertram & Sons, Co., Limited. Born, Dundas, Ont., Feb. 18, 1853.

BLOOD, HOWARD EARL, general manager, Canadian Products Limited, Walkerville, Ont. Born, Petoskey, Mich., Feb. 26, 1886.

CARGILL, WELLINGTON D., president, Cargill Limited, Cargill, Ont. Born, Halton County, Ont., Feb. 26, 1865.

CARSON, HUGH, president, Hugh Carson Co., Limited, Ottawa. Born, Orangeville, Ont., Feb. 8, 1868.

COGHILL, B. W. P., president, B. J. Coghlin Co., Limited, Montreal. Born, Montreal, Feb. 10, 1871.

COWAN, CHARLES G., general manager, Canadian Bank Note Co., Limited, Ottawa. Born, Hamilton, Ont., Feb. 2, 1878.

CRAIN, ROLLA L., president, Crain Printers Limited, Ottawa. Born, Merrickville, Ont., Feb. 18, 1865.

CURRIE, COL. JOHN A., president, Imperial Steel & Wire Co., Limited, Collingwood, Ont. Born, Nottawa, Ont., Feb. 25, 1868.

D'ALLAIRD, GEO. J., president, D'Allaird Manufacturing Co., Limited, Montreal. Born, Troy, N.Y., Feb. 14, 1865.

DAFOEST, JOSEPH, president, Dafoest, Lalonde & Co., Limited, Montreal. Born, St. Eustache, Que., Feb. 23, 1865.

DYMENT, ALFRED EDWARD, president, Canadian General Electric Co., Limited, Toronto. Born, Lynden, Ont., Feb. 26, 1869.

FISHER, W. S., president, Enterprise Foundry Co., Limited, Sackville, N.B. Born, Fredericton, N.B., Feb. 20, 1854.

FLAVELLE, SIR JOSEPH, BART., Toronto. Born, Peterboro, Ont., Feb. 15, 1858.

FREYSENG, E. J., president, Freyseng Cook Co., Limited, Toronto. Born, New York City, Feb. 17, 1872.

GOUGH, R. P., president, Seller-Gough Fur Company, Limited, Toronto. Born, Kleinburg, Ont., Feb. 7, 1865.

GUILLET, J. E. F., president, The E. Guillet & Sons Co., Limited, Montreal. Born, Marieville, P.Q., Feb. 24, 1853.

HARRIS, W. G., president, Canada Metal Co., Limited, Toronto. Born, Muskoka, Ont., Feb. 27, 1862.

HOLTON, MARK BALDWIN, manager, Chipman-Holton Knitting Co., Hamilton. Born, Hamilton, Feb. 10, 1884.

HORN, WILLIAM LUTHER, managing director, Grinnell Co. of Canada, Ltd., Toronto. Born, Utica, Ont., Feb. 28, 1872.

INGERSOLL, WATSON W., vice-president, The Douglass Varnish Co., Limited, Montreal. Born, Newark, N.J., Feb. 9, 1878.

JOUBERT, PAUL E., managing director, Lamontagne Limited, Montreal. Born, Montreal, Feb. 21, 1883.

KAUFMAN, A. R., owner, The Kaufman Rubber Co., Limited, Kitchener. Born, Kitchener, Ont., Feb. 11, 1885.

LEGARE, P. T., president, P. T. Legare Co., Limited, Quebec. Born, Charlesburg, Que., Feb. 12, 1851.

LEONARD, LT.-COL. R. W., president, Coniagas Alkali and Reduction, Limited, St. Catharines. Born, Brantford, Feb. 21, 1860.

LYTLE, FREDERICK H., vice-president and managing director, T. A. Lytle Co., Limited, Toronto. Born, Toronto, Feb. 16, 1884.

MACLAREN, ALEXANDER, vice-president, James MacLaren Co., Limited, Buckingham, Que. Born, Wakefield, Que., Feb. 27, 1860.

MASSEY, VINCENT, president, Massey-Harris Co., Limited, Toronto. Born, Toronto, Feb. 20, 1887.

MCCARTHY, JAMES M., vice-president, Price Bros. & Co., Limited, Quebec. Born, Sorel, Que., Feb. 8, 1864.

MCGHIE, C. G., manager, Welland Vale Mfg. Co., Limited, St. Catharines. Born, St. Catharines, Feb. 16, 1868.

MENZIES, JOHN SINCLAIR, manager, Stewart Sheaf Loader Co., Limited, Winnipeg. Born, Molesworth, Ont., Feb. 7, 1877.

ORTON, JOHN RYAN, president, Canadian Industrial Alcohol Co., Limited, Montreal. Born, Montreal, Feb. 16, 1874.

PADDOCK, LEON ALFRED, vice-president, and general manager, Canadian Bridge Co., Limited, Walkerville, Ont. Born, Pontiac, Michigan, Feb. 20, 1879.

PARADIS, JOHN, sole proprietor, Quebec Lumber Co., Quebec. Born, St. Remi, Que., Feb. 9, 1878.

PENNINGTON, D. H., proprietor, Pennington Asbestos Co., Thetford Mines. Born, Quebec, Feb. 14, 1863.

SEITZ, J. J., president, United Typewriter Co., Limited, Toronto. Born, Bruce County, Ont., Feb. 2, 1862.

SILVERWOOD, A. E., president, Silverwoods Limited, London, Ont. Born, Oakwood, Ont., Feb. 15, 1876.

SOMMER, ABRAHAM, president, A. Sommer & Co., Limited, Montreal. Born, Lodz, Poland, Feb. 1, 1878.

STAPPELLS, RICHARD A., president, The McElroy Manufacturing Co., Limited, Toronto. Born, Toronto, Feb. 12, 1879.

TALLMAN, A. H., president and general manager, Tallman Brass and Metal, Limited, Hamilton. Born, Hamilton, Feb. 11, 1877.

WHITTALL, A. R., president, A. R. Whittall Can Co., Limited, Montreal. Born, Birmingham, England, Feb. 24, 1864.

WIEGAND, W. B., director of manufacturing, rubber section, Ames-Holden-McCready Limited, Montreal. Born, Conestogo, Ont., Feb. 17, 1889.

WILDMAN, JOHN E. A., manager, Sheet Metal Products of Canada, Limited, Winnipeg. Born, Bedford, England, Feb. 20, 1865.

YOUNG, E. V., managing director, The North Shore Iron Works, Limited, North Vancouver, B.C. Born, Florence, Italy, Feb. 11, 1879.

### Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Oct. 1	Nov. 15	Dec. 1	Jan. 1	Jan. 15
Total cars on Canadian lines—	196,267	198,256	196,148	194,611	191,901
Allowance for bad order cars (A.R.A. Basis) .....	13,739	13,878	13,730	13,623	13,433
Actual bad order cars .....	13,797	11,519	10,135	10,965	11,363
Excess bad order cars over A.R.A. allowance .....	58	*2,359	*3,595	*2,658	*2,070
Surplus cars in good order .....	none	none	none	244	none
Total idle cars .....	none	none	none	2,902	none
Shortage .....	7,667	10,193	6,923	none	1,406

\*Surplus



## Recent Circulars and Bulletins Issued by the Association

No. 378. *January, 29, 1923.*—A follow-up circular issued by the Transportation Department, urging members to supply information about shipments available between Atlantic and Pacific ports, via Panama Canal.

No. 379. *January 30, 1923.*—Circular issued by the Legal Department, asking opinion of manufacturers regarding advisability of incorporating in Dominion Bankruptcy Act, provision allowing privilege of returning goods sold to debtor within thirty days of assignment.

## Railway Equipment Ordered

The Canadian Car & Foundry Company, Limited, have received an order for the following equipment from the Canadian National Railways:—30 all steel sleepers; 35 all steel first class coaches; 10 steel mail cars; 20 steel baggage cars; 1,000 Hart-Otis ballast cars and 600 automobile cars. The approximate value of all these cars is about \$8,000,000 and they are scheduled for delivery during the months of May, June and July. The company will take on a large number of men as soon as material arrives to assemble the cars.

## Belleville

There is practically no unemployment at Belleville this winter. The re-opening of the plants of the Tiger Tire and Rubber Co. and the J. C. Wilson Co. are taking up all surplus labor. The majority of factories are fairly active, the two lock manufacturing plants being especially so. The volume of new business, while not large enough in most cases to occupy plants to full capacity, is nevertheless in considerably greater volume than at the same date in 1922. A considerable number of dwell-

ings will undoubtedly be erected this coming season, as the supply of suitable homes is still very much below the demand. The only plant enlargement so far contemplated is that of the Springer Lock Mfg. Co., who plan to build extensions to their factory the coming year.

J. O. HERITY,

*Industrial Commissioner.*

## Situation in Holland Reviewed

A report of the Netherlands Chamber of Commerce, New York, gives the following information about conditions in Holland:

Although the favored position of Holland during the war resulted in large profits to shipping, trading and industrial concerns, these profits have to a great extent been neutralized by the huge losses on Russian, Austrian, Hungarian, Turkish and other foreign securities. Moreover, very large losses have been sustained in Holland in consequence of the economic crisis, which broke out two years ago and which has not yet come to an end.

The banking position of the country, however, is sound. The big banks have built up large open and hidden reserves. The latter have almost invariably been sufficient to cover all losses, so that the open reserves have not been impaired at all, and have been added to out of the profits of last year.

But for the concentration of the banks, there might have been more weak spots, especially among the provincial firms. This might have had a fatal influence on business, whilst now the big banks have enabled good firms to weather the storm.

Although the banks emerge from the crisis in a sound condition, nevertheless their sphere of operations may become narrower under the new order of things than had been expected. Many

Foreign banks have established offices in Amsterdam and Rotterdam, so that competition has grown stronger for the Dutch banks. On the other hand the significance of Holland as an international monetary centre has no doubt increased as a consequence of this new development.

The total of Holland's imports and exports for the first half of the current year, in dollars at par, is as follows: Imports \$399,000,000; exports \$224,000,000; making an unfavorable balance of \$165,000,000. For the same period of 1921 these figures were \$460,313,000 and \$267,000,000 respectively, with an adverse balance of \$133,313,000.

Some of the principal imports during this period include the following: Gasoline, 21,854 tons, value \$2,000,000; petroleum products (except gasoline), 81,187 tons, value \$2,849,000; sugar (cane, raw) 35,274 tons, value \$2,206,800; wheat flour, 42,659 tons, value \$3,154,000.

Yarrows Limited, Victoria, B.C., after keen competition, have been awarded the contract for the Canadian Pacific automobile ferry, which will operate between Vancouver Island and Bellingham, Wash. The ship will be of wooden construction, 170 feet in length, forty-three feet beam, eleven feet deep. It will be a Diesel-engined, twin-screw 1,200 h.p. vessel, capable of carrying between forty and fifty automobiles and 250 passengers.

Skinner Brothers Manufacturing Co., Inc., manufacturers of Baetz-Patent air heaters and other heating and ventilating apparatus, St. Louis, Mo., plan to locate their plant in Canada and manufacture entirely on this side of the line. Details of their plans will be announced in three or four month's time.

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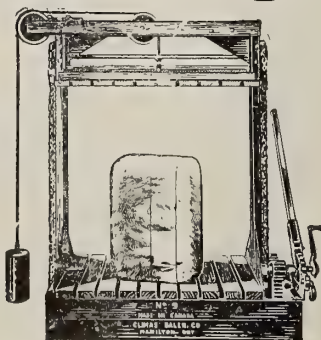
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## New Members

### Atlas Brick Compay, Limited

A new member in the Toronto Branch is the Atlas Brick Company, Limited, who are under the direction and management of the Interprovincial Brick Company of Canada, Limited, 30 Toronto Street. Before being taken over by the Interprovincial Brick Company, the Atlas Brick Company were the Boyd Pressed Brick Company, of Milton, Limited. Their old plant has been rebuilt and extensive additions and alterations now under way will completely modernize and double its capacity. The product, high-grade, rough-textured brick will be put on the market this spring.

F. B. McFarren, C.M.A. representative of the Interprovincial Brick Company, also represents the Atlas Brick Company.

### Stevenson & Hevey, Limited

Stevenson & Hevey, Limited, 257-261 Adelaide St. W., Toronto, who joined the C.M.A. in January, are printers, doing general commercial and color work. They were established last March, and during the first ten months of operation had an output valued at \$60,000. One of their large jobs was printing the daily proceedings of the Brotherhood of Railway Trainmen's Convention held in Toronto last May and June. Over two tons of linotype metal and six tons of paper were used in this work. They also print several monthly and weekly

publications. Their plant can handle \$100,000 worth of work a year and they have space under lease sufficient to double their size.

Officers and directors of the company are:—R. J. Stevenson, president; T. A. Stevenson, who is their C.M.A. representative, vice-president and general manager; and W. J. Hevey, secretary-treasurer.

### Keith Electric Refrigerator Co., Limited

One of the December new members is the Keith Electric Refrigerator Co., Limited, 297 Campbell Ave., Toronto, who started operations July 1, 1922. Their product, the Keith Refrigerator, is the invention of Major D. Forbes Keith of Toronto and has been developed under his supervision by Keiths, Limited, during the period of 1919-23. The Keith Electric Refrigerator Company operate under license from Keith's Limited, for the exclusive sale of the refrigerator in Canada and under arrangement for conducting foreign business.

The company's plant is a one-storey brick building with 10,000 square feet floor space and a capacity of about 100 machines a month. The company's operations to date have been very successful and a large demand is shown for the refrigerator from both homes and apartment houses. By the end of this year business should have increased enough to make necessary the erection of a second plant for the exclusive manufacture of the cabinet part of the refrigerator.

Major D. F. Keith is the president of the company. With him on the directorate are John Rowland, vice-president; G. A. Keith, secretary-treasurer; C. R. Burroughes, Major J. M. Oxley and E. W. Bickle. G. A. Keith represents the company in the C.M.A.

### The Druggists' Corporation of Canada, Limited

The Druggists' Corporation of Canada, Limited, who are a recent addition to the membership list, manufacture pharmaceutical preparations and proprietary remedies at 35 Britain Street, Toronto. Their charter was obtained several years ago, but lay dormant until about five years back when the present management established the company as a going concern. They operate now largely as a co-operative manufacturing company for retail druggists in the Province of Ontario.

J. H. H. Jury is president, W. A. Hargreaves vice-president, and R. B. J. Stanbury, M.D., manager of the Druggists' Corporation of Canada. Directors are W. H. Worden, J. R. Y. Broughton, F. A. Jacobs and H. G. Hillier. Dr. Stanbury is their C.M.A. representative.

John McGrail, who joins as additional member from the Canadian Car & Foundry Co., Limited, Montreal, has been in the employ of the company since April, 1911, as traffic manager. Prior to this time he was connected with the C.P.R., first in the freight traffic and latterly in the steamship department.



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## Statistics of Canada's Trade With Colombia

A table has been compiled by Edward C. Austin for the purpose of comparing the extent of imports into Colombia from Canada with the total imports of that country. This shows that there is a great opportunity for the Dominion to develop this market, the chief present requirement being the establishment of regular and direct shipping service from Canadian ports.

Mr. Austin's comparison is not for corresponding years but he has taken the latest available figures in each case and the comparison is fairly accurate. The statistics of total Colombian imports are for 1917, while those showing imports from Canada are for the year ended March 31, 1922. It is pointed out that total imports of Colombia for 1917 were relatively small, due to the then existing war period, high prices and the difficulty of obtaining goods, particularly from Europe. The total for 1917 was \$24,751,209, while for 1916 it was \$29,660,206.

Mr. Austin's table, showing the importation of goods that could be supplied by Canada, is as follows:—

	Value total Colombian Imports 1917	Value total Imports from Canada in 1921-22
Canned Fruits . . . \$	9,963 28	\$ 489 00
Wheat . . . . .	217,182 98	45,100 00
Flour (wheat) . . .	188,412 86	3,445 00
Biscuits . . . . .	68,209 73	254 00

Barley (malted)	38,030 35	803 00
Candy & Confectionery . . . . .	68,517 34	1,414 00
Beer . . . . .	16,850 40	112 00
Whiskey . . . . .	33,029 17	none
Boots, canvas with rubber soles	12,999 30	44 00
Hose (rubber) . . . . .	5,025 35	492 00
Meats—Bacon & Hams . . . . .	15,954 04	1,097 00
Lard . . . . .	93,345 24	275 00
Cotton Duck . . . . .	937,744 01	1,207 00
Wood—Planks & Boards . . . . .	20,491 53	none
Furniture (all kinds) . . . . .	68,460	14,525 00
Paper Board . . . . .	31,554 11	2,523 00
Newsprint . . . . .	212,890 93	6,407 00
Wall paper . . . . .	22,739 03	1,980 00
Roofing paper . . . . .	6,552 07	94 00
Iron—Tubing & Pipe . . . . .	55,869 95	393 00
Engines (internal combustion) . . . . .	139,039 16	275 00
Tools (agricultural & mining) . . . . .	96,861 76	4,093 00
Cutlery . . . . .	13,498 87	206 00
Machinery . . . . .	499,060 97	272 00
Enamel ware, Tin ware . . . . .	205,099 23	1,000 00
Automobiles . . . . .	113,765 50	11,469 00
Iron—Furniture	35,266 59	1,890 00
Lamps & Lanterns . . . . .	16,363 82	72 00
Scales & Weighing beams . . . . .	14,720 05	180 00
Stoves . . . . .	6,599 60	130 00
Electric Apparatus . . . . .	280,814 55	80 00
Glass ware . . . . .	247,807 78	248 00
Cement . . . . .	193,550 66	7,479 00
Salt . . . . .	175,439 46	72 00
Explosives . . . . .	87,562 32	172 00
Paints, Varnishes, etc. . . . .	223,526 47	35 00
Calcium Carbide . . . . .	1,940 53	958 00
Drugs . . . . .	1,079,312 47	215 00
Brushes . . . . .	29,863 24	1,790 00
	\$5,583,825 95	\$111,290 00

Colombia has a population of 6,000,000 and her imports are practically \$5.00 per

capita. This was more or less the per capita importation of Cuba about eighteen or twenty years ago, a scale which has since risen to \$20.00 or \$22.00.

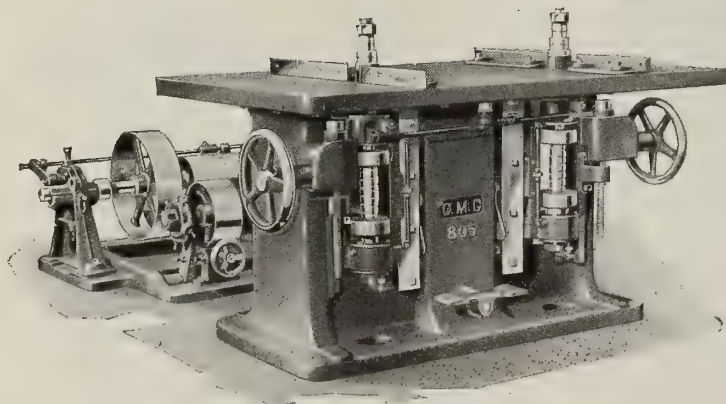
Colombia, with far larger territory (500,000 sq. miles), with immense undeveloped natural resources, including coal, oil, platinum, gold and other minerals, with illimitable agricultural resources, having vast pampas or llanos with pasture sufficient for fifty million head of cattle, and having an important strategic world position, adjacent to the Panama Canal, half way between Europe and Asia, and nearer to either or to North America than any other South America state, is now on the eve of a new period of development and progress, and has particularly attractive business opportunities and prospects, much enhanced by the fact that it has *stable government*.

The value of total imports into Colombia in 1920 reached a high figure—\$62,449,000, but this was abnormal and the data given above may be considered a low average.

A prominent Canadian manufacturer of starch products has just received a letter from a back-country district, which reads somewhat as follows: "Dear Sirs, I don't think your Corn Syrup is any good at all. Here I've been using it for the last three months, and my corns are just as bad as they ever were."



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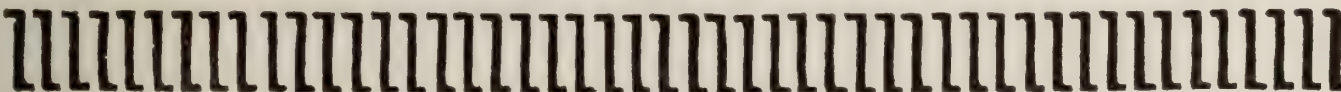
We receive and store merchandise of every description. Distribute car lots or part car lots; pay all freight; clear the shipments through the Customs and pay the duty. We have cars placed and unload them. We make and collect claims against carriers. We co-operate or replace damaged cases or containers. We make out all B L and express entries, marking or tagging packages. We advise you of all transactions, in or out, daily.

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## Depression in Uruguay

By W. A. Mosher

Pro-Manager, Royal Bank of Canada,  
Montevideo, Uruguay

**B**USINESS conditions in Uruguay continue depressed, due to the very low prices for live stock, which is this country's mainstay. Prospects for any immediate improvement are not bright. Although the country's products found relatively easy sale, prices were, on the whole, unremunerative to the producers. Both imports and exports show heavy decreases and the small balance of trade in favor of the country is not nearly sufficient to take care of our invisible debit balances, such as interest on foreign debts, etc.

The trade of Uruguay for the years, 1918-1921, and for the first nine months of 1922 was as follows:—

	Imports	Exports	Balance
1918 ..	\$68,884,705	\$115,624,316	\$46,739,611
1919 ..	75,745,070	147,289,957	71,544,887
1920 ..	86,696,841	80,751,720	5,945,121
1921 ..	60,525,943	70,265,352	9,739,309
1922 (9 mos.)	46,351,764	56,275,435	9,923,671

Exports of principal products for 1921 and for nine months of 1922 were as follows:

	1921 (full year)	1922 (nine months)
Meat and Meat Products .....	\$21,119,580	\$23,398,451
Fats .....	1,527,353	2,366,969
Hides .....	11,367,243	13,206,688
Wool .....	31,723,538	13,826,813

The stock of cattle is greater than for many years past, but, owing to unfavor-

able weather conditions, there being no excess of rain during the greater part of the year, camps have not got into proper conditions for fattening animals and the supply of these has been limited. Those coming in have been of inferior quality and defective in condition, with the result that prices have dropped considerably. With the approach of warmer weather, there has been a great improvement in the condition of camps, though farmers have been crying out for rain to soften the surface of the ground.

There have been no strikes of much importance during the year and there is no unemployment. At present labor conditions are normal.

## Aims to Promote British Industry in Canada

With a view to encouraging the greater investment of British capital in Canadian industry, the Canadian British Corporation has recently been organized in England, with a number of prominent Englishmen as directors. The Corporation aims to secure this result either through the establishing of branches of British industries in Canada, the acquisition by British companies of existing Canadian companies, the extension of Canadian industries with British capital or the fostering of new Canadian enterprises by the help of British capital. The head office is at 25 King William Street, London, E.C. 4, and the Canadian office in the

Royal Bank Building, Toronto. Major A. D. Watts, C.E., formerly construction engineer with the Shawinigan Water & Power Co., Montreal, and connected at various times with other large engineering enterprises, is managing director.

## Some Details About Footwear for China

The latest annual statistics of Chinese trade show imports of footwear valued at \$736,000, of which supplies from Canada accounted for \$12,400. The distinctly foreign population of China (exclusive of Japanese and other Asians) is about 100,000, and of these more than half the adults and practically all the children wear boots made locally by Chinese and Japanese workmen. The foreign style of footwear affected by many Chinese young men is all made by native workmen from imported leather. There being no wholesale or jobbing houses in the boot and shoe trade in China, retailers import supplies direct. Their names can be obtained from the Department of Commerce at Ottawa. It would not be profitable, in view of the limited market, to send a traveller from the Dominion solely to sell footwear, but a representative interested in other lines as well would probably find it worth while to carry samples of Canadian boots and shoes. Felt slippers are worn extensively by Chinese women in their houses, and are supplied chiefly from Japan.

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**W. J. Banks**, 103 St John Street, Quebec.

**MacFarlane-Douglas Co., Ltd.**, 250 Slater  
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**R. Y. Kilvert & Co.**, 402 Builders' Exchange,  
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**A. L. Charlebois**, Avenue J and 20th Street,  
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We are builders of railway vehicles to suit every requirement of passenger, freight and general service on steam and electric lines either to the purchaser's, or, if required, to our own designs and specifications and for home or export orders.

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*If not mentioned here, it is  
probably an "Etc."*

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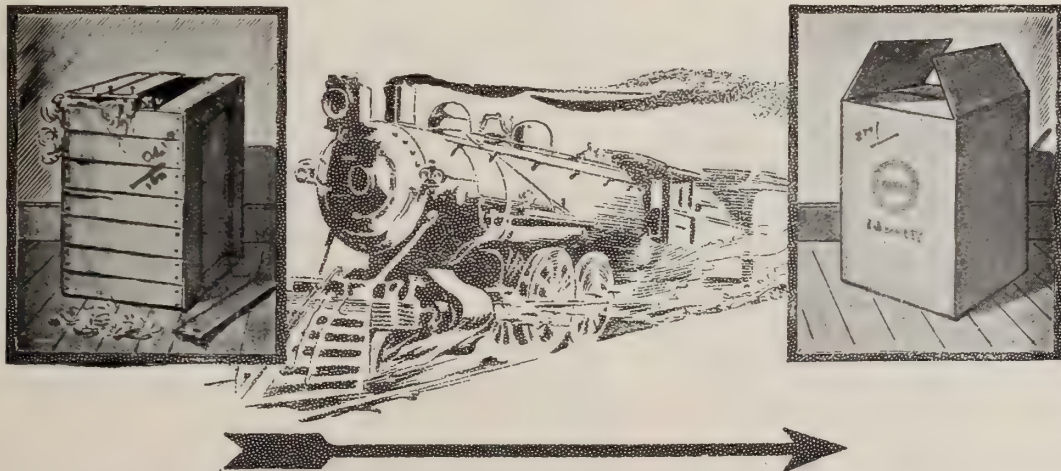
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## Uncertainty in Trinidad

By H. P. Urich

Asst. Manager, Royal Bank of Canada, Port-of Spain, Trinidad

**T**HE outlook for 1923 in Trinidad depends entirely on the price of cocoa, which is the principal product in this colony. Recent reports from abroad point to the fact that there are no immediate prospects of any rise in the price. On the contrary, there is a possibility that the price will go even lower than it is at present. Should this take place, the prospects for 1923 would not be very good. There is also a slump in the oil industry which has greatly added to the present general depression in business.

Commodity prices during 1922 remained at fairly low figures and there was a considerable reduction in them as compared to previous years. The lower rates of exchange on Canada and New York as compared with the two previous years, helped to decrease the price of commodities somewhat.

Wages, while not down to pre-war levels have been considerably reduced and have been adjusted to meet the declining value of local produce. The employment situation is fairly normal and it cannot be said that there is any unemployment in this colony on a large scale. Any tradesmen or laborers willing to work can always find plenty to do on the plantations.

Wholesale stocks are down to normal

figures, all surplus stocks having been got rid of during the last two years.

Trinidad's trade during the years 1917 to 1921 was as follows:

	Imports	Exports
1917 .....	£4,136,714	£4,742,846
1918 .....	4,318,756	4,575,204
1919 .....	5,179,931	6,293,486
1920 .....	8,208,807	8,408,611
1921 .....	6,805,940	4,683,988

It should be noted that figures for 1920 and 1921 exclude the value of parcel post, which amounted to £113,320 and £97,754 respectively.

The colony's trade with Canada in each of these years was as follows:

	Imports	%	Exports	%
1917 ..	£747,816	18.1	£273,345	5.8
1918 ..	804,005	18.6	225,352	5.0
1919 ..	1,061,826	20.5	165,246	2.6
1920 ..	1,252,099	15.2	194,780	2.3
1921 ..	1,155,027	16.9	385,584	8.2

The principal commodities purchased by Canada from Trinidad in 1920 and 1921 were as follows:

	1920	1921
Cocoa, raw..	2,306,959 lbs.	3,459,780 lbs.
Cocoanuts .	1,038,130 nuts	1,370,429 nuts
Molasses ...	385,196 gals.	2,960 gals.
Sugar .....	224,000 lbs.	30,215,147 lbs.

Particular attention is called to the large increase in the purchase of sugar.

**G**EORGE F. HUGGINS & CO., LTD., Port-of-Spain, Trinidad, writing November 22, state that, as a result of the preference, trade with Canada has largely increased. They point out that, whereas for many years the Royal Mail Steam Packet Company operated the only service, there are now three lines of steamers running regu-

larly between Canadian ports and the West Indies, the new services being supplied by the C.G.M.M. and the C.P.R.

Fair prices were realized for this year's sugar crop, and the bulk of it was marketed in Canada. From present indication, the 1923 crop will be a short one. The new cocoa crop was just commencing at time of writing and should be an average one so far as quantity is concerned. Opening prices were, unfortunately, low, and there was little buying demand from America and Europe.

"For some reason," write Geo. F. Huggins & Co., "Canadian manufacturers seem to prefer to draw their requirements through New York, which is unfortunate, and the direct exports do not show the consumption in Canada. These two articles, sugar and cocoa, are the principal exports from Trinidad."

## Canada Cars to be Made in Canada

The Cadillac motor car is to be built in Canada, according to a recent announcement by General Motors, Limited. A company has been formed under the name of the Cadillac Motor Co. of Canada, Limited, and manufacture will start at once in the Oshawa factories of General Motors. R. S. and G. W. McLaughlin will be chief executives of the new company, with J. H. Beaton as sales manager and W. A. Coad in charge of production.



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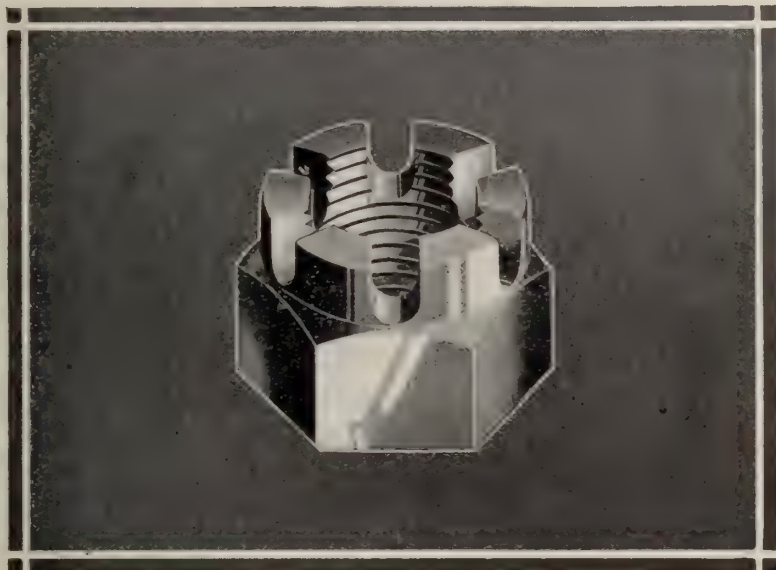
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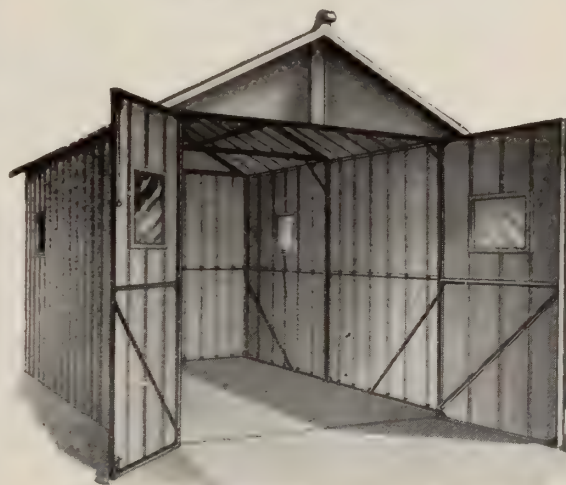
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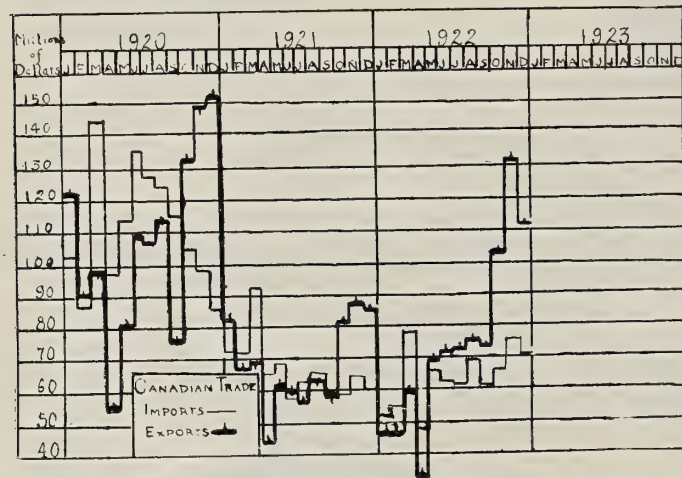


# The Pulse of Business in Canada

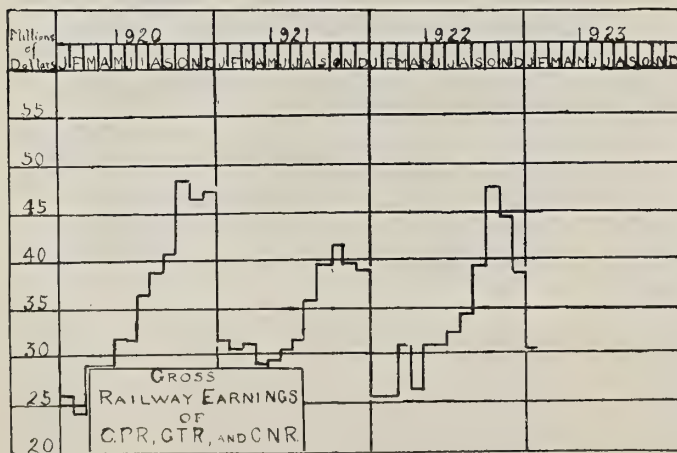
## What Statistics are Showing

**W**HOLESALE prices show an upward tendency, the Department of Labor index number, based on about 260 commodities, rising from 221.7 to 223 in December, while the Michell number based on twenty foodstuffs and twenty manufacturers' goods, stood at 171.9 for January, as compared with 170.2 for December. Imports and exports were both lower in December than in November but considerably higher than in December, 1921. Call and current loans were both slightly down from their November level. Demand deposits decreased by about seven millions, while savings deposits increased some seventeen millions. Bank clearings dropped in January to about the same level as a year ago.

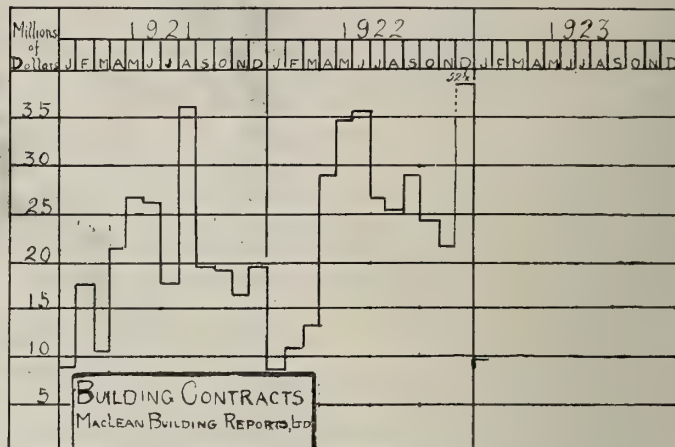
The production of iron in December rose by about 2,000 tons while about 4,000 tons less steel was produced than in November. Building contracts for January showed the seasonal decline, but were higher than a year ago. Commercial failures are still numerous.



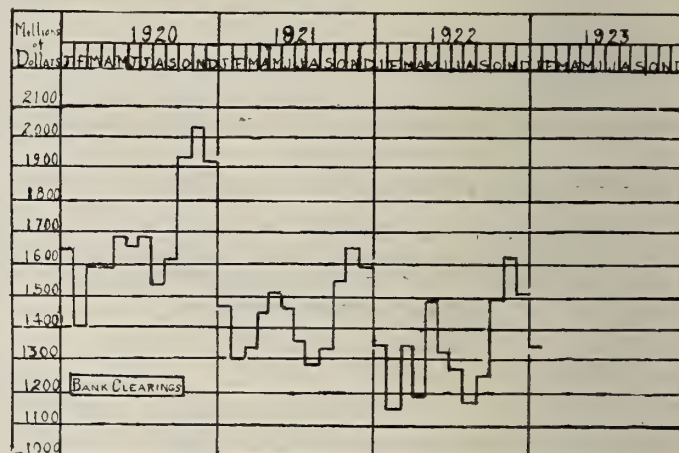
Imports amounting to \$70,204,888 and exports of \$112,035,421 value made a favorable trade balance of \$41,830,533 for December. In December, 1921, there was a favorable balance of \$27,136,548.



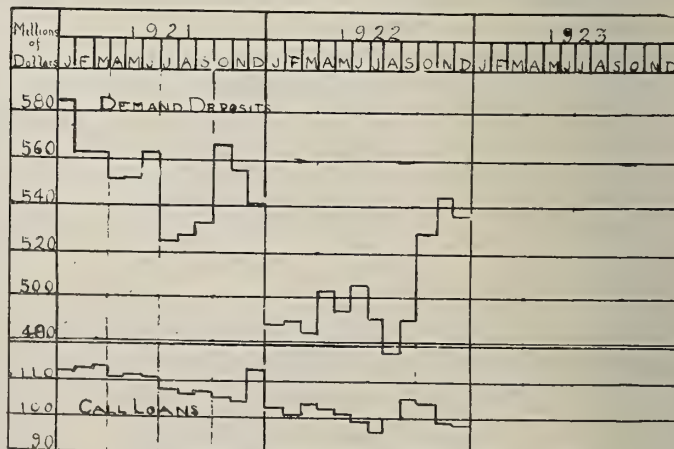
Gross earnings of the three transcontinental roads during January amounted to \$30,683,898, an increase when compared with the January, 1922, figure of \$26,053,085. In January, 1920 and 1921, the gross earnings were respectively \$25,990,052 and \$32,992,871. The seasonal decrease between December and January is less than for either of the past two years and this, with the good level of earnings maintained in 1922, gives reason for expecting prosperous conditions in 1923.



From a high level of \$52,472,400 in December building contracts dropped to \$9,840,800 in January. The decrease is seasonal, and the figure compares favorably with \$8,947,500 in January, 1921, and \$8,392,600 in January, 1922.



Bank clearings during January fell to \$1,343,155,892. This figure compares with \$1,639,275,000 in 1920, \$1,485,076,000 in 1921, and \$1,349,310,000 in 1922.



Demand deposits fell slightly during December after rising steadily for three months. Call loans also dropped a little from the November level of \$98,984,090 to \$98,383,580. This compares with \$113,071,089 for December, 1921.



## If you lived in Hull in 1851



**EZRA BUTLER EDDY**

Born Aug. 22, 1827  
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Industrial Representative: WM. HOME, 34 Victoria St., Toronto



## Bureau of Canadian Information



**T**HE CANADIAN PACIFIC RAILWAY, through its Bureau of Canadian Information, will furnish you with the latest reliable information on every phase of industrial and agricultural development in Canada. In the Reference Libraries maintained at Chicago, New York, and Montreal are complete data on natural resources, climate, labor, transportation, business openings, etc., in Canada. Additional data is constantly being added.

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### CANADIAN PACIFIC RAILWAY Department of Colonization and Development

165 E. Ontario St.  
Chicago

335 Windsor Station  
Montreal

1270 Broadway  
New York

## STANDARD CLAY PRODUCTS LIMITED

Manufacturers of Sewer Pipes and all kinds of Vitrified Ware, also Fire Clay Stove and Range Bricks, and Special Shapes of Fire Bricks and Cupola Bricks.

### Sewer Pipes and Connections in all sizes from 4 inch to 30 inch

**Hollow Building Blocks, Inverts,  
Chimney Tops, Segmental  
Sewers.**

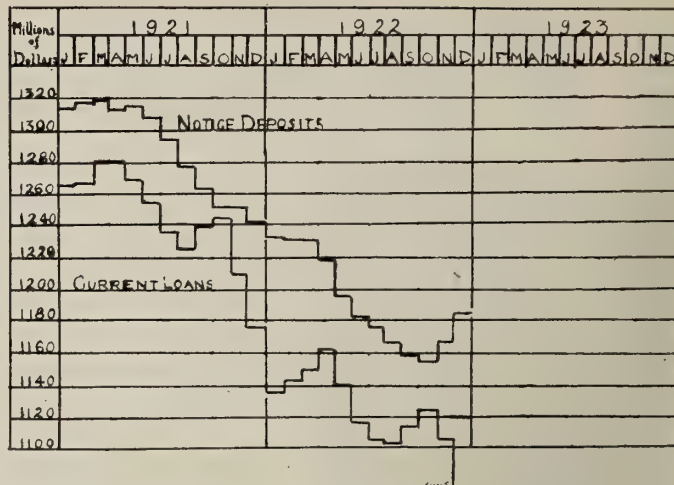
*Made in Canada*

*Buy in Canada*

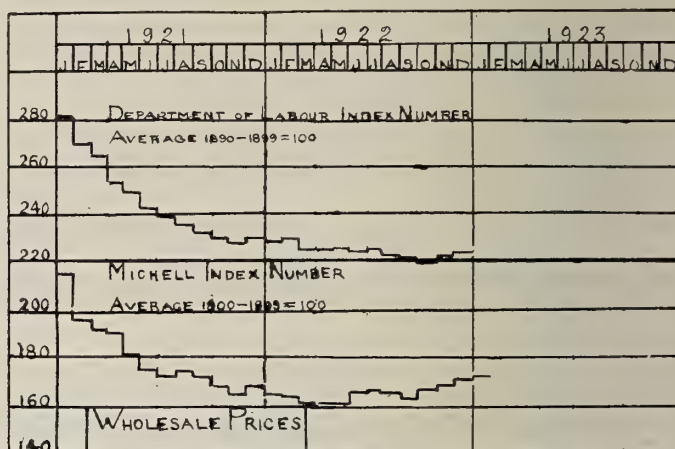
*Keep Canadian Workmen Employed*

We operate Sewer Pipe Plants at St. John's, P.Q., and New Glasgow, N.S.

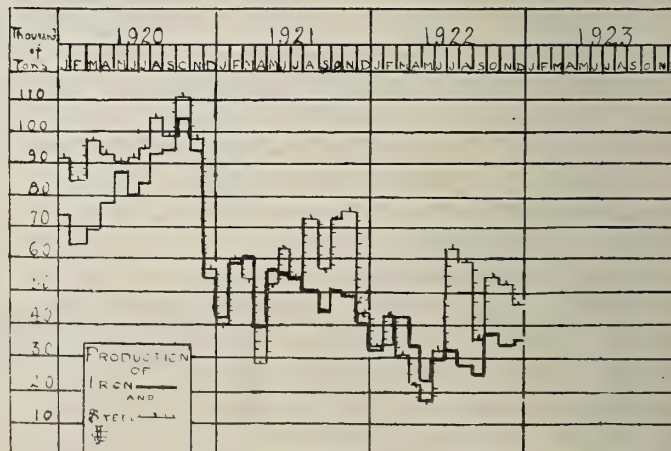
WRITE FOR CATALOGUES



The bank statement for December shows a decrease in current loans from \$1,105,630,178 to \$1,065,226,894 and an increase in savings deposits from \$1,167,609,065 to \$1,184,703,596. The current loan figure is at the lowest point it has reached in the past two years.

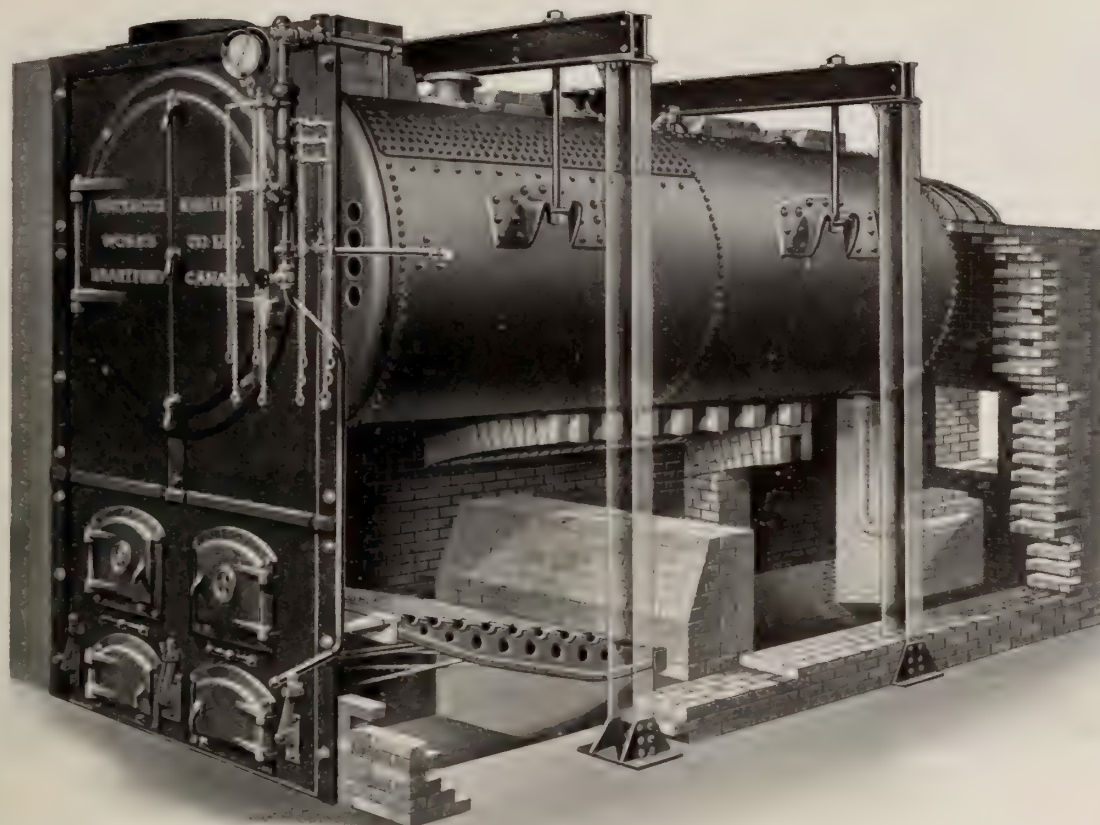


The index numbers of wholesale prices shown in the chart above indicate a gradual upward movement. During 1921 prices dropped rapidly and in 1922 further declines occurred though not so regularly or so swiftly as in 1921. The present trend would seem to show that deflation is complete and an equilibrium is near.



Iron produced during December amounted to 35,981 tons as compared with 34,289 tons in November. The production of steel declined 4,763 tons below the November output, the December total being 46,655 tons.





## "FILES" HAND-FIRED STOKER WITH SMOKELESS SETTING SUCCESSFULLY ELIMINATES SMOKE

*Can be installed under existing boilers without disturbing setting.*

*Increases efficiency and saves fuel.*

*One Customer Writes:—*

'OUR FILES HAND STOKERS have now been installed about two years, during which time they have paid for themselves twice over, if we consider the saving in fuel.

And, what we have and are doing with them others can do.

We have found them most satisfactory and economical, particularly so in regard to the elimination of smoke."

The Meriden Britannia Co., Limited	-	Hamilton, Ontario
The Mercury Mills, Limited	-	Hamilton, Ontario
The E. W. Gillett Co., Limited	-	Toronto, Ontario
Robert Crean & Co., Limited	-	Toronto, Ontario

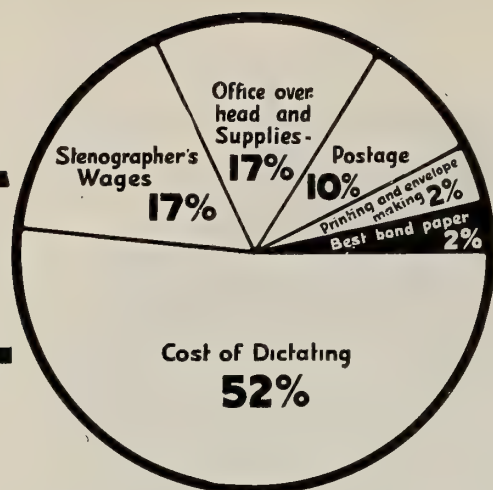
are among the satisfied users of FILES STOKERS.

*We would appreciate an opportunity of submitting full information*

# Waterous

BRANTFORD, ONTARIO, CANADA





## Economy vs. Low Cost

**L**OW cost is one of the foundation stones of good buying—but low cost applied to business stationery is not always economy.

For instance, the difference between the cheapest bond paper on the market and the best—Superfine Linen Record—is roughly, a quarter of a cent a sheet.

A careful study of figures shows that the average business letter represents an expense of 29 cents, which by close buying, can be reduced a quarter of one cent.

On a percentage basis this is less than 1% and it jeopardizes 99% of the efficiency, the good appearance and the general effect of your business stationery.

For real quality, true economy and good appearance always specify



## SUPERFINE LINEN RECORD

A high grade, all-rag Bond Paper for all commercial purposes—for forty years the standard by which all good papers are judged.

Made in Canada  
by

**THE Rolland Paper Company, Limited**  
**Montreal - - - Canada**

High Grade Paper Makers Since 1882.

## Deaths Among Prominent Manufacturers

### James Wagstaffe

James Wagstaffe, managing director, Wagstaffe, Limited, Hamilton, was accidentally killed by an automatic elevator in his factory on January 22. Mr. Wagstaffe was alone in the elevator at the time, and it is believed he fainted, falling so that his head was crushed between the floor and a beam.

The late manufacturer was born near Manchester in 1861, and for seventeen years carried on a jam manufacturing business in Ashton-under-Lyne. Eighteen years ago he came to Hamilton and started in a small way the business which is now known all over Canada.

### W. J. Elliot

W. J. Elliott, secretary and manager, Ingersoll Machine Co., Limited, Ingersoll, Ont., died on Jan. 15, following a short illness. He was born in Harriston in 1874 and went to Ingersoll in 1896, where for a long time he published the daily and weekly *Chronicle*. Four years ago he disposed of his weekly paper and joined the Ingersoll Machine Co. Mr. Elliott took an active part in public affairs, serving several terms in the local council and one year as mayor.

### John M. Dods

John M. Dods, a prominent figure in the Ontario textile industry, died suddenly in Montreal on January 19. He was the founder and president of the Beaver Knitting Mills, Limited, Alton, Ont., and the Dods Knitting Company of Orangeville. He was born in Caledon, Ont., fifty-six years ago, but made his home in Alton for the greater part of his life, where his mills were the chief industry of the village.

### George Clatworthy

The death occurred on January 3, of George Clatworthy, head of Clatworthy & Son, manufacturers of display fixtures, Toronto. Mr. Clatworthy was born in England in 1845 and came to Canada in 1873, settling in Toronto and working as a builder and contractor. About twenty-five years ago he founded the business of Clatworthy and Son and ran it successfully up to the time of his death.

### E. M. Grove

Edwin M. Grove, manager, Narrow Fabrics, Limited, Galt, Ont., died suddenly on January 14, collapsing during a curling match at Waterloo. The late Mr. Grove was only forty-nine years old and was born at Beachville. About thirty-five years ago he and his father started a furniture business in Galt. After that was sold he was for a time assistant manager of the Adams Furniture Co., Toronto, and later formed the Grove Bedding Co. About eight years ago he returned to Galt to accept the position which he held at the time of his death.

### George Duthie

The death of George Duthie, president, The George Duthie & Sons Roofing Co., and managing director and secretary-treasurer, The Roofing Supply Co., occurred on January 15 at his home in Toronto. Mr. Duthie was a lifelong resident of Toronto and was in his sixty-seventh year. He was prominent in industrial, social and sporting circles and an active Freemason.



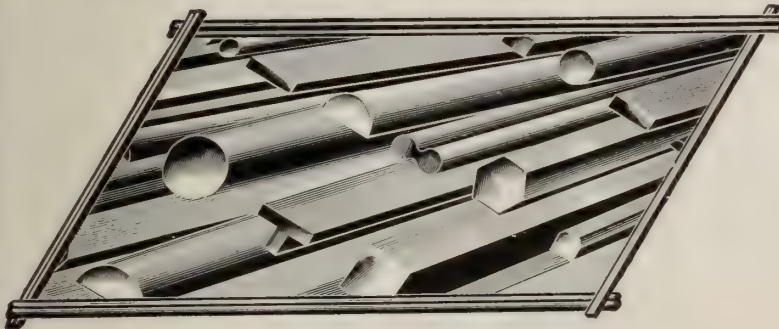


**John V. Gray Construction Co.**  
LIMITED

**General Contractors**

**Toronto Windsor London Haileybury**

**UNION DRAWN STEEL CO., Limited**



**HAMILTON, ONTARIO**

Manufacturers of

**Shafting**

**Rounds, Flats, Squares  
and Hexagons**

LARGEST STOCK IN CANADA

*Get prices before ordering elsewhere*



**Mackinnon Steel Co., Limited**  
Sherbrooke, Quebec

STRUCTURAL STEEL  
AND  
STEEL PLATE WORK

Photo illustrates four oil storage tanks and  
support recently erected by us.



### H. M. Whitney

Henry Melville Whitney, one of the greatest of modern captains of industry died at his home in Brookline, Mass., U.S.A., on January 25. It has been said of him that "no American ever did more for Canada" for it was he who organized the Dominion Coal Company, from which grew the coal and iron industry of Nova Scotia, now controlled by the British Empire Steel Corporation. Mr. Whitney was born in Conway, Mass., in 1839 and started his business career as a clerk in his father's store. In 1868 he was made agent of the Metropolitan Steamship Co., of which he later became president. In 1893 he organized the Dominion Coal Co., Limited, and in 1899 the Dominion Iron and Steel Co., Limited, who control immense iron and coal deposits in Newfoundland and Nova Scotia.

### C. E. Doolittle

After a long illness, Charles Edward Doolittle died at his home in Hamilton, on January 18, in his eighty-first year. Mr. Doolittle was born in Ohio, and was a veteran of the United States Civil War. After the war he became a traveling salesman for a Cleveland hardware house, and came often to Canada in the course of his duties. In 1879 he and some associates from the United States, leased the Great Western Rolling Mill in Hamilton and engaged in the manufacture of bar iron and cut nails, under the name of the Ontario Rolling Mill Company. Mr. Doolittle soon became president, retaining that position until the merger with the Hamilton Steel and Iron Company. He was also one of the promoters of the Ontario Tack Company, which merged into the Canada Screw Company. These firms all merged eventually into the Steel Company of Canada.

### W. C. Hughson

The death of Ward Campbell Hughson, president, Gilmour & Hughson, Limited, Hull, Quebec, removed one of the leading lumbermen of the Ottawa Valley. Mr. Hughson was born in Albany, N.Y., in 1857 and received his business train-

ing under his father, a prominent lumberman of the State. In the eighties he came to Peterborough, Ont., and was later manager of the Muskoka Mills and Lumber Co. near Penetanguishene. In 1891 The Gilmour and Hughson Co., Limited, was formed with the late John Gilmour as president. He and Mr. Hughson acquired large timber limits on the Gatineau and Colonge rivers and established a modern sawmill in Hull. The business developed rapidly and became known throughout Canada and the northern States. On Mr. Gilmour's death in 1912, Mr. Hughson succeeded to the presidency of the company, known thereafter as Gilmour & Hughson, Limited. Three years ago the firm made an agreement of sale with the Riordan Corporation.

Mr. Hughson was a director of the Ottawa River Forest Protective Association and held the presidency for four years. He was on the directorate of the Lower Ottawa Boom Company for twenty-seven years and president for nineteen years. He was also president of W. C. Hughson & Sons, Limited.

### Samuel H. Ewing

Samuel Hamilton Ewing, a leader in the business life of Montreal for more than half a century, died suddenly on January 31. He was born in Londonderry, Ireland, in 1834, and came to Montreal as a boy. His father established the coffee and spice firm of S. Ewing & Son, now S. H. Ewing and Sons, limited, of which Mr. Ewing was president at the time of his death.

Mr. Ewing was one of the pioneers in the Canadian textile industry. He was one of the founders of Montreal Cottons, Limited, and helped to establish several textile companies in Ontario. He was a director and, until a year ago, vice-president of the Molsons Bank. He was also president of the Canada Accident Assurance Co., president of the Cornwall Street Railway Company, vice-president of the Sun Life Assurance Company of Canada, and director of the Illinois Traction Company, Atlantic Sugar Refineries, Standard Clay Products; president of the Canadian Bond Crown Co., Ltd., the Canadian Connecticut Cotton Mills Co., of Sherbrooke, president of the Montreal Freehold Co., Ltd., and a director or official of many other industrial and fiduciary concerns.



## Norton Grinding Wheels for Efficiency and Economy

**Alundum**

*Wheels for:*

Tool Grinding  
Machine Shop General Grinding  
Cylindrical, Internal or Surface  
Grinding Steel parts  
Snagging Steel or Malleable Iron  
Castings

**Crystolon**

*Wheels for:*

Cylindrical, Internal or Surface  
grinding Cast Iron and Brass  
parts

Snagging Grey Cast Iron, Brass  
and Aluminum castings

**NORTON COMPANY OF CANADA, LIMITED**  
**HAMILTON - CANADA**

*Electric Furnace Plant:* **CHIPPAWA, ONTARIO**

*CANADIAN AGENTS:*

The Canadian Fairbanks-Morse Co., Limited, Montreal, Toronto, Ottawa, St. John, N.B., Winnipeg,  
Calgary, Saskatoon, Vancouver, Victoria  
F. H. Andrews & Son, Quebec, Que. Simonds Canada Saw Co., Vancouver, B.C.



# THE DOMINION BANK

At the Fifty-second Annual General Meeting of the Shareholders of The Dominion Bank, held at the Head Office, in Toronto, on 31st January, 1923, the following statement of the affairs of the Bank as on 30th December, 1922, was submitted:

Balance of Profit and Loss Account, 31st December, 1921.....	\$715,480 59	Total Distribution to Shareholders of Thirteen per cent. for the year.....	\$780,000 00
Profits for the year, after deducting charges of management and making full provision for bad and doubtful debts.....	1,175,478 27	Contribution to Officers' Pension Fund.....	45,000 00
	<u>\$1,890,958 86</u>	Dominion and Provincial Government Taxation.....	157,795 48
		Written off Bank Premises.....	150,000 00
		Balance of Profit and Loss Account Carried forward.....	\$758,163 38
			<u>\$1,890,958 86</u>

Which amount has been disposed of as follows:

Dividends (quarterly) at Twelve per cent. per annum.....	\$720,000 00
Bonus, one per cent.....	60,000 00

## GENERAL STATEMENT

### LIABILITIES

Capital Stock paid in.....	\$6,000,000 00
Reserve Fund.....	\$7,000,000 00
Balance of Profit and Loss Account carried forward.....	758,163 38
Dividend No. 161, payable 2nd January, 1923.....	180,000 00
Bonus, one per cent., payable 2nd January, 1923.....	60,000 00
Former Dividends unclaimed.....	1,474 00
	<u>7,999,637 38</u>
Total Liabilities to the Shareholders.....	\$13,999,637 38
Notes in Circulation.....	\$7,571,461 00
Due to Dominion Government.....	4,500,000 00
Deposits not bearing interest.....	\$20,119,809 95
Deposits bearing interest, including interest accrued to date.....	78,234,187 60
	<u>98,353,997 55</u>
Balances due to other Banks in Canada.....	1,214,303 98
Balances due to Banks and Banking Correspondents elsewhere than in Canada.....	3,017,246 72
Bills Payable.....	184,240 00
Acceptances under Letters of Credit.....	735,365 06
Liabilities not included in the foregoing.....	488,112 73
Total Public Liabilities.....	<u>116,064,727 04</u>
	<u>\$130,064,364 42</u>

### ASSETS

Gold and Silver Coin.....	\$2,075,673 45
Dominion Government Notes.....	13,651,168 25
Deposit with Central Gold Reserves.....	1,700,000 00
Notes of other Banks.....	987,087 10
Cheques on other Banks.....	8,465,160 00
Balances due by other Banks in Canada.....	45 72
Balances due by Banks and Banking Correspondents elsewhere than in Canada.....	2,344,978 10
	<u>29,224,112 62</u>
Dominion and Provincial Government Securities, not exceeding market value.....	11,895,645 24
Canadian Municipal Securities, and British, Foreign and Colonial Public Securities, other than Canadian, not exceeding market value.....	1,808,367 26

### ASSETS—Continued

Railway and other Bonds, Debentures and Stocks, not exceeding market value.....	1,847,062 57
Call and Short (not exceeding thirty days) Loans in Canada on Bonds, Debentures and Stocks.....	5,808,605 24
Call and Short (not exceeding thirty days) Loans elsewhere than in Canada.....	6,460,938 08
	<u>\$57,044,731 01</u>
Other Current Loans and Discounts in Canada (less rebate of interest).....	63,912,230 47
Other Current Loans and Discounts elsewhere than in Canada (less rebate of interest).....	1,322,556 53
Liabilities of Customers under Letters of Credit, as per contra Real Estate other than Bank Premises.....	735,365 06
	<u>36,449 37</u>
Overdue Debts, (estimated loss provided for).....	208,701 46
Bank Premises, at not more than cost, less amounts written off.....	6,151,885 62
Deposit with the Minister of Finance for the purposes of the Circulation Fund.....	304,500 00
Mortgages on Real Estate sold.....	22,170 71
Other Assets not included in the foregoing.....	325,774 19
	<u>73,019,633 41</u>
	<u>\$130,064,364 42</u>

E. B. OSLER,  
President.

C. A. BOGERT,  
General Manager.

### AUDITORS' REPORT TO SHAREHOLDERS

We have compared the above Balance Sheet with the Books and accounts at the Chief Office of The Dominion Bank, and the certified returns received from its Branches, and after checking the cash and verifying the securities at the Chief Office, and certain of the principal Branches on December 30th, 1922, we certify that, in our opinion, such Balance Sheet exhibits a true and correct view of the state of the Bank's affairs, according to the best of our information, the explanations given to us and as shown by the books of the Bank.

In addition to the examinations mentioned, the cash and securities at the Chief Office and certain of the principal Branches were checked and verified by us at another time during the year and found to be in accord with the books of the Bank.

All information and explanations required have been given to us and all transactions of the Bank which have come under our notice have, in our opinion, been within the powers of the Bank.

G. T. CLARKSON  
R. J. DILWORTH  
(Of Clarkson, Gordon & Dilworth, C.A.)

Toronto, January 18th, 1923.



# Steady Improvement Noted at Royal Bank Annual Meeting

**Sir Herbert S. Holt, President, in drawing "Attention to Difficult Period Through Which Banks Have Passed, Stated Vitality, Stability and Reserves of the Royal Are Unimpaired—Necessity of Strong Immigration Policy.**

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**Edson L. Pease, Vice-President and Managing Director, Reviews Conditions in Canada and Outside Countries Served by the Bank—Retires as Managing Director After 40 years' Service—Will Continue as Active Vice-President and Director.**

---

**C. E. Neill, General Manager, Reviews Annual Statement—Deposits Held Up Remarkably Well in Face of Trying Conditions—Strong Liquid Position Maintained.**

The annual meeting of The Royal Bank of Canada brought together a very large number of shareholders and the addresses submitted by Sir Herbert S. Holt, the President, and Edson L. Pease, Vice-President and Managing Director, indicated that in a general way conditions had improved to a very considerable extent, both in Canada and in the outside countries which are served by the Bank.

Sir Herbert, in his address, made it quite clear that banking conditions in the past few years had been difficult and expressed the opinion that never in the history of banks had they been subjected to a severer test than in the past two years of depression and deflation. Fortunately, the earning power of the Royal and its reserves were such that it had emerged with its vitality, stability reserves unimpaired. The last twelve months had aggravated the problems of disturbed Europe, whereas Canada had strengthened her position among the nations. Production had increased, our credit was never higher and the Canadian dollar had gained in purchasing power in almost all the markets of the world.

## **Vigorous Immigration Policy Needed.**

Regarding the future outlook, Sir Herbert considered that the unfavorable feature is the unsettled European situation. In Canada there was reason to look forward to the coming year with a great degree of confidence based upon the prospect that the present industrial activity will continue during 1923, that exports would improve, that there is no surplus of goods on the shelves to cause a reaction and that the banking situation is secure; in fact, has probably never been better. As to Canada's greatest need to meet her increasing debt, there was urgency for a vigorous immigration policy to open up a new era

of development. An influx of settlers brought prosperity to the United States and enabled that country to pay its great Civil War indebtedness. By inviting to our shores men and women of stout heart and with willing hands we may achieve a like result. We must bring in new people to share with us the triple role of producers, buyers and taxpayers.

## **Record Crop.**

A new record has been established for the total cereal crop of the Dominion, while our wheat yield has come a close second to the memorable harvest of 1915. The shipments of grain, and an improved demand for the forest products which now form so large a part of our sales abroad, have resulted in a rapid and astonishing increase in our foreign trade. A gain of 23 per cent. over last year's figures is shown in our exports for the eight months' period of the fiscal year which ended November 30th. Our imports, on the other hand, are less than 1 per cent. more than they were for the corresponding eight months of 1921. The resulting favorable trade balance of \$114,720,129 would have been gratifying and encouraging at any time, but it is a cause of particular pride that this was accomplished during a period of comparatively low agricultural prices in face of a hostile United States tariff, and at a time when the exports and trade balance of our neighbour to the South have shown a marked decline.

Our domestic trade is less encouraging. It was not to be expected that we would recover quickly from the blow to industry through diminished demand and sharp decline in prices. Sales and collections have alike proved slow, and commercial failures have increased. There are many hopeful signs, however, and the steady absorption of the unemployed indicates better days for our varied trade activities. It is in the farming communities that depression has been most keenly felt. While the grain

yield was heavy, low prices minimized the net return on the crop, and the marketing of the 1922 harvest has but slightly improved the position of those in certain sections who had become indebted through two years of bad harvests. This stringency among a large number of our population has affected adversely all trade which depends upon their purchases.

## **Large Per Capita Wealth Production.**

The Canadian farmer is not alone in his dissatisfaction at the narrow profit margin. In the United States, each month sees a disquieting increase of farmers who are leaving their fields to find employment in the cities, and, in England, the position of the tenant farmer is said to be worse than in the eighties of last century.

The large margin which frequently exists between the price the grower receives and that paid by the consumer is causing discontent. What is more grave, it is acting as a check on the population and progress of the Dominion. While something should be done to aid the farmer by improved methods of distribution and increase of storage facilities, the root of his trouble lies in the working of those economic laws which will also bring the remedy. The abnormal demand, shortage of labor and unlimited credit of war times caused prices to soar. A reversal of these conditions, a demand below normal, a glutted labor market, and a lack of credit in Europe is bringing them down. Agricultural products have been the first to bear the full stress of the falling movements, but when industrial Europe gets back to pre-war production the prices of manufactured goods will decline proportionately. In this way will be restored the equilibrium between earnings in agriculture and industry, without which there can be no enduring prosperity. Agricultural products form so large a portion of our exports that we are apt



to lose sight of the fact that the annual output of our industries is valued approximately at \$4,000,000,000, or over \$400 per head of population.

### Industrial Expansion.

Discussing Canada's industrial expansion, Sir Herbert said:—

"Home industries are steadily expanding and the past year has seen a noteworthy growth in the number of American firms who, to avoid fiscal duties and to take advantage of the preferential tariffs within the Empire, have established branch plants in the Dominion. A similar policy is being adopted by British manufacturers, whose representatives have personally inspected the possibilities of the Canadian field. The announcement that a number of overseas firms intend to equip subsidiary factories in the Dominion has been hailed with satisfaction, and the new enterprises should prove a notable addition to our economic strength. The growth of our industries and commercial organizations, and the large investment in our forest and mineral resources are indicated by the Dominion charters granted to new companies, which in 1921 were of an authorized capital of over \$824,000,000, and last year approached still nearer the billion-dollar mark."

### Revision of Bank Act.

Dealing with the decennial revision of the Bank Act, which calls for action at the forthcoming session of Parliament, Sir Herbert said:

"I feel confident that, as in the past, the subject will be considered solely from the point of view of the commercial welfare of the Dominion, and that few changes will be found necessary or advisable. No banking statute yet devised can prevent some hardship in times of depression, but we can claim for our system that all the moneys entrusted to us have been absolutely secure during the trying days of deflation, while in almost every other country of the world there have been some depositors who have lost their savings."

### Mr. Pease Resigns as Managing Director.

In closing his address, Sir Herbert then said:

I regret to have to announce that Mr. Pease has decided to relinquish the office of Managing Director and Chief Executive Officer, as he desires to lighten his responsibilities after forty years of service in this Bank, but I am pleased to say that he will continue as Director and active Vice-President. The office of Managing Director will be discontinued, and the General Manager will become the chief executive officer.

It was only yesterday that I knew that Mr. Pease had definitely decided to retire as Managing Director, and I do not think that this meeting should adjourn before we put on permanent record the great appreciation the shareholders have of the magnificent services he has rendered the Bank over a period of forty years, in which time he has created the splendid institution we have to-day, with its ramifications extending over a large part of the world. When he entered the Bank in the City of Halifax it was a small institution of provincial importance. Largely through his energy and foresight it has become one

of the great banks of the world. We can never adequately express our appreciation of his splendid achievement, and it will be a source of great satisfaction to the shareholders, as it is to me personally, that his great ability and sound judgment will still be available to the Bank in his capacity as Vice-President.

Sir Herbert Holt then moved a formal resolution of appreciation of Mr. Pease's services, which was unanimously adopted by a standing vote.

### Managing Director's Address.

Edson L. Pease, Vice-President and Managing Director, in his address, said in part:

"The President, having in his address fully covered the general situation in Canada, and the General Manager the bank's internal position, I shall deal briefly with the business of the bank in foreign fields.

"Each year sees the bank more solidly established in the foreign fields we have selected, and better equipped in every way to aid in that foreign commerce which forms a quarter of the total trade of the Dominion. The advantages of direct representation are brought home to us daily. The intimate knowledge that our officers acquire in the territory wherein they are placed enables us to give an efficient credit service and to offer opportunities for reciprocal trade.

"I visited last winter our branches in Brazil, Argentina and Uruguay. These countries have suffered acutely from the universal trade depression, aggravated by decline in the value of their paper currencies, which greatly reduced their foreign buying power. The elimination of many weak business houses, which have been forced to suspend, has made for greater stability.

"In the British West Indies, where we have numerous branches, and in Central America, normal conditions are gradually being restored. Fair prices prevailed for their staple products, sugar, coffee and cocoa. Very few failures were recorded due to the accumulation of large profits during the period of the war. The prospects of a bumper crop and a continuance of present good prices for sugar, has created a general feeling of optimism.

### Trade Agreements.

"The efforts of the Canadian Government to extend the sale of Canadian goods abroad by means of reciprocal trade agreements, must meet with general approval. Treaties with France and Italy have already been concluded, and pacts of a similar nature with Belgium and Australia are now being discussed. The commercial rise of Japan and the industrial awakening of China are reflected in their trade with the United States, which for the year 1922, amounted to over half a billion of dollars. Our neighbor now has 85 consuls in Asia, who act as trade commissioners. Similar enterprise should be shown by Canada to foster trade in this wide market, and the excellent work already done by our trade commissioners should encourage the Government to consider an extension of the service."

"The passing in England of the bill to remove the embargo on Canadian cattle

shipped to England will prove a great benefit to the Dominion. Owners may now send stock to be fattened in England, where a difference of eight pence per pound exists between the retail price of chilled and of home-killed beef. At one time Canada shipped 500,000 head of cattle in one year to the English market, but the number has fallen to 21,530 during the season of 1922. No doubt our dealers and shippers will take full advantage of the enlarged market.

"The Imperial Economic Conference, to which invitations have been issued by the British Premier, promises to be one of the important events of the year. It will bring together representatives of countries which have a combined population equal to that of Continental Europe, and a land area three times as great. Within the limits of this vast territory bound by friendly and preferential tariffs, there is ample room for all the products of a greater Canada. The discussion of the best means of developing the Empire and stimulating trade between its members will be closely followed."

### General Manager's Review.

In the absence, through illness, of C. E. Neill, the General Manager, M. W. Wilson, the Assistant General Manager, read the General Manager's review of the annual statement. Mr. Wilson said, in part:

"The statement submitted to-day will, I think, be received by you with satisfaction. The past two years of deflation and depression have been trying ones for all financial and business concerns, and it is with considerable gratification that we present to you such a satisfactory balance sheet. Total assets show a decrease of only 4.25 per cent., which can be accounted for by reductions in circulation, the amount due the Dominion Government and Letters of Credit and Bills Payable outstanding—reductions directly due to deflation.

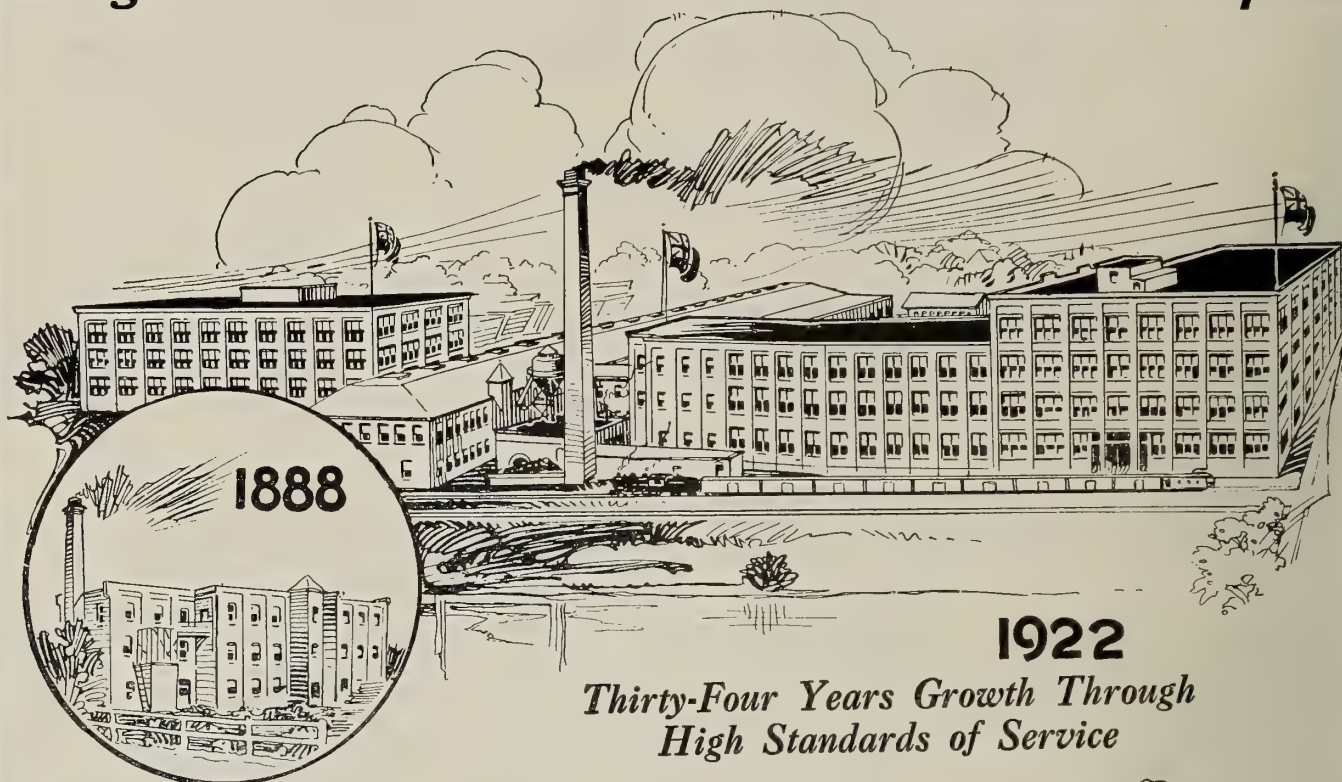
"Our deposits have held up remarkably well in the face of trying conditions, the decrease for the year being slightly under 1 per cent., whereas the average decrease of all Canadian banks is about 3 per cent., which shows how well our position has been maintained. There has been a substantial contraction in commercial loans, indicating healthy liquidation. Advantage has been taken of satisfactory bond prices during the year, and the sale of certain investments has resulted in a net reduction of \$4,697,395.73 in securities held. A strong liquid position has been maintained. Liquid assets are 49.37 per cent. of liabilities to the public, as compared with 48.61 per cent., last year."

"Our organization has been strengthened by the appointment in November last of four Assistant General Managers. Messrs. Wilson, Noble, Dobson and MacKimmie have grown up in our service. They are thoroughly tried, experienced bankers of outstanding ability, and I can assure you that your interests will be well served by them.

"I desire to commend in the strongest possible terms the loyal and efficient service rendered by all members of our staff. I cannot speak too highly of their devotion to the bank."



# *Filing System Service Backed by the Largest Manufacturers in the British Empire*



## *Maker-to-User Service Means Lowest Cost to You*

"OFFICE SPECIALTY" products are made in our own Factories at Newmarket, Ontario, and sold direct to you through one of our service stores.

In buying "Office Specialty" products you deal with the maker of the goods—whose trade mark is your guarantee of high and uniform quality, fair prices and permanent service.

This policy of selling direct to you with a guarantee of quality and service is responsible for our steady growth over a period of 34 years to the position of the largest makers of filing systems and office equipment in the British Empire.

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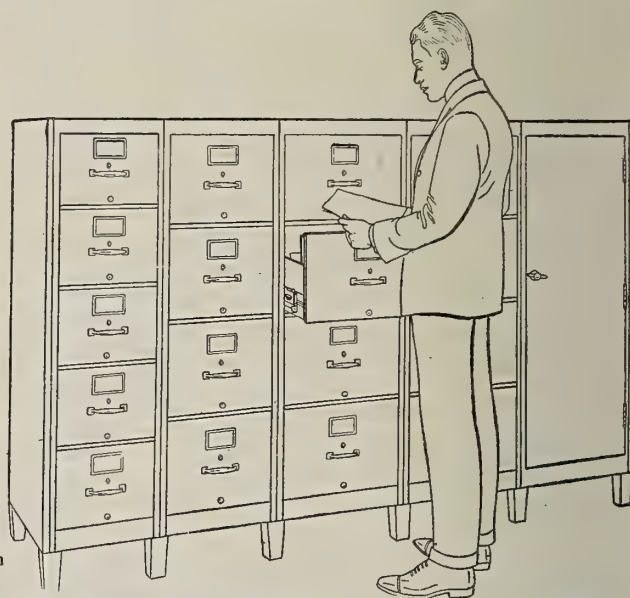
Filing Systems, Office Equipment and System Service

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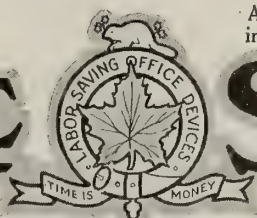
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**OFFICE**  **SPECIALTY**  
**FILING SYSTEMS and OFFICE EQUIPMENT**



# OFFICE AND FINANCE

## How Bankers See the Outlook for 1923

### Presidents and General Managers of Canadian Banks Review Situation at Recent Annual Meetings

**S**PEAKING at the annual meeting of the Bank of Montreal Sir Vincent Meredith, president, expressed the opinion that the acute depression of trade was over, but the fact that it was world-wide made it improbable that the return to normal could be other than slow. Speaking of favorable features of the situation, he said:—

"The foreign trade of Canada is again expanding, having reached a value of \$921,700,000 in the seven months ending October 31st, being an increase of \$67,748,000 over the corresponding period last year. If the comparison is carried back two years, the considerable decrease of \$575,000,000, or nearly forty per cent., is shown; but having regard to the fall in prices, it is probable that the quantity movement is now little less than in 1920, when the peak was reached.

#### **Bank of Montreal**

"A satisfactory feature of the figures is the large export of agricultural produce, amounting in the seven months to \$270,084,000, an increase of \$27,000,000 over the seven months of last year—a substantial addition to the income of our farmers.

"The improvement in the lumber, pulp and paper industries which set in during the summer is reflected in an increase of \$26,780,000 in the value of exports of these commodities since April 1st. Imports after a sharp decline following the general reaction in trade towards the close of 1920, have latterly expanded, increasing upwards of \$7,000,000 in October, but in the seven months period, the total value of goods brought in is slightly less than last year. The balance of trade has turned in favor of Canada, having been the considerable sum of \$60,000,000 in the April-October period, as compared with an adverse balance of \$22,700,000 in 1921, and of \$140,600,000 in 1920. Within two years, therefore, there has been a betterment of no less than \$200,000,000 in our foreign trade, a factor contributing in a considerable degree towards the restoration of the Canadian dollar to par. Taken altogether, the foreign trade figures afford encouragement.

"The net debt of Canada on the 31st of October amounted to \$2,369,000,000, an increase of \$40,000,000 during the year. The deficit of the National Railways during the same period will probably amount to upwards of \$50,000,000."

General business conditions in Canada, Sir Vincent found, on the whole, more satisfactory than a year ago. Unemployment had been reduced until it was not greatly in excess of normal. On the other hand the fall of the prices of agricultural products to almost the pre-war level meant that their relationship to the prices of other commodities was still to be restored.

"The financial condition of Europe" said the president, "still gives cause for uneasiness. No progress has been made towards stabilizing the currencies or balancing the budgets of such countries as France, Germany, Italy and Austria, although in the case of Austria the League of Nations has evolved a plan which may stay the downward course of the crown. . . . Great Britain alone in Europe has retained its credit and protected its currency by courageously imposing taxation in face of domestic difficulties.

"The outlook, as I see it, is for reasonably profitable operations in most lines of business, though there can be no great

trade boom without a further important expansion of foreign commerce and this, unfortunately is not yet in sight."

Sir Frederick Williams-Taylor, general manager, in his address stressed the necessity of decreases in costs of living and taxation as a fundamental requirement of prosperity. He spoke of the rapid decline in the value of New York funds, due not only to the favorable trade balance, but also to the heavy borrowings in New York. He thought that Canada's present condition in this respect could not be regarded as permanent and we should be prepared for a possible return of the premium on New York funds. The improving value of the pound sterling was bringing nearer the time when Canada might issue loans in London.

In Quebec and Ontario the general manager found signs of improvement, due to good crops, better trade and a tendency to thrift on the part of the people. In the Maritime Provinces manufacturers had an unfavorable year and wholesale and retail trade was dull, but there was a promise of better conditions for the coming year. In British Columbia and the Prairie Provinces a moderate improvement was to be expected.

\* \* \*

Sir Edmund Walker, president of the Canadian Bank of Commerce, reviewed the international situation in his address to the annual meeting of shareholders. "The war lasted four years and three months," he said, "and it is now

#### **Canadian Bank of Commerce**

almost precisely the same length of time since the armistice. It would be folly to pretend that we are not both surprised and very much disappointed at the present condition of the world and especially of Europe. The momentum given to production by the war; the loosening of the usual restraints in extending trade credits and the creation on a vast scale of both fiat and credit currency; and the absence of ordinary caution in the volume of commitments whether in raw materials or manufactured goods, have brought their punishment in losses on a scale never known before. From these losses we are recovering throughout North America quite as fast, on the whole, as we could in reason expect. It is a pity that we could not have started on the uphill road of hard work and economy as soon as the war was over, but we have chosen to dance instead, and we must now pay the piper, whether we like it or not. But if what is wrong industrially, financially and politically with Europe were also in a process of settlement, we should be trudging along our new road warily, but cheerfully."

In view of Canada's national debt and her national position generally, Sir Edmund considered the problem of immigration of highest importance. He criticized the present policy which had caused the number of immigrants to fall from 148,000 to 90,000 in the last fiscal year. A policy of land settlement was needed and machinery had to be provided for the selection of suitable settlers and their guidance and help in coming to Canada and selecting land, stock, implements, etc.

The general manager, Sir John Aird, commented on the figures of the bank's annual statement, which indicated that Canada had made some progress during the year towards a return to normal conditions. "By normal conditions, I do not mean the general level of prices that prevailed before the war, but that condition of comparative balance between



# Bank of Montreal

Established over 100 Years

Capital paid up - - \$27,250,000  
 Rest - - - \$27,250,000  
 Undivided Profits - - \$558,815  
 Total Assets in excess of \$600,000,000

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Sir Frederick Williams-Taylor, General Manager  
 BRANCHES THROUGHOUT CANADA and NEWFOUNDLAND

### FOREIGN BRANCHES AND AGENCIES:

LONDON, England PARIS, France  
 In the UNITED STATES: New York, Chicago, San Francisco and Spokane.  
 In MEXICO: Mexico City and Vera Cruz.  
 In the WEST INDIES, BRITISH GUIANA and WEST AFRICA:  
 The Colonial Bank (in which an interest is owned by the Bank of Montreal).

## Foreign Banking Service in Canada's "Queen City"

The Union Bank of Canada placed a branch of its Foreign Department in Toronto, because of the importance of the "Queen City" in national and international commerce.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg, and connections with Vancouver, enable us to keep closely in touch with conditions in Canada and abroad.

Through continual operations in the exchange markets of Canada the United States, Great Britain and world centres, we are able at all times to handle international exchange at closest possible rates.

## Union Bank of Canada

the income derived from various occupations and industries that gives to each a fair share of the rewards of each day's effort.

"The cost of our manufactures cannot indefinitely continue to be higher than the farmer and the majority of the consumers in the home market can afford to pay. Not even a revival in foreign trade, unlikely as this appears to be on a large scale in the near future, can avail to benefit us, if the cost of what we have to sell is higher than in other countries as well or better situated with regard to foreign countries than we are. Both capital and labor must co-operate in seeing that costs are reduced.

"As to the future, it is dangerous at all times to predict and particularly so now, in face of the general dislocation of business and the unrest in Europe. We believe that until such time as the situation clears and a settlement is reached, particularly as between France and Germany, it is well for banks in this country to mark time. We are hopeful that the situation will clear before long. When it does, we are of the opinion that the sound position of the banks and of business generally in Canada will enable our people to take full advantage of the many opportunities open to them. We have untold wealth in our agriculture, our mining, our forests, our fishing, our lumbering, our manufacturing and our railways, and with a proper adjustment of costs and the adoption of a suitable colonization policy, we should have no fears as to what the future holds in store for the Dominion."

\* \* \*

Sir Herbert Holt, president of the Royal Bank of Canada, also showed optimism in his address at the annual meeting of that institution. He said in part:—

"Our meeting to-day marks the passing of another milestone on the road to normal conditions. The last twelve months have aggravated the problems of disturbed Europe, whereas Canada has strengthened her position among the nations. Production has increased, our credit was never higher, and the Canadian dollar has gained in purchasing power in almost all the markets of the world.

"A new record has been established for the total cereal crop of the Dominion, while our wheat yield has come a close second to the memorable harvest of 1915. The shipments of grain, and an improved demand for the forest products, which now form so large a part of our sales abroad, have resulted in a rapid and astonishing increase in our foreign trade. A gain of twenty-three per cent. over last year's figures is shown in our exports for the eight months' period of the fiscal year which ended November 30th. Our imports, on the other hand, are less than one per cent. more than they were for the corresponding eight months of 1921. The resulting favorable trade balance of \$114,720,129 would have been gratifying and encouraging at any time, but it is a cause of particular pride that this was accomplished during a period of comparatively low agricultural prices, in face of a hostile United States Tariff, and at a time when the exports and trade balance of our neighbor to the South have shown a marked decline."

Although domestic trade had not been very encouraging during the past year, Sir Hebert found many hopeful signs for the future. He called attention to the growth of industry, particularly in the form of branch plants established in Canada by British and United States companies.

"We in Canada," he said in conclusion, "are looking forward to the coming year with a great degree of confidence, based upon the prospect that the present industrial activity will continue during 1923, that our exports are improving and that there is no surplus of goods on the shelves to cause a reaction and that the banking situation is secure; in fact has probably never been better."

E. L. Pease, vice-president and managing director, reviewed the foreign situation. In Cuba he found a general improvement and a strong probability of a rapid return to prosperity. In Brazil, Argentine and Uruguay, which had suffered acutely from the general depression there were signs of greater stability. Normal conditions were gradually being restored in the British West Indies. The prospects of a bumper crop and the continuance of good prices for sugar had created a general feeling of optimism.



Mr. Pease spoke with approval of the reciprocal trade agreements, being negotiated with foreign countries by the Canadian Government and expressed the opinion that the trade commissioner service should be extended.

\* \* \*

President W. R. Allan of the Union Bank of Canada spoke of the financial year just closed as one filled with difficulties, but he found conditions in Canada generally satisfactory. He emphasized the need for economy and thrift, if we were to reap the benefits which the promise of the future held out to us. Governments and individuals," he said, "must, for some time yet, curtail expenditures to a minimum consistent with efficiency in the public service and a decent standard of living for the individual. It would be well if we would cease to imagine that every adverse feature in the working of immutable economic laws can be cured by acts of parliament. It is a commonplace to say that Canada's greatest need is population. This crying need will be more quickly filled by the knowledge of a prosperous and contented agricultural community than by any other means. Thrift, economy, stability and work will produce such more rapidly than social and economic experiments of a doubtful nature."

\* \* \*

C. A. Bogert, general manager of the Dominion Bank, reviewing general conditions at the annual meeting, said that 1922 might well be regarded as a debt paying period. "We were fortunate" he stated, "in harvesting an enormous crop in Canada, the total products being valued at over \$900,000,000 and while only moderate prices were realized and the farming community made little money, we commenced the new year with a great liquidation of indebtedness accomplished."

Mr. Bogert also made a plea for sane taxation. He said that the average rate of taxation on banks by Provincial governments had increased fifty per cent. during the past four years and municipal taxation had also very largely increased during the same period. With a full realization of the necessity for fair Federal taxation with interest on a huge debt to be met no complaint could be made if all classes of the people bore their fair proportion. "The banks can, however," stated Mr. Bogert, "fairly take exception to excessive Provincial and municipal taxation, resulting from extravagant capital ventures of an uneconomic character."

### The Dominion Bank

#### Strong Liquid Position and Increased Profits Shown by Annual Report for 1922

A strong liquid position is shown by the Dominion Bank's annual statement for 1922, presented to the annual meeting of shareholders in Toronto on January 31. Cash assets at December 30, \$29,224,112, were equal to 25.18 per cent. of the liabilities to the public, while quickly available assets of \$57,044,731 equalled 49.15 per cent. of the liabilities to the public.

Net profits for the year, \$1,175,478, show an increase of \$50,296 over the 1921 figures, to which is added the sum of \$715,480 carried forward from the previous year's account, and the following disposition is made of the total of \$1,890,958—Dividends at the rate of twelve per cent. and bonus of one per cent. \$780,000; contribution to officers' pension fund \$45,000; government taxes \$157,795; written off Bank Premises \$150,000. A balance of \$758,163. is carried forward to Profit and Loss account, or \$42,682. more than the surplus of the previous year.

Notes in circulation are higher by \$250,000 and stand at \$7,571,461. This increase is attributable to the heavy demands upon circulation during the crop moving period. Deposits by the public show little change, standing at \$98,353,997, a decline of \$450,000 or less than one-half of one per cent. Another noteworthy feature of the report is the fact that notwithstanding existing conditions commercial loans in Canada are slightly higher, standing at \$63,912,230, as compared with \$63,710,574., one year ago.



## A Message to Canadians

ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

## THE ROYAL BANK OF CANADA

Total Resources \$500,000,000

Paid Up Capital \$2,500,000.

## CANADIAN BANK NOTE COMPANY

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SUCCESSOR TO

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All modern facilities for the preparation of steel engraved Bank Notes, Postage and Revenue Stamps, Bonds, Debentures, Stock Certificates and other Monetary Documents.

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HEAD OFFICE AND WORKS

224 Wellington Street, Ottawa, Canada

BRANCH SALES OFFICES

Montreal and Toronto



### Profits Greatly Reduced

#### Canadian Car & Foundry Company, Limited, Suffer from the Depression of Past Year

For the year ended September 30th, the Canadian Car and Foundry Company, Limited, and associated companies, show the smallest profits since 1915. Total profits were \$209,266, and after provision was made for bond interest and depreciation, a net loss of \$586,632 on the year's operations was shown. This compares with net profits of \$107,604 in 1921 and \$539,397 in 1920, and reduces the surplus from \$3,251,207 to \$2,664,575. The working capital position is still strong, current assets exceeding current liabilities by \$6,189,166, as compared with \$6,775,734 and \$8,500,581 in the two preceding years. The profit and loss accounts for the three years are compared below:—

	1922	1921	1920
Profits .....	\$ 209,266	\$1,188,853	\$1,515,712
Bond interest, etc. ....	410,098	715,449	459,515
Depreciation .....	\$ 200,832	\$ 473,404	\$1,056,197
Dividends .....	385,800	365,800	516,800
	\$ 586,632	\$ 107,604	\$ 539,397
		2,100,000	656,250
Reserve for taxes, inventory shrinkage, etc. ....	\$ 586,632	\$1,992,396	\$ 116,853
		1,000,000	.....
Previous balance .....	\$ 586,632	\$2,992,396	\$ 116,853
	3,251,207	6,243,603	6,360,456
Surplus .....	\$2,664,575	\$3,251,207	\$6,243,602
Current assets .....	\$6,870,998	\$8,360,807	\$20,720,183
Current liabilities .....	\$ 681,832	1,585,073	12,219,602
Working capital .....	\$6,189,166	\$6,775,734	\$8,500,581

At the annual meeting of the company, held on January 25, President W. W. Butler announced that orders now on the books amounted to \$10,364,614 as compared with \$818,745 at the same time last year. During the first three months

of their current fiscal year the company have handled business amounting to about \$3,000,000 and other substantial orders are expected.

### New Canadian Product

A new line now being manufactured in Canada by Geo. B. Meadows, Limited, Toronto, is known as "Sanymetal." It is a metal finished in olive green baked enamel with a metal furniture finish and is suitable for toilet partitions, shower partitions, etc. It is supplied in standard unit sections, easily set-up and adaptable to any wall space. A special feature is its resistance to rust. Geo. B. Meadows, Limited, will supply further information about their new line on request.

### Robert W. Hogg

Robert W. Hogg has been appointed general sales manager of McCaskey Systems, Limited, Galt, Ont., manufacturers of retail account systems, adding machine cash systems and counter check books. Mr. Hogg has in the past successfully handled the sales work in the Province of Quebec and is well qualified for his new position.

### J. Orr Callaghan

J. Orr Callaghan, general manager of the Canada works of the Steel Company of Canada, Limited, Hamilton, recently retired, and was presented with a silver platter by the executive staff of the organization in recognition of his great services to the company. His son, John C. Callaghan, succeeds him as manager of the Canada works.

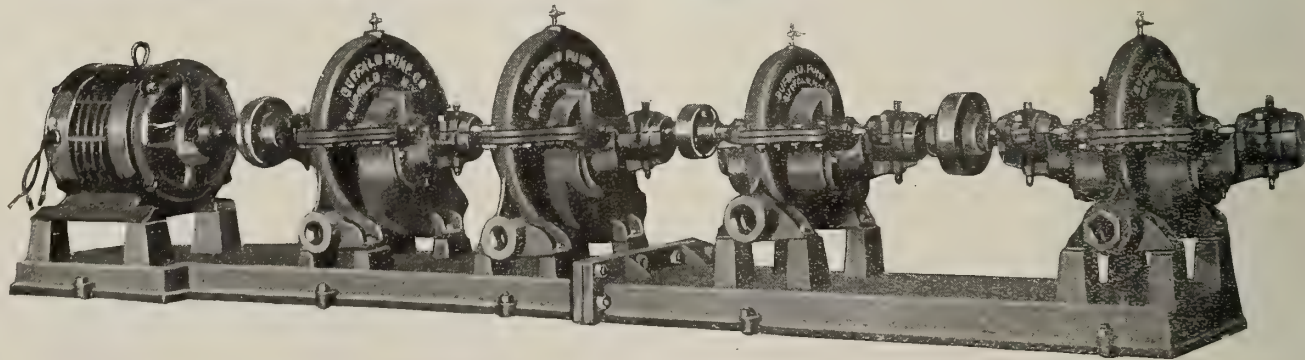
Lockwood, Greene & Co. of Canada, Limited, Montreal, have issued an attractive calendar, the principal feature of which is a series of illustrations of office and factory buildings which they have recently erected.

## 90% Deactivation of Sea Water Greatly Cuts Plumbing Repairs

The Canadian Pumps shown are used by a very prominent seashore hotel in connection with the extraction of oxygen from sea water used in its rooms; and for distributing the sea water to different floors. An immense saving in plumbing maintenance is reported.

The materials used in the pumps insure long and satisfactory service.

Put your special problems up to our engineers for a non-obligating solution. Cat. No. 14 is ready. Where shall we mail it?



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Kitchener, Ont., Canada.

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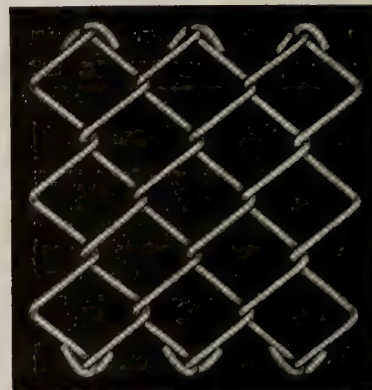
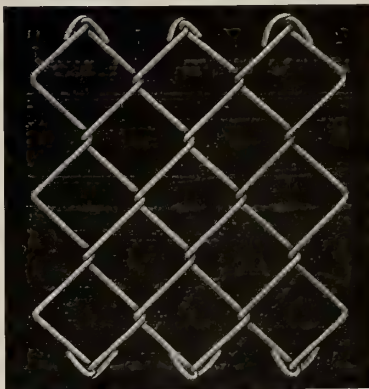
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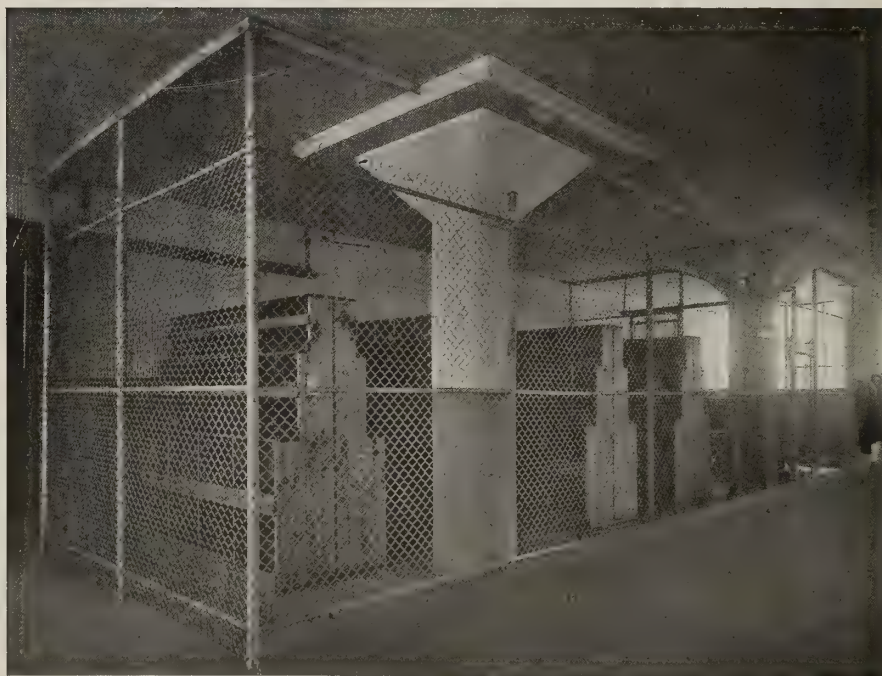


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8 cents per sq. ft.



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10 cents per sq. ft.

**With Chain Link Fabric.** It is excellent for stock and tool rooms, partitions, or for enclosing any part of your plant. It is fire and thief proof, sanitary, does not obstruct the light, aids ventilation, easy to erect on wood or steel frame, low in price and will last a long life time. Write for free samples.



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HAMILTON - - CANADA



# Canada's Industrial Expansion

## RECORD OF PROGRESS

### Large Bottling Plant

#### Coca-Cola Company Start Construction of New Head Office and Factory in Toronto

In October, when the large plant they are building on Broadview Ave., Toronto, is completed, the Coca-Cola Company will move their head office from Winnipeg and will control their twenty-seven Canadian branches from Toronto. The company have opened several new plants during the past year and now have approximately \$5,000,000 invested in Canada. The new plant, excavations for which are now under way, will be the largest of its kind in this country. It will be three storeys and basement of reinforced concrete, 88 x 261 feet, and the last word in sanitation and efficiency. It will have an initial capacity of from 4,500 to 6,000 cases a day, and this will probably be increased to 9,000. Besides the manufacturing space the plant will also contain a convention hall and the general offices.

The company have added a new line of drinks known as "Gold Seal Beverages" to their products. These include orangeade, cream soda, ginger ale and "lemon-lime." The Coca-Cola Company now have all their advertising material printed in Canada, the great quantities they buy making it possible to do so economically.

### Buy Gananoque Plant

#### Willards Chocolates, Limited, Will Operate Factory of Ontario Milk Products

Willards Chocolates, Limited, Toronto, have bought the plant of the Ontario Milk Products Company, Gananoque, Ont., and will operate it in the near future. The plant, a well-built structure of stone and steel, was completed in April, 1921, at a cost of some \$200,000, mainly English capital. Owing to a number of causes, chiefly lack of knowledge of the milk products industry, the company failed and the plant has since stood idle.

Willards Chocolates, Limited, will manufacture in Gananoque, milk and cream powder for their own use, and, with the output of the plant they already run at Picton, will have a large surplus of the product for sale in Canada and abroad. The plant, as equipped at present, will handle about 100,000 pounds of raw milk a day, and there is

plenty of room for additional equipment. The milk supply from the surrounding country, one of the best dairy districts in Canada, is practically unlimited, and the demand for milk products, both in Canada and abroad, is great, and constantly increasing, so the company look for a great success with their new venture.

### Enlarging Soap Factory

#### Palmolive Co. of Canada, Prepare Plans for Large Addition to Toronto Plant

The Palmolive Co. of Canada, Limited, Natalie St., Toronto, have had plans prepared and are calling for tenders for an addition to their soap factory. The building which they hope to have completed by fall, will be six storeys and basement, 82 x 200 feet, of reinforced concrete and brick construction, and will enable the company to double their output. The Palmolive Company state that they have been getting a steady increase of business both in domestic and export trade.

### Will Build Addition

#### Barrymore Cloth Co., Limited, Toronto, Will Build Dyehouse and Finishing Plant

The Barrymore Cloth Co., Limited, Toronto, a subsidiary of the Toronto Carpet Manufacturing Co., Limited, will commence this spring the construction of a two-storey concrete building, 290 x 100 feet, on Mowat Ave. and Liberty St. They will use this building as a dyehouse and finishing plant and operate it in connection with their present plant.

### Industry Changes Hands

#### B. W. Lockhart, Limited, Buy Lumber Manufacturing Business at Moncton, N. B.

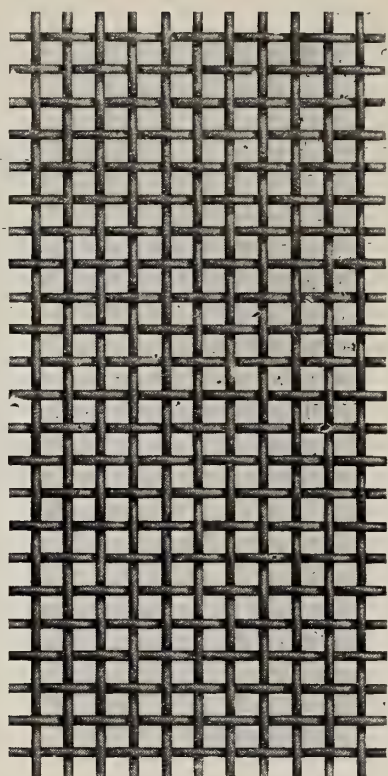
B. W. Lockhart, Limited, Moncton, N.B., have purchased the old established lumber manufacturing business of the Paul Lea Co., Limited, and will continue to operate it on the same lines. The new owners state that there is a possibility of extending the plant providing business conditions warrant it.



LARGE PLANT OF BRITISH COLUMBIA COMPANY

The Canadian Puget Sound Lumber and Timber Company, Limited, are located on tidewater on the upper harbor of Victoria where they have excellent facilities for shipping their product, including a wharf that will accommodate 1 1/2 to 2 million feet, sheds to accommodate 4,000,000 feet clears and the largest travelling crane on the Pacific Coast. The company employ upwards of 400 men and have an average output of 180,000 feet per nine-hour day.





*When in Doubt  
Consult the*

## Greening Catalog

Whenever you want a question answered on wire screen or cloth refer to the Greening catalog. You will find it comprehensive and the illustrations explain many points such as size of wire, variety of meshes, crimp, discharge area, etc.

If you require more detailed information remember our data files are always at your disposal. Sixty years' experience has gained us valuable information that frequently saves our customers' time and money.

*Write for our catalog if you have none on file*

**WIRE ROPE**

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**PERFORATED METALS**

**PROTECTIVE SCREENS**

**CHAINS**

**AND ALLIED WIRE PRODUCTS**

**THE B. GREENING WIRE CO., LIMITED**

**HAMILTON, ONTARIO**

**MONTREAL, QUE.**

**WINNIPEG, MAN.**

*Complete stocks carried at these points*

### New Orillia Industry

#### Sheet Metal Tools and Hardware Co. Acquire Fisher Motor Company's Plant

A new industry for Orillia, Ont., is the Sheet Metal Tools and Hardware Company, who manufacture lawn rakes, garden sets, trowels, sand and snow shovels, hardware specialties, metal toys, etc. They have acquired a plant, formerly occupied by the Fisher Motor Co., Limited, with about 12,000 square feet floor space, and employ about fifteen hands. F. Tissington and J. E. Harvey are partners in the business. They were formerly with the Coleman Fare Box Co., Limited, Toronto, and developed their present lines while with them. The fare box business has now been discontinued.

Mr. Tissington is very optimistic about the venture as most of the lines they are making are new products for Canada. They expect a turnover of from \$50,000 to \$60,000 on their first year's operations.

### Buy Toronto Plant

#### Moloney Electric Co. of Canada, Limited, will Manufacture Transformers at 213-219 Sterling Road

The Moloney Electric Co. of Canada, Limited, whose plant at Windsor, Ont., was burned last September, have bought from the Canadian Fairbanks-Morse Co., Limited, their No. 10 tractor plant, 213-219 Sterling Road, Toronto, and have



**MOLONEY ELECTRIC CO. OF CANADA'S NEW PLANT**

The plant shown above, situated at 213-219 Sterling Road, Toronto, was formerly the tractor plant of the Canadian Fairbanks Morse Co., Limited. The new owners will use it for the manufacture of electric transformers.

installed new equipment for their special requirements in manufacturing electric transformers. The plant is 400 x 100 feet, brick and steel construction, with 40,000 square feet floor space on the ground floor and a gallery of 20,000 square feet above. It is equipped with electric elevators and a large travelling crane. A railroad siding runs right into the plant so that cars can be spotted under the crane. Over one and one-half acres of land go with the plant so the company have plenty of room for future expansion.

### Tanneries Re-Organized

#### Logan Leather Company, Limited, Formed to Operate Tanneries at Lyon' Brook, N.S.

The Logan Tanneries, Lyon's Brook, N.S., have been re-organized as the Logan Leather Company, Limited, with paid up capital of \$75,000 which will probably be increased to \$100,000. The tanneries, founded seventy-five years ago by the late John Logan, have a reputation for turning out an excellent line of sole leather. The superintendent is Alex F. Stewart, who has had experience in some of the large Ontario tanneries. The new company will operate on a small scale at first, turning out from 600 to 700 sides of leather a week.

The present directors of the Logan Leather Company are D. G. Kirk, president; Geo. W. McLean and Hon. R. M. MacGregor. The board will likely be completed shortly by the addition of several well-known men.





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## Good Year Expected

### Dominion Sheet Metal Corporation, Limited, Report Good Demand for Galvanized Sheets

The Dominion Sheet Metal Corporation, Limited, the sole manufacturers of galvanized sheets in Canada, state that they are looking forward to one of the best years in their history, and have already booked enough orders to insure continuous operation for some months to come. The company increased their facilities fifty per cent last year and present indications are that this expansion was justified.

## Acquiring Copper Properties

### Granby Consolidated Mining, Smelting and Power Co. Plan to Take Over Canada Copper Corporation

The Granby Consolidated Mining, Smelting and Power Company, Limited, plan to acquire control of the properties now owned by the Canada Copper Corporation, Limited, at Princeton, B.C. These are estimated to contain upwards of 10,000,000 tons of developed ore averaging 1.74% copper. A recent review of diamond drill and development records and an examination of the workings by Granby engineers and geologist conservatively concede 5,635,980 tons of 1.83% ore, with values in gold and silver, and probably increased tonnages as operations and developments progress. A concentrating mill, with estimated daily capacity of 2,000 tons and the necessary shops, community facilities and other additions have been erected at Allenby, B.C., nine miles from the mine. Satisfactory arrangements for transportation, power and treatment of concentrates have been completed.

The plan of the Granby Consolidated is to increase their authorized capital stock from 250,000 to 500,000 shares and to issue such portion of the increased stock, not exceeding 155,000 shares, as may be required to acquire control of the Canada Copper Corporation properties. A new company will be formed to take over the properties and assets of the Canada Copper Corporation and they will also have

\$800,000 cash in their treasury. The majority of shareholders in the new company are willing to enter into the proposed arrangement with the Granby Consolidated Mining, Smelting and Power Co., and a meeting of shareholders of the latter is being held on February 8, to ratify the proposal.

## Re-Opening Plant

### The Borden Co., Limited, Will Resume Manufacture of Condensed Milk at Tillsonburg in April

The Borden Co., Limited, are re-opening their large condensed milk plant at Tillsonburg, Ont., and will resume operations there on April 2. The plant was closed about two years ago on account of the Fordney tariff, but the company find improved business conditions make operation again possible and expect that in the near future it will be running to its former capacity.

## Enlarging Furnace Factory

### Howard Furnace Company have Important Addition to Plant Under Way

A steel and brick one-storey and basement addition which the Howard Furnace Co., 881 Yonge St., Toronto, are now building will increase their capacity about 100% and will cost \$24,000. The building will have a 77-foot frontage and a depth varying from 50 to 77 feet. The company expect to have it completed next summer.

## Opening Knitting Factory

### C. C. Hansen Opening Plant for Manufacture of Men's Socks at Edson, Alta.

C. C. Hansen, merchant tailor, Mountain Park, Alta., is opening a small knitting factory at Edson, Alta., for the manufacture of men's socks. He will install power machines and expects to turn out from 6,000 to 10,000 dozen pairs this year, employing about eight hands. If conditions are satisfactory, he will start manufacturing sweaters next year.

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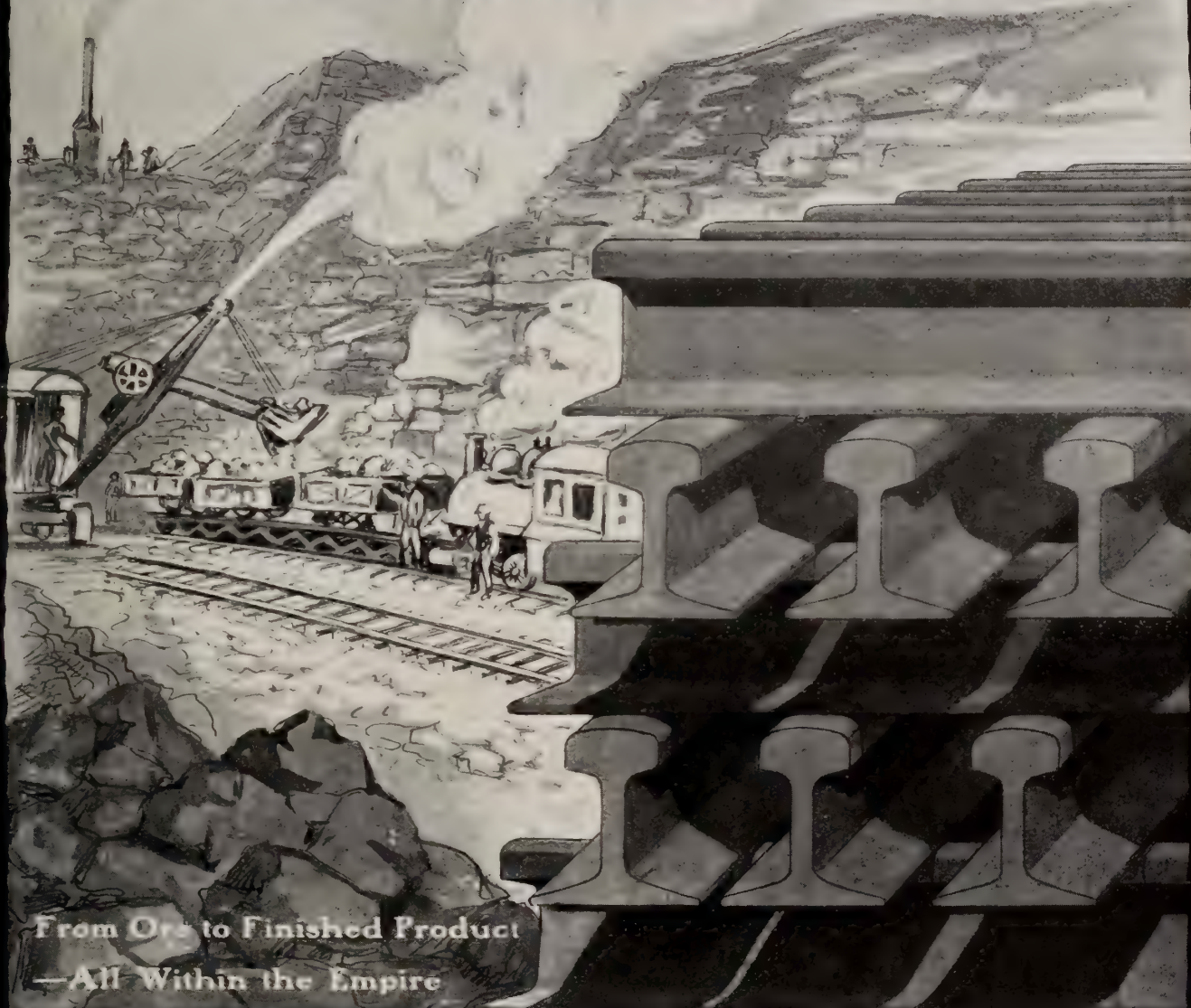
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### Will Soon Operate

#### Welland Alloy Steel Corporation, Limited, Will Make Nickel Alloy Steel by New Process

The Welland Alloy Steel Corporation, Limited, Welland, Ont., will shortly be in operation, reports *Iron and Steel of Canada*, and plan to employ in the not distant future upwards of 2,000 men. The company purchased the entire assets of Electric Steel and Metals, Limited, including a plant with two seven-ton Heroult electric furnaces of yearly capacity of 15,000 tons each. A third furnace of the same size is to be added and a rolling plant is to be installed this year.

The company propose to manufacture nickel alloy steel from Sudbury ore, which contains the iron and nickel required in natural combination. They own the rights in a patent process whereby the two metals are reduced direct from the ore, an improvement on the round-about method hitherto used. High-grade plain carbon steels will also be made.

In the personnel of the new company are G. T. Allerdice, W. H. Devlin, H. W. Sharpe, G. B. Nisbet, H. E. Timmerman and J. F. Black. Messrs. Devlin, Sharpe, Nisbet and Black will control the active management.

### Large Power Development

#### Quebec Development Co. to Construct Dams and Power House on Saguenay River

The projected development of 1,200,000 horsepower from Lake St. John and the Saguenay river by the Quebec Development Co., is described in the January issue of the *Electrical News*. The first part of the development calls for the building of several dams near the outlets of Lake St. John. The main dam, at Ile Maligne, will be about 100 feet high and the power house will be located just below it on the mainland. It is expected that 400,000 horse power can be produced here, and preliminary installation of twelve generating units of 35,000 horse power each is contemplated.

A second development, twenty-two miles from the lake, is planned for some future date. Here a dam 200 feet high will be built across a narrow section of the Saguenay just above the Shipshaw River. From here the water will be conveyed by canal or penstock to a power house on the bank of the Shipshaw. This development should yield about 800,000 horse power.

Sir William Price, president of Price Brothers & Co., Limited, and James B. Duke, president of the Southern Power Co. (U.S.), have subscribed the capital stock of the Quebec Development Company, amounting to \$25,000,000. Price Brothers & Co. have contracted for half of the initial output of power.

### Sturgeons, Limited

#### Toronto Manufacturers of Painters' Specialties Purchase Property on Carlaw Avenue

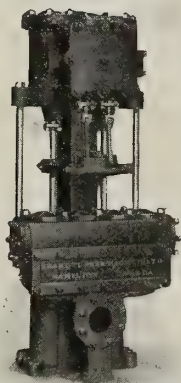
Sturgeons, Limited, 66 Richmond St. E., Toronto, have bought property at 330 Carlaw Ave., and will establish a plant there this month for the manufacture of shingle stain and preservative, concrete hardener and other painters' specialties. They do not intend to erect new premises at present, but will use the small buildings already on the property.

### Newsprint Plant Expanding

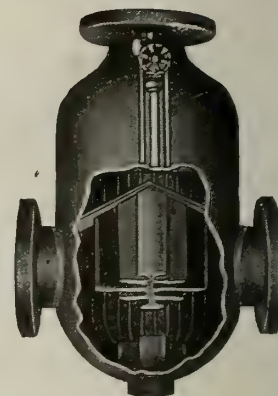
#### Donnacona Paper Company, Limited, will Increase Newsprint Capacity with New Machines

Additional buildings and equipment commenced by the Donnacona Paper Co., Limited, will increase their yearly newsprint capacity to about 60,000 tons. Actual construction work on their new paper unit, a 234" machine, will start about March 1, and it will be in operation about January 1, 1924.

Twelve new grinders with auxiliary equipment of screens and deckers are being added to the groundwood plant. The new installation will probably increase the number of employees by about 100.



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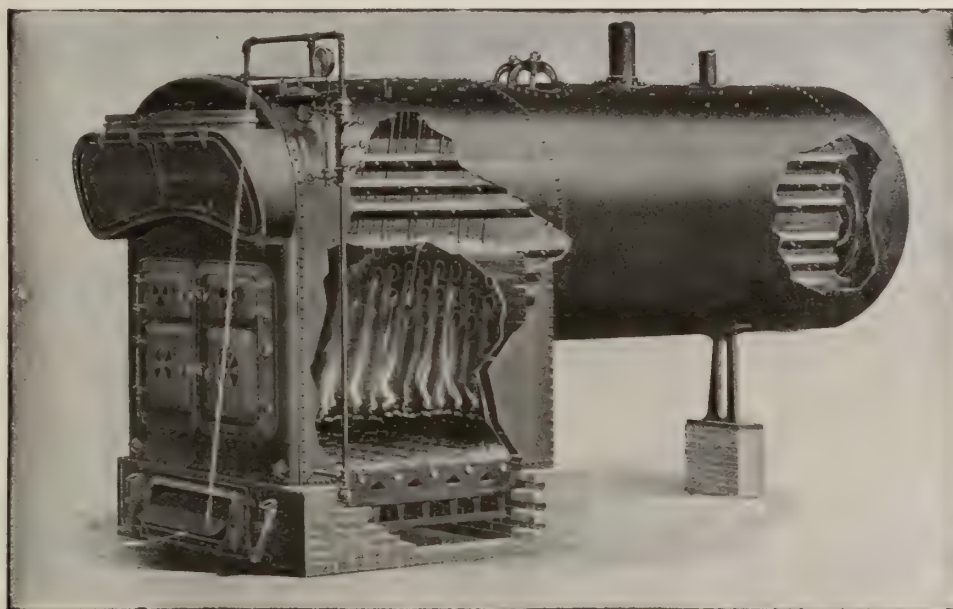
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### Building at Acton

#### Thompson Motor Supplies, Limited, Toronto, Will Manufacture Motor Parts and Accessories

Thompson Motor Supplies, Limited, 415 Queen St. W., Toronto, are building a one-storey factory, 35 x 100 feet, at Acton, Ont. The plant will cost about \$15,000 and will be ready for occupation about April 1. The company in the past have not manufactured, but have had many of the motor supplies they sell made specially for them. In the Acton plant they will manufacture a number of parts and accessories for themselves, employing about twenty-five men.

### Adding New Equipment

#### Jenckes Canadian Co., Limited, Increasing Spindle Equipment about 50%

The Jenckes Canadian Company, Limited, Drummondville, P.Q., are receiving new machinery from a mill at Central Falls, Rhode Island, U.S.A., which their parent company, the Jenckes Spinning Company, are dismantling. The new equipment will make approximately a fifty per cent. increase in spindles, with a proportionate increase in other units. The present plant has enough empty floor space to accommodate this but an increasing demand makes further additions in the near future probable.

### Rebuilding Filter Plant

#### Canadian Oil Companies, Limited, Speedily Repairing Damage Caused by Recent Fire

Early this month the Canadian Oil Companies, Limited, hope to have their filter plant at Petrolia, Ont., again in operation. They commenced rebuilding the burned portion immediately after the fire on Dec. 6.

The filter plant is a very important unit of the Petrolia refinery and is the only one of its kind, the company believe, in Canada. It was built last year at a cost of about \$50,000. and consisted of two units, separate brick buildings, each three storeys high. Number 1 unit contains the furnaces, or retorts, in which Fuller's Earth or bone is passed over red hot tile to be converted to charcoal. The charcoal is carried by

automatic carriers to unit number 2, where it passes into the filters, each of which is approximately twenty feet high and nine feet in diameter. There are ten of these filters enclosed in a room which is kept very hot by steam pipes, and when each filter is filled with nine feet of charcoal the oil is let in at the top and slowly percolates through. The charcoal absorbs all chemicals and foreign matter, leaving the oil as it is taken from the bottom of the filters absolutely neutral, bright and clean. It was this second unit which was burned and will be in full operation again this month.

### Acquire Another Plant

#### Toronto Carpet Manufacturing Co., Limited, Operating New Subsidiary at Campbellford, Ont.

The Toronto Carpet Manufacturing Co., Limited, have taken over the plant formerly owned by the Trent Valley Woollen Manufacturing Co., Limited, at Campbellford, Ont. They have obtained a Dominion charter under the name of the Campbellford Cloth Co., Limited, and the new company will be operated as an additional subsidiary of the Toronto Carpet Manufacturing Co., under the same management and control as the Barrymore Cloth Co., Limited. They will manufacture flannels, homespuns, tweeds, overcoatings, etc., and will expand these lines by adding ladies' velours and such other cloakings as the trade may require.

### London Metal Products

#### New Industry at London, Ont., Manufacturing Electric Washers and Dishwashers

London Metal Products, Limited, manufacturers of the "Wonder" electric washer are a new industry for London, Ont. They started operations a few months ago in a plant with 6,000 square feet floor space, which they intend to double shortly. They employ fifteen hands and have been working day and night, producing five machines a day at present. They also intend to manufacture a dishwasher.

London Metal Products, Limited, are a private company, capitalized at \$60,000. C. A. Harris is president, Donald Soper, manager, and C. A. Raffrey, secretary-treasurer.

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## New Company Formed

**Charles Walmsley & Co. (Canada), Limited, Take over  
Armstrong Whitworth Plant**

A new company, Charles Walmsley & Company (Canada), Limited, are taking over the Armstrong Whitworth of Canada, Limited, plant at Longueuil, P.Q., and will re-open it for the manufacture of pulp and paper machinery and general engineering work. The present steel foundry will be extended by the addition of a grey iron and semi-steel department.

The Canadian board of directors has not been completed but Sir William Price is president and F. H. Anson, C. G. Foster and H. B. Walker are directors. The management will be entirely under the control of the Canadian board of directors, who will obtain assistance from the parent companies, when they consider it advantageous to do so, in technical, operating and administrative matters.

## Are Enlarging Plant

**Stratford Manufacturing Company, Limited Increasing  
Capacity by about Thirty per cent**

An increased capacity of about thirty per cent. will result from an addition the Stratford Manufacturing Company, Limited, are making to their furniture plant at Stratford, Ontario. It will be ready about the middle of February and will cost between \$12,000 and \$15,000.

The company have lately found their plant too small for their business and the 15,000 square feet which they are adding will enable them to turn out their goods much quicker and at lower cost. The extra space will be used mainly for storage and finishing. Several new machines are also being installed in the machine department.

## Erecting New Plant

**Gabriel Manufacturing Company of Canada will Occupy  
New Premises about April 1st**

Gabriel Manufacturing Co. of Canada, 107 Front St. E., Toronto, are erecting a new one-storey brick factory at 187-191 Duchess St., to be completed about April 1. Company's sole product is the "Gabriel Snubber," a shock absorber for automobiles, now standard equipment on certain models of McLaughlin and Studebaker cars and sold largely to Ford and Durant owners. They had 100% increase in business in 1922 and plan double production in 1923, inaugurating extensive poster campaign to advertise their product.

## Are Building Addition

**Macdonald Manufacturing Co., Limited, Toronto, Extending  
Tinware Factory**

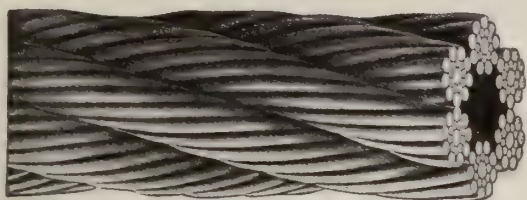
The Macdonald Manufacturing Co., Limited, 145 Spadina Ave., Toronto, are building a 60 x 100 foot addition, 4 storeys and basement, to their tinware factory. The building will be of brick, mill construction, and will be completed about the middle of May. The company do not plan to install any new equipment, but as they have not built for several years, the need for more space has become imperative.

## Buy Important Property

**Keenan Brothers, Limited, Owen Sound, Ont., Acquire  
Rixon-Ainslie-Stoddart Mill**

Keenan Brothers, Limited, Owen Sound, Ont., have bought the Rixon-Ainslie-Stoddart property, which adjoins their own, and are going to use their mill as the centre of the Keenan lumbering operations. They are now engaged in transferring their band mill machinery and some other parts of their old plant into the Rixon-Ainslie-Stoddart buildings.

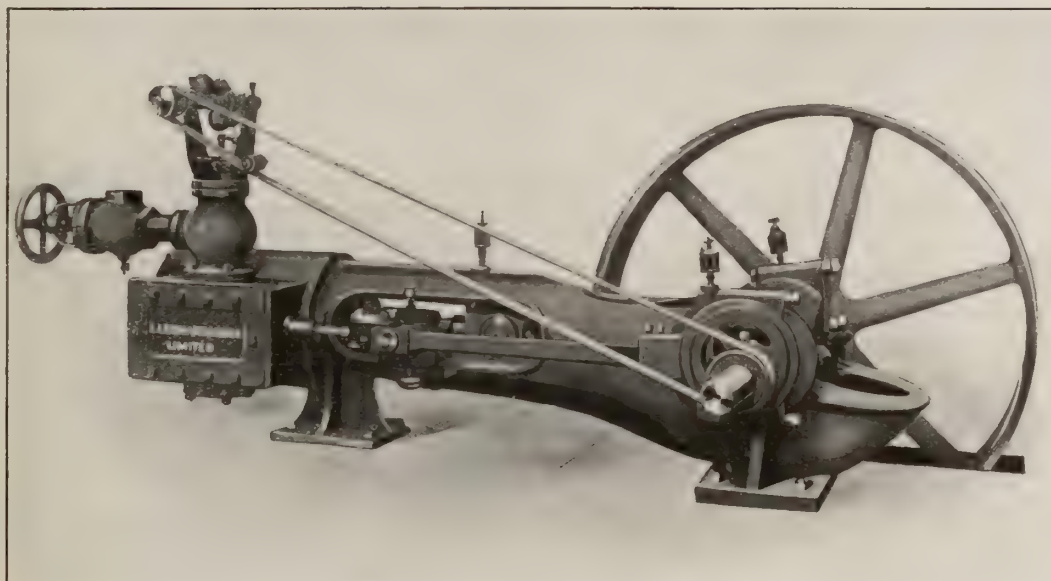




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### New Collingwood Industry

#### Canadian Postel Lock-Nut and Bolt Company, Limited, to build a \$12,000 Plant

The Canadian Postel Lock-Nut and Bolt Co., Limited, incorporated with a capital of \$200,000 will build a \$12,000 plant at Collingwood, Ont., and install automatic machinery at a cost of from \$25,000 to \$30,000. Their products will be all kinds of bolts, nuts, screws, rivets and, in particular, a safety device, the Postel Lock-Nut and Bolt, of which they hold the Canadian patent rights.

Directors are:—Francis A. Bassett, president; Charles W. Pitt, vice-president; J. F. Zimmerman, secretary-treasurer; Donald McKay, W. T. Allan, W. B. Fryer, all of Collingwood, and W. J. Bassett, Toronto. The company are offering to the public 10,000 shares of a par value of \$10 a share.

### Building New Plant

#### Lawrason-Doughty Company, Toronto, Erecting Three-Storey Building, 7 Hamilton St.

The Lawrason-Doughty Company, paper carton manufacturers, 42 Church Street, Toronto, have started work on their new plant at 7-9 Hamilton St. It will be three storeys and basement, 50 by 100 feet, of mill and brick construction. The company expect to occupy it next June.

### Are Centralizing Operations

#### T. McAvity & Sons, Limited, Have Large New Plant in East End of St. John, N.B.

During 1923 T. McAvity & Sons, Limited, St. John, N.B., who are among the leading machinery manufacturers of the Maritime Provinces, will move their separated plants

to one central factory near the eastern entrance to St. John, connected with the C.N.R. main line and close to the new Courtenay Bay docks and dry dock. The new plant consists of three one-storey steel concrete and glass buildings, the roofs and parts of the sides of each being entirely of glass.

The Vulcan plant, located in the south end of St. John, has already been moved into one of the new buildings. The Water St. plant, where brass machinery has been made for sixty years, will be moved as soon as business conditions warrant.

The late Thomas McAvity was the founder of the company and he took his sons into partnership with him. George McAvity, who directed operations of the firm during the war period when a large quantity of shells was produced, has been the active head of the manufacturing department for four years.

### Building Hosiery Plant

#### Durham Hosiery Mills, Limited, Bowmanville, Ont., Will Make Men's Hosiery

The Durham Hosiery Mills, Limited, Bowmanville, Ont., are erecting a \$10,000 factory, about 40 x 80 feet, mill construction, for the exclusive manufacture of men's half hose. When running to capacity the plant will have a daily output of 300 dozen and will employ from fifteen to twenty hands.

Operations have been going on in the mill of the Thomson Knitting Co., Limited, Bowmanville, for the past three months and will be transferred to the Durham Hosiery Mills' plant on its completion.

Officers of the Durham Hosiery Mills, Limited, are:—R. E. Wilson, vice-president and general manager; G. O. Paterson, secretary-treasurer. Directors are H. L. Quinn, F. D. Carruthers and J. J. Mason, all of Bowmanville. The company have authorized capital of \$100,000, with about \$25,000 paid up.

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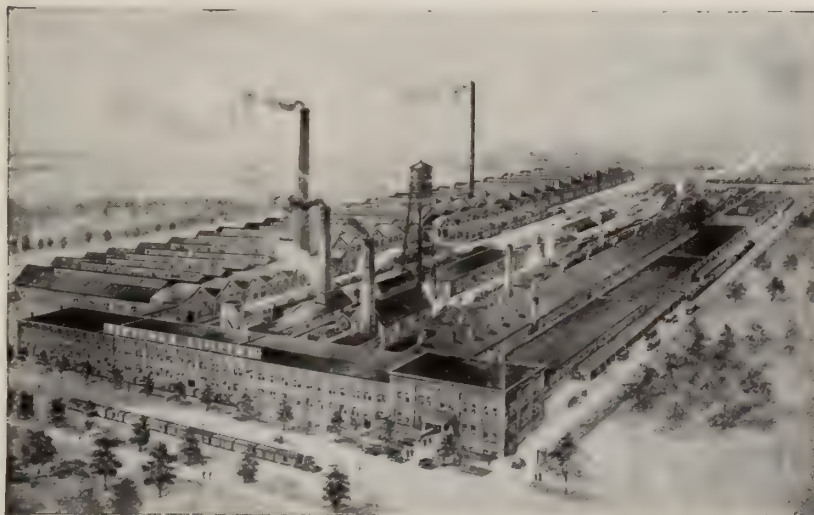
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## Alterations in Progress

**Plant of Atlas Brick Company, Limited, Being Completely Modernized and Enlarged**

Approximately \$100,000 is being spent on alterations to the plant of the Atlas Brick Company, Limited, Milton Heights, Ontario. The company, formerly the Boyd Pressed Brick Company of Milton, Limited, are under the direction and management of the Interprovincial Brick Company of Canada, Limited. Their old plant has been rebuilt and the alterations and additions now being made will completely modernize it. It is expected that the plant's capacity will be doubled and that the product, high-grade, rough textured brick, will be ready for the market in the early spring. In the meantime 20,000 red pressed brick are being produced daily.

A \$60,000 issue of 8 per cent. preferred stock of the Atlas Brick Company was placed on the market in October to finance the present extensions.

## Mining in British Columbia

The value of the mineral output of British Columbia for 1922 is estimated at \$32,167,463 as compared with \$28,066,641 in 1921, showing an increase of \$4,100,822. In the opinion of Hon. William Sloan, Minister of Mines, the encouraging development indicates that the mining industry is recovering from the decline following the war and that continued improvement may be expected in 1923.

Gold and silver production increased during the year, the former amounting to \$4,116,816 or \$1,079,462 better than in 1921, and the latter totalling \$4,034,154, or \$2,442,953 in excess of the previous year. A great deal of both metals came from the Premier mine which was opened a few years ago in the Portland Canal Mining Division.

Placer gold output also shows an increase, the total being valued at \$297,000. The Cedar Creek field is particularly important in this connection. Some \$73,000 worth of gold was taken from it during the season. The Belmont Surf Inlet Mines, Limited, Princess Royal Island, have also added materially to the gold output.

Of the base metals, copper alone shows a decline against 1921, the value of the output, estimated at \$4,042,060, showing a drop of \$837,564. The Britannia Mining Company, Howe Sound, were not shipping during the greater part of last year, but will shortly be able to resume. Lead, zinc and coal outputs all increased.

Addressing the Vancouver Board of Trade on December 27th, Valentine Quinn, comptroller, Granby Consolidated Mining, Smelting and Power Company, Limited, said:—"From Fernie's coal fields; from Trail with its 2,500 men and \$13,000,000 yearly output; from the Nelson District; from Hedley; from Princeton; from Britannia Beach, which tunes up its new mill in January to resume operations February 1st, with expenditures of \$150,000 a month and a production of 35,000,000 pounds of copper a year, . . . and, in fact, from practically every individual mining operation in the Province, from lordly platinum to humble limerock, come reports of continuation, resumption or expansion of their operations.

"We are about to enter a year when larger supplies will be required, more men will be engaged and more extensive construction operations carried on in the mining industry in this Province than for a long time past. I think it quite within the bounds of propriety to felicitate both yourselves and the mining industry on this very happy state of affairs."

The ratepayers of Brampton, Ontario, on January 1st passed two industrial by-laws granting concessions to the J. W. Hewetson Company, Limited, of the town and the McIlroy Belting and Hose Company of Hammond, Indiana. The former company plan to enlarge their present shoe factory and the latter are contemplating the establishment of a branch plant.



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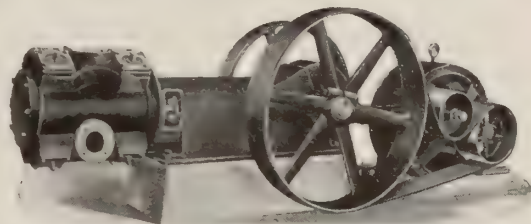
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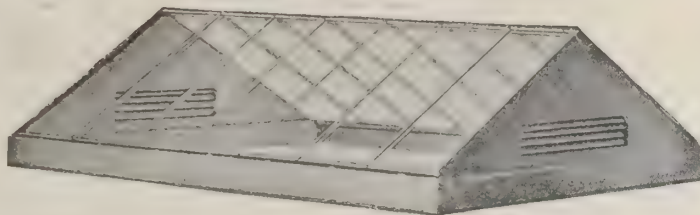
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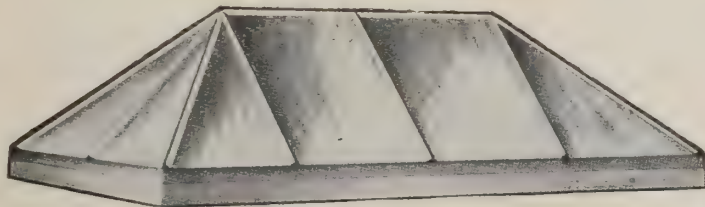
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## Books and Catalogues

### Canadian Statistics

*The Canada Year Book, 1921.* Published by authority of the Hon. J. A. Robb, M.P., Minister of Trade and Commerce, Ottawa. 1922.

Year by year the scope of this comprehensive reference work expands. The new volume extends to 909 pages, packed with information about the Dominion. In a preface, R. H. Coats, Dominion Statistician, points out several of the improvements that have been incorporated in the book. Chief among these are revised articles on the constitution and government of Canada; a revision of the treatment of the country's physical characteristics; the inclusion of 1921 statistics of population; a new article on the development of agriculture; a new table showing the trade of Canada by main groups; expansion of the section devoted to labor, wages and prices; improvement in the treatment of Dominion finance, banking, and insurance; the addition of an authoritative account of the Indians of Canada, etc. In short, the usefulness of the work is being increased with each successive publication and the volume should have a place in every business library.

### Socialism and Capital

*The Great Industrial Problem.* By Walter Howard, F.C.A. London, 1922, P. S. King & Son, Limited. Price 6d.

The problem, as Mr. Howard sees it, is the reconciliation of the forces of socialism with the defenders of private enterprise. The author does not agree with Winston Churchill that these two forces are necessarily opposed. Private enterprise, he holds, works for the good of the whole community as much as do the socialists. The great aim for both

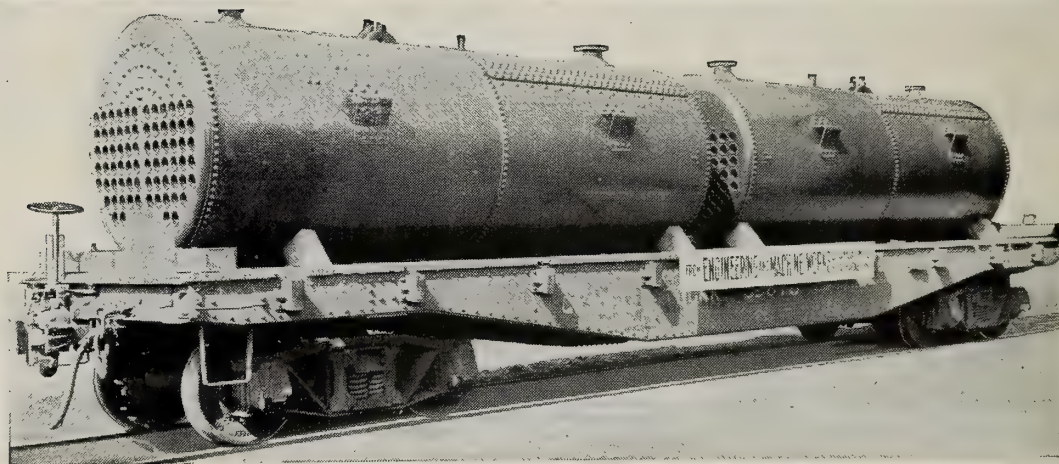
sides is the recognition of a sense of responsibility for the well-being of the community; that owners of wealth should recognize their part in the industrial organism and spend their money in productive ways; that the worker should see that the efficient performance of his work is his duty. The booklet is only sixteen pages long, but is well worth the half hour it takes to read it.

### Company Law

*Hand-Book on Companies.* By William K. Fraser and Hugh W. Macdonnell. Toronto: The Carswell Co., Limited. 1922. Price, \$5.50 net.

When it is remembered that the companies incorporated in Canada in 1921 alone represent a total share capital exceeding \$850,000,000, and that most of the larger corporations secure a portion of the capital they require by public issues of bonds, or other securities, some idea can be formed of the vast amount of money invested by the public in commercial corporations. Each Province in Canada has a Companies Act of its own, under which companies may be incorporated, and there is also a Dominion Companies Act, under which companies may be formed, with power to carry on business throughout the Dominion. A guide book on so important a business subject must, therefore, be of immediate value.

In the newly issued hand-book on companies, everything necessary to the formation or incorporation, organization and administration of companies is dealt with. It is designed in a special way for shareholders, directors, bondholders, officials, brokers, authorized trustees and liquidators. The book makes no pretence at discussing the complexities and difficulties of company law in general, for these find ample exposition in works devoted to that subject. Accordingly, there is absence from this book of the usual long array of cases, as well as bulky foot-notes, which not infrequently obscure rather than illuminate the text to which they are appended. It is a work, however, which the



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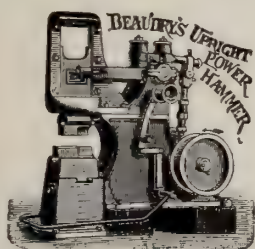
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lawyer will find of peculiar value in giving him in brief and ready form, suggestions and guidance in almost every matter of a company's affairs presented to him.

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The authors of this latest work on companies are William K. Fraser of the Toronto Bar, and Hugh W. Macdonnell, of the Legal Department of the Canadian Manufacturers' Association, also of the Toronto Bar. From their experience, the authors are, therefore, especially well-qualified to discharge the duty entrusted to them, which they have performed with accuracy and completeness. To the executives and secretaries of corporations, and others engaged in company administration, this publication is heartily commended.

### Hydraulic Engineering

*Progress in Hydraulic Engineering, 1922.* Montreal Dominion Engineering Works, Limited.

This book contains the principal addresses presented before the 1922 Hydro-Electric Conference held under the auspices of the Engineers' Club of Philadelphia. These deal mainly with different phases of the Queenston-Chippawa Power Development, one particularly valuable contribution being a paper by H. Birchard Taylor and Lewis F. Moody on the evolution of the hydraulic turbine. A number of charts and photographs illustrate the book which should be a useful addition to any technical library. The publishers will send a copy to hydraulic engineers or water power owners on request.

### Canadian Engineering Standards

*Standard Specification for Steel Highway Bridges.* Ottawa, November, 1922, Canadian Engineering Standards Association. Price 25 cents.

This book, the sixth of the C.E.S.A. Publications, is based on a similar specification issued by the Engineering Institute of Canada in 1918, which the Canadian Engineering

Standards Association took over for revision. The sub-committee entrusted with the work had a personnel representative of bridge manufacturers, engineers, and Dominion, Provincial and Municipal purchasing departments. The present specification deals only with fixed spans; movable spans for both railway and highway bridges will be covered in a separate publication now being prepared.

*Standard Specification for Flexible Steel Wire Rope and Flexible Strand for Aircraft Purposes.* Ottawa, December, 1922, Canadian Engineering Standards Association. Price 25 cents.

This specification has been prepared at the suggestion of the Canadian Air Board and is based on the corresponding British standard specification. It covers the standard sizes of flexible rope and strand for aircraft purposes. Like other publications of the C.E.S.A., the present one lays down the requisite properties and manufacturing details for the materials dealt with and prescribes tests for verifying the standard of materials purporting to come under this specification.

The Natural Resources Intelligence Service of the Department of the Interior at Ottawa has charge of the making and distributing of the official maps of Canada and is prepared to supply Canadian business men with such maps as they require for the asking. Some of these maps cover the entire Dominion; others are published in separate form for each Province, while in certain localities, particularly in Eastern Canada, large scale sheets for each district are available.

The annual report of the St. John Board of Trade for 1922 appears with a promptness that might well be copied by other organizations. It reveals a year of activity, with a wide variety of matters affecting the interests of the city coming up for attention. The St. John Board is evidently a live organization and under the management of R. E. Armstrong, the secretary-treasurer, is doing good work on behalf of the business community.



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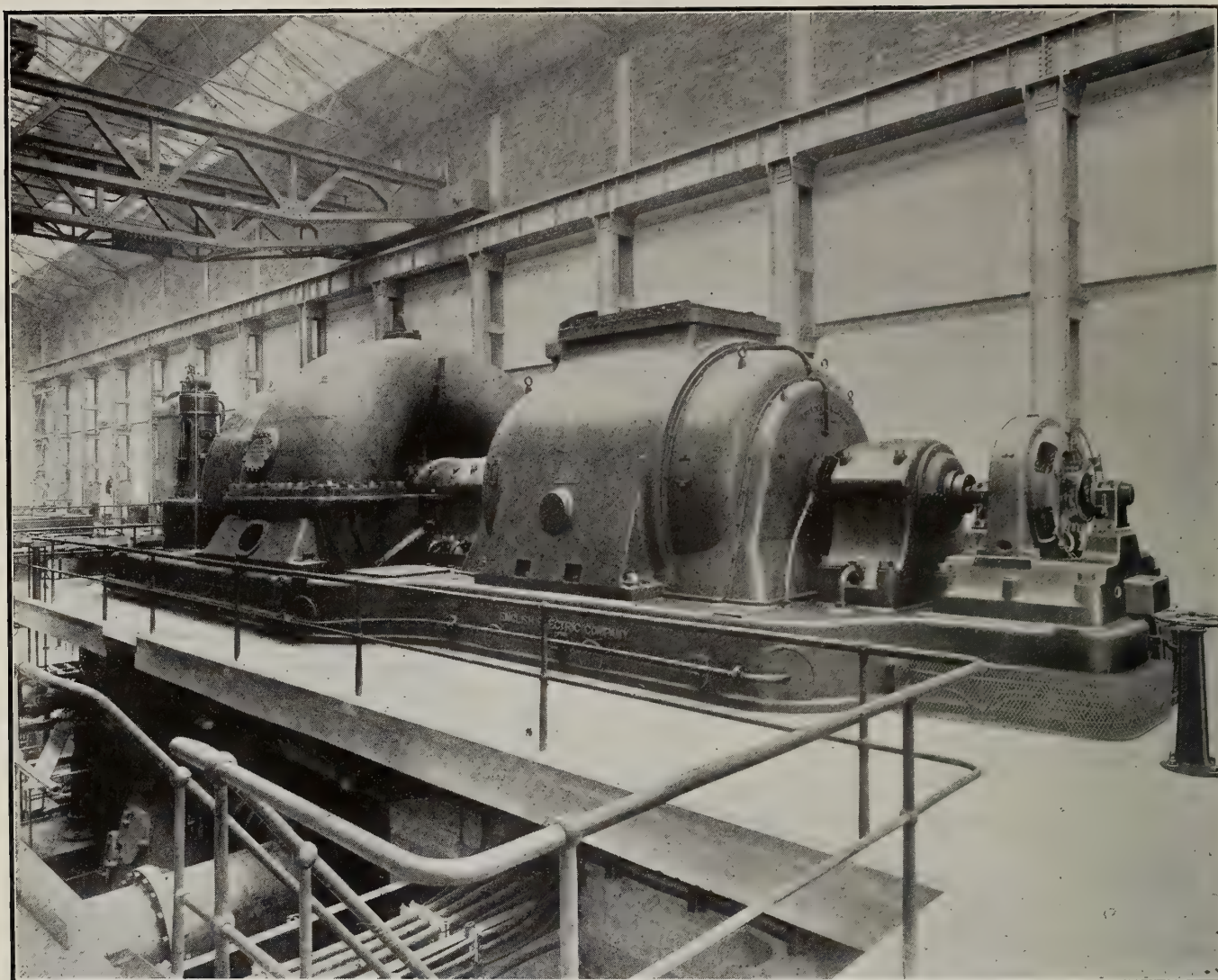
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# INDUSTRIAL CANADA

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No. 11

## Editorial Comment

### Insufficient Stamping of Letters

THE British Trade Commissioner's office in Toronto directs attention to complaints that have been received from England with respect to the insufficient stamping of many letters arriving from Canada. A member of the Leicester Chamber of Commerce states that practically every letter received by him is surcharged by the Post Office to the extent of  $1\frac{1}{2}$ d. It is obvious that the recurrence of such surcharges causes annoyance and does not enhance the reputation of Canadian business men in Great Britain. Greater care should undoubtedly be exercised in affixing stamps on letters destined for overseas, and it should not be forgotten that the letter rate within the Empire is now 4 cents for the first ounce, and not 3 cents.

### The Economy of Water Power

WERE Canada deprived of her water power and forced to use an equivalent in coal to develop the same amount of power, it would cost her, at \$10 per ton, the huge sum of \$267,270,000 per annum to buy the necessary fuel. This is the estimate of the Dominion Water Power Branch, Department of the Interior, and is based on the generally accepted figure of 9 tons of coal to one installed horse power of hydro-electric energy.

"Assuming that Canada could have reached her present development without water power nearby," says a recent bulletin of the Branch, "the whole of this would represent additional annual expenditure for imported coal. Furthermore, the power so produced would have cost from two to three times as much as water power and would have been a heavy, if not fatal, handicap to the development of our manufacturing industries in competition with those of the United States. Compared with such a handicap as this, the annual deficit on the National railways is small and it is very clear that Canada could not have attained her present development without water power."

The same bulletin shows that Canada is in a much more favorable position with regard to water power than the United States. The latter has vast coal resources in the heart of her manufacturing district but not enough water power to furnish more than 21 per cent. of the power requirements

of the district. On the other hand, the corresponding sections of Canada in Ontario and Quebec, have no coal but abundant water power. The hydraulic horse power installed in Canada per 1,000 of population is 337; in the United States only about 95.

### Safeguarding our Forest Resources

INCREASINGLY valuable work is being done by the Canadian Forestry Association in its efforts to educate public opinion along the lines of forest fire prevention and the desirability of tree planting. In a report recently received some of its activities are enumerated. Last year, for example, 584 public meetings were held by Association lecturers, reaching over 20,000 persons. A Forest Exhibits Car travelled 12,625 miles, covering the smaller communities of maximum fire hazard, and secured an attendance of 219,000. A Tree Planting Car, working on the southern prairies, travelled approximately 8,000 miles and in the small farming communities drew 51,975 persons. Five special writers are used to prepare newspaper material and the Association's publicity bureau last year secured 100 to 150 columns a week in 400 Canadian newspapers.

The chief business of the Canadian Forestry Association is to make the Canadian citizen an active and enthusiastic partner in the protection and proper handling of his country's forest resources. It is an important undertaking and merits the support of all citizens who appreciate the value to this country of conserving and extending its forest wealth. A good many members of the Canadian Manufacturers' Association have taken an interest in the work of the Canadian Forestry Association but there is plenty of room for more support.

### Seasonal Employment in Building

SOME recommendations have recently been put forward by the Employment Service Council of Ontario, which merit the attention and support of all interested in keeping the workers of the country fully employed. They relate to the construction industry specifically, though so many other industries are dependent on the construction industry that it may be said that they have quite a wide application to employment conditions.



After a careful study of the question of seasonal employment in building, the Council reached the conclusion that the shortness of the building season was attributable mainly to the "custom of the trade" and that this custom was based partly on the failure of the public to realize how much the building season could be lengthened. If, it is claimed, the public could be convinced that there would be a balance of gain in placing orders in the later months of the year instead of almost wholly during the first weeks of spring, much could be done to lengthen the building season and so lessen the social cost of unemployment. The Council reached these conclusions:—

"1. That, although building in the coldest months would cost somewhat more than in warm weather—the larger construction work such as schools, banks, factories, municipal and provincial buildings coming under this increase—growing experience in the handling of work in the winter months will make possible economies offsetting this increase.

"2. That, since it has been found feasible to have building construction carried on during the late fall and winter months with every degree of safety as to construction; municipalities, departments of the provincial government and boards of education particularly should be asked to arrange their finances so as to start such work in the fall instead of the late spring so as to get well under way before the cold weather sets in.

"3. That municipalities and other similarly constituted bodies should be urged to commence their sewer and other underground work in the fall instead of the spring, as the costs will not be increased thereby; and that publicity be given to the above recommendations with a view to getting prompt action."

### Expansion in the Dairy Industry

**I**NTERESTING information about the dairy industry in Canada is to be found in a blue book recently issued by the Dominion Bureau of Statistics. It shows that dairying is one of the oldest and has now become one of the most important industries in Canada. It owes its modern development to the introduction of the factory system, to the invention of the centrifugal cream separator and to the facilities afforded by improved methods of cold storage.

The first cheese factory was established in 1864 in Ontario and the first creamery for butter-making in Quebec in 1873. The first centrifugal cream separator was imported from Denmark in 1882 and the Government organization of cold storage services dates from 1895. In 1868 the export of cheese amounted to only 6,141,570 pounds and of butter to 10,649,733 pounds. The maximum export of cheese was reached in 1904 when shipments totalled 233,980,716 pounds, and of butter in 1903 with 34,128,944 pounds. For the 12 months ended December 31, 1921, cheese exports were 137,180,457 pounds and butter, 9,132,926 pounds. This decline in exports is not due to any falling-off in production but to the larger requirements of home consumption.

Complete statistics of the production of dairy factories date from 1900. In that year the total

value of dairy products was \$29,731,922. In 1921 the value was \$111,924,017, an increase of \$82,192,095 in 21 years.

Attention is also directed to the increase in the production of condensed milk. The first milk-condensing plant was established at Truro, N.S., in 1883, and there are now 27 plants for the manufacture of condensed, evaporated and sterilized milk and milk powder. Between 1900 and 1921, the value of these products has grown from \$269,520 to \$11,526,422. One result of the development of the condensed milk industry has been a decrease in the production of cheese due to the fact that the farmers have found it more profitable to send their milk to the condenseries than to the cheese factories.

### Agriculture and Manufacturing

**T**HE relative importance of manufacturing and agriculture in Canada is pointed out in a bulletin recently issued by the Dominion Water Power Branch of the Department of the Interior. Taking 1919 as the year when the latest comparative figures are available, it is shown that, while as regards capital invested and persons employed, the farming and live stock industries are in the lead, the value of the product of manufacturing industry is nearly twice as great. The figures quoted are \$3,520,724,039 for manufactures and \$1,969,648,000 for farms and live stock.

"It is not perhaps generally realized how near Canada is to the time when her manufacturing interests will equal or exceed her agricultural interests and therefore how vital to her uniform progress is the development of water power," says the bulletin.

A great deal is claimed for agriculture and rightly so. Canada possesses immense potentialities for agricultural development. It is a mistake, however, as this bulletin shows, to overlook the fact that the manufacturing industry also possesses claims to recognition as a great and important factor in our national progress. There is no good reason why the two great branches of industrial effort should not move forward harmoniously, each contributing to the success of the other.

### The Application of Art in Industry

**I**N THE science of selling, good art means good business. The subconscious mind of the buyer must be harmonized, not harried. One wonders whether Canadian manufacturers have a full appreciation of the advantage of giving the public something a little above the average in artistic quality or whether they realize that there exists in the masses of the people an innate love for the beautiful which enables them to discriminate between the cheap and commonplace and the really meritorious.

Martin Hardie, Director of the Victoria and Albert Museum, South Kensington, gives proof of the good taste of the public in this regard, in the course of a letter to the London "Spectator." He says:—

"Not so long ago I had occasion, in friendly discussion with the director of a large firm of chocolate manufacturers, to condemn some of his box



designs for their poor taste, their lack of originality, and their tendency to the conventional—the 'bathing girl' type of decoration, which it is now presumed the public wants. He was good enough to permit me to select an artist and to submit a new design, which was duly carried out. It was extremely simple, not startling in any sense, but it was beautiful in lettering and proportions and in all that makes for rightness in fine colour and design. Some months afterwards I wrote begging him that he would put to the test my theory that the public has an innate instinct for choosing between the good and the bad, and asked him to put an equal pile of the old and new boxes (they were the same price) in a couple of small shops and tabulate the result as to what the public showed it approved by its unprejudiced selection. He wrote back at once: 'Your test is quite unnecessary. The new box is a success'."

Mr. Hardie goes on to say that there has been a great revolution during the past dozen years in design of this sort and in all kinds of everyday applied art, such as printing and posters. He believes that there would be a greater revolution if the manufacturer in general would, in the first place, cease to excuse banality and crudity by persistently stating that it is "what the public wants," and, in the second place, put his trust in an artist and give him a free hand. Where it has been tried, as in the case of the manufacturer and his chocolate boxes, it has been proved that, purely as a commercial venture, Art is a partner worth acquiring.

The "Spectator" is devoting space to the subject, and, in the same issue in which Mr. Hardie's letter appeared, published a "review" of the designs used on the chocolate boxes of Messrs. Carson's, the firm referred to, written by Clough Williams-Ellis, an expert in decoration. The "Spectator" saw no reason why the habit of reviewing books and mentioning the name of the publishers should not apply equally well to other products and indicated that it hoped, from time to time, to express its opinions on many other things.

### American Magazines in Canada

THE value of United States magazines as media for the advertising of American goods in Canada is frankly admitted by J. I. Brittain, U.S. Consul-General at Winnipeg. In a recent report to Washington he says: "To a large extent the Canadian reader of magazines depends upon those published in the United States. The advertisements in these magazines are perused with considerable advantage to the advertiser, as they keep before the public numerous lines of American merchandise."

There are admittedly arguments in favor of the unimpeded interchange of good literature, particularly if it possesses sound educational value. Canadians should be able to profit by the work of the leaders of thought and action in other countries. But there is no good reason for permitting the free entrance of tons of advertising matter, under the cover of so-called literary productions. These imported publications are not only competing with our own national magazines, which from the editorial standpoint are doing good work in creat-

ing and fostering national sentiment and from the commercial standpoint are providing employment and creating a market for Canadian products, but they are doing very effective missionary work for American manufacturers in competition with our own manufacturers.

The Association has on various occasions placed itself on record as supporting the plea of the Canadian magazine publisher for some measure of protection against the influx of American periodicals. It believes that not only do the publishers merit encouragement but that the interests of Canadian manufacturers will be served by making it less easy for American advertising material to enter Canada.

### The Research Conference

MANY of those who attended the conference arranged by the Canadian Manufacturers' Association last month, at Ottawa, to take stock of what Canada has already accomplished in the direction of scientific and industrial research and what the country needs to promote the interests of research in the future, went to the gathering with a somewhat vague idea of its purpose and with some uncertainty as to its value. They came away satisfied that a forward step had been taken and that the cause of research in Canada had received a genuine impetus. The conference proved to be a useful stock-taking. It also brought together men of widely varying interests, and demonstrated that, in working for the solution of the problems facing Canadian industry, they stood on common ground. More than that, it gave a new incentive to those patriotic Canadians who have been working to secure the establishment of a national research institute.

Quite as much, if not more, attention was devoted to the subject of research in agriculture as to research in manufactures. That the farmers of Canada have important problems to solve in their dealings with nature soon became apparent. Representatives of the Department of Agriculture, of agricultural colleges, of some of the universities and of the Canadian Council of Agriculture, told of investigations that had been carried on in the interests of the farmers, some of which had proved of immense advantage. And, while the manufacturers listened with interest to these researches, the agriculturalists seemed to learn with equal interest about the way in which research was being applied to manufacturing.

The key-note of the conference was sounded by Sir Clifford Sifton at the banquet which concluded the session. Sir Clifford laid down a practical programme and in a vigorous and almost prophetic peroration pictured the amazing advances which will follow the concentration of expert research workers on some of the big problems confronting the Dominion.

A verbatim report of the various addresses presented at the conference will be supplied to the members of the Association through the columns of "Industrial Canada." The first installment commences on the next page and it will be followed by other installments until the report is completed. An immense amount of valuable information was forthcoming at the Conference and its publication should prove exceedingly valuable.



# Strong Impetus Given to Cause of Scientific and Industrial Research in Canada at Conference in Ottawa

WITH an attendance representative of the leading organizations and institutions in Canada engaged in the promotion of scientific and industrial research, the conference arranged by the Canadian Manufacturers' Association and held at the Chateau Laurier, Ottawa, on Tuesday, Wednesday and Thursday, February 20, 21 and 22, 1923, proved to be a gathering of genuine interest and value. An immense amount of information was presented bearing on the work that has already been accomplished and the needs of the situation, and as a result of the discussion, a clearer

idea has been obtained of what research can accomplish for Canadian industry and why it should receive the strongest possible support from the people of the Dominion.

Mr. W. H. Miner, of the Miner Rubber Co., Limited, Granby, P. Q., chairman of the Education Committee of the Canadian Manufacturers' Association, presided, and Mr. J. T. Stirrett, general secretary of the Canadian Manufacturers' Association, acted as secretary.

The proceedings at the first session were opened with a brief statement of the purpose of the conference delivered by the chairman.

the government. This Council proved to be of inestimable value as the war developed.

The British government suggested to the governments of the Overseas Dominions that they should likewise take steps to develop industrial research within their respective portions of the Empire, not so much in connection with the actual prosecution of the war as in view of the demands which would be made on the industries of the Empire in the times of serious industrial stress which would follow upon the cessation of hostilities.

## Established in 1916

In response to this suggestion the Government of Canada in 1916 established the Honorary Advisory Council for Scientific & Industrial Research in Canada, and similar Councils were established in India and all the great Overseas Dominions.

This Council, consisting of ten gentlemen chosen from science departments of our universities and also from the great industries of Canada, at once entered upon their duties, and having made a survey of the research facilities available in the Dominion, proceeded to develop its work along three lines.

(1) Finding that there were very few men in the Dominion who had been trained to undertake scientific or industrial research, they recommended to the government that a number of bursaries, studentships and fellowships should be founded—these to be awarded to the most brilliant graduates in science of the universities of the Dominion, men who had shown a special capacity for research and a desire to prosecute it. The men to whom these awards were made were then distributed among the leading universities of the Dominion to be trained in various branches of research by undertaking actual researches under the most distinguished leaders in research, having at their command well equipped laboratories in their respective universities.

Since the establishment of the Council some 140 students have been trained in this manner all of whom now occupy positions in which they are conducting research either in connection with the industries of the Dominion or on the staffs of the various universities where they are engaged in research work.

## Associate Committees Formed

(2) The Council associated with itself, in the form of twelve associate committees, 127 of the leading chemists, physicists, etc., of the Dominion, bringing in this way into touch with itself all the leading men of science whether

## The Purpose of the Conference Outlined

Explanatory Statement by the Chairman,  
W. H. Miner, in Welcoming the Delegates

ON BEHALF of the Canadian Manufacturers' Association I beg to welcome you to this conference on Scientific and Industrial Research. It promises well for research to see so many provinces of Canada represented here.

I do not need to say much to you, who have been engaged in research work for many years, about the value of scientific and industrial research and the necessity of increasing the scope of that work in Canada; we are all convinced of that. While all Canadians are concerned, manufacturers are particularly interested because of the practical results accruing from research and the invaluable assistance thereby given in the task of converting natural resources into marketable form.

There is a great deal of research work being done in Canada—how much we

hardly know. The Canadian Manufacturers' Association conceived the idea that it would be a good thing to arrange this conference and to invite those who are engaged in scientific and industrial research, so that they might describe what they are doing, and also what they think should be done in the future. The Association is highly gratified by the response to its invitation. The Honorary Advisory Council for Scientific and Industrial Research, the Dominion Government Departments, the leading universities and agricultural colleges, and a number of manufacturers who maintain laboratories, are represented at this conference, and I feel certain that the records of the conference will prove to be a mine of information for those interested in research work.

## The Honorary Advisory Council's Work

Statement Presented by Dr. Frank D. Adams, Vice-Principal of McGill University and Chairman of the Council

WITHIN the first few months after the declaration of war it was borne in on the British Government that Britain was at a great disadvantage as compared with Germany on account of the remarkably complete equipment in Germany for industrial research, and on account of the great body of properly equipped research workers which were at the disposal of the German government. It was found, to take a single example, that the glass used in

the construction of all sighting equipment both for the army and navy have been made in Germany, and the English manufacturers did not know how to produce it. The British government consequently in 1915 appointed the British Research Council, and placed at their disposal the sum of £2,000,000 sterling, in order that they might organize such research workers as there were in Britain and set them to work at solving problems which were of vital importance to



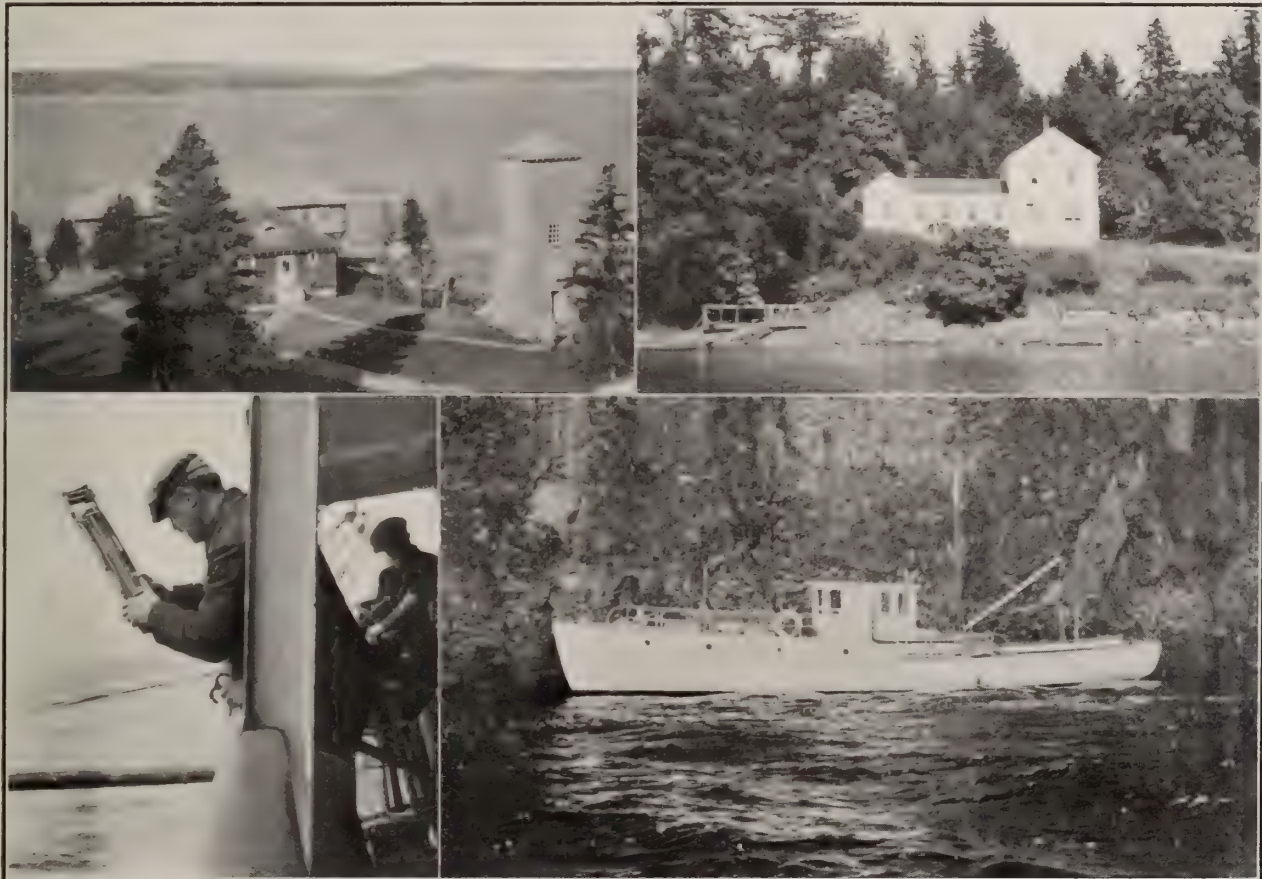
connected with the universities or industries of the Dominion for purposes of consultation and assistance. These committees meet once or twice a year and have proved of great assistance to the Council's work.

(3) The Council has by the aid of grants of money provided the means for carrying on a large number of important investigations in several directions. These are known as assisted researches. Provision has been made for 78 of such researches by the Council, involving a total expenditure of \$160,000. Among the researches which are now under way may be mentioned that into the deteriora-

crete, and when this is known it is believed that it may be possible to ascertain the means whereby this corrosive action may be stopped, thus effecting an enormous saving annually in these portions of the Dominion. Similar investigations are being carried out with a view of preventing the corrosion to which iron pipes, water mains, etc., are subjected. Other investigations are being carried out on the cultivation of plants yielding valuable drugs, more particularly in British Columbia, with a view to establishing an important industry in that province which is especially suitable for this purpose.

supplies of peat which are to be found in various parts of Canada and in the production of a fuel equal and similar to anthracite from the great bodies of low grade lignite which are to be found in the Province of Saskatchewan. Many other researches in various fields have also been carried on or are at present in operation in various portions of the Dominion.

In all of these the Research Council being an advisory body does not attempt to carry out the work itself, but makes provision through grants of money for the proper conduct of the researches in question.



#### RESEARCH WORK IN THE INTERESTS OF CANADA'S FISHERIES

In the upper pictures are shown the two stations maintained by the Biological Board of Canada on the east and west coasts of Canada, the one to the left being at St. Andrews, N.B., and the one to the right at Nanaimo, B.C. At the right below is a picture of the research motor boat "Prince," used for investigations along the Atlantic Coast and at the left a research worker obtaining data on water conditions. — Photos by courtesy of Prof. A. G. Huntsman.

tion of great concrete structures which have been erected in the prairie provinces through the action of the alkaline waters in the soil. It is estimated that the damages which are being suffered by the destruction of the foundation of great buildings, of cement pipes carrying waters to several cities, etc., etc., amount to many million dollars annually, and so serious is this deterioration that many engineers have advocated giving up the use of great concrete structures altogether in certain parts of the Western Provinces. In order to discover how this destruction may be avoided it is necessary to ascertain the exact nature of the salts and the chemical action which they exert in destroying the con-

Other investigations which have just been concluded have developed what will probably prove to be a new and valuable process in smelting the complicated sulphide ores in British Columbia which have long afforded a serious problem to metallurgists. Other investigations again deal with the utilization of the low grade iron ores of the Dominion.

The Research Council, having in view the very great importance of securing new sources of fuel for the Dominion, was instrumental in the organization of the Peat Board of Canada and also the Lignite Utilization Board, both of which bodies are now engaged in what promises to be a successful solution of the problem of the utilization of the great

The Research Council is, however, of the opinion that while all these lines of work are valuable, still more far-reaching and important results can be secured by the establishment of a National Research Institute which is the logical outcome of their endeavors—an institute which would do for Canada what the National Bureau of Standards and the Mellon Institute do for the United States, and the various industrial research laboratories and the National Physical Laboratory do for Great Britain, or similar research laboratories and research institutes are now doing for India, Australia, New Zealand, Japan, or for France and Germany.

The British Research Council with the



great fund at its disposal has approached the various industries of Great Britain and has induced some 23 of them to organize themselves and they have established a separate laboratory for the study and solution of their respective industrial problems and for the improvement and cheapening of their manufacturing processes. Each industry has subscribed a large sum of money and the Research Council has added to this an equal sum, and the special research laboratory for each industry has thus been started.

In Canada conditions are quite different. The industries are fewer and not so wealthy and the Canadian Government is not in a position to subscribe \$10,000,000 in aid of research.

The Research Council of Canada are consequently recommending to the government a plan for the development of industrial research which is much less costly and which meets Canadian conditions.

It suggests that the Government and the industries of Canada, of whatever kind they may be—manufacturing, mining, metallurgical or agricultural—co-operate and work together in the development of a single national research institute. This may be erected at Ottawa or in one of the great industrial centres of the Dominion as the government may decide. The proposal is that the government as its share will erect and properly equip a suitable building for the research institute and will provide a certain sum annually for its upkeep and for the salary of a director and two assistant directors—all men of marked ability and experience in research. The indus-

tries will then, when they have any problem to solve, come to the institute and submitting it to the director, will be provided with laboratory space and full facilities for carrying out the required work. The director will secure for them a properly qualified man to carry out the investigation under his direction, whose salary and the expenses entailed (apart from overhead charges) will be borne by the industry or firm for whom the work is being done.

Many most remarkable and brilliant discoveries saving hundreds of thousands of dollars, and effecting immense improvement in the whole range of industries in the United States have been made by investigations of this kind and carried out on exactly this plan at the Mellon Institute at Pittsburgh. Even such a primitive industry as bread making while having been known and practised ever since mankind emerged from their most primitive and savage state—and about which we might be supposed to know everything that could be known—has been subject to several distinct improvements through investigations carried out and discoveries made at the Institute for the Bakers' Association of the United States. The history of the work of the Mellon Institute is so striking that it reads like a veritable romance.

These advantages should be placed at the disposal of the manufacturers of Canada if they are to be placed in a position to meet their competitors in other countries as the rivalry in trade becomes more intense and it is believed that all these would be provided for them by the establishment of a national research institute.

tific research carried on in various directions does pay, because I have the feeling that when we appeal to business men, chemists and physicists and everybody else must put the dollar sign into their equations.

### A Saving of Millions

Now, here are some examples which I regard as interesting. I may have given them before publicly, but there can be no harm in repetition in this case, because the examples are the best I know of. Here is one—I have taken it at random:

The General Electric Company investigated the properties of Tungsten, and, by the use of a few hundred pounds for electric lamps, a saving of \$250,000,000 annually is made in the United States alone.

As you all know, the tungsten lamp has become quite common. Here is another example:

Aluminium was discovered by a German chemist and originally cost \$90 a pound—

I remember looking up that figure.

—but at this price its discovery was of little value to the public. It is now manufactured at Niagara and Shawinigan Falls, and the scientific work done by Hall and Heroult has reduced the cost to 22 cents.

Here is another very interesting example that was mentioned the other day in Montreal, that of the Du Pont Company in the United States, who are large manufacturers of explosives—one of the largest firms in the world of that kind. They estimate that their research laboratory has yielded a profit of \$82,401,000 from 1912 to 1918, a period of six years. This represents a yearly return of 1,370 per cent. on their investment for research. They are a large firm; they have many chemists; they have every facility for carrying on the work, and that is what it has done for them.

Another example of which mention is not made in this booklet is that of the Kodak company. I think we all remember the days when photography was a somewhat difficult and intricate process, but to-day, through the work of chemists and scientists, photography has been made available to everybody; a child can take out a kodak and get good pictures.

Scientific research, therefore, has paid. Here are other instances:

The Gayley invention of the dry air blast in the manufacture of iron saves \$30,000,000 a year.

The Frasch process of refining crude sulphur-bearing Canadian and Ohio oils has increased their value sevenfold.

### The Telephone an Example

Another instance is that of the telephone, invented by a great Canadian scientist, Dr. Bell; I need not dwell upon that. If Dr. Bell had not invented the telephone, where should we be to-day? We could not get along without it.

One thing in which I am very much interested now is cheap industrial al-

## The Dollars and Cents Value of Research

Col. F. M. Gaudet, Formerly Technical Executive Officer of the Advisory Council, Gives Some Very Interesting Examples

THE members of the Research Council represent our leading universities; they are the foremost men in this country in their special lines, men who know more about the particular subjects concerned than anybody else. In addition to those gentlemen we have engineers of some standing, and we have business men; therefore the Research Council represents the best available Canadian talent, the people who are the best qualified to advise and to say what should be done to advance scientific and industrial research. You will note also that these gentlemen get nothing for their services, being paid only their travelling expenses, and they give a great deal of valuable time to the work. I was connected with the Council fully a year and I know that those who make up its personnel make great sacrifices in carrying on the work which they have undertaken.

In addition, as Dr. Adams has mentioned, here are 14 committees comprising some 136 members. The members

of these committees have been selected on account of their knowledge, scientific and otherwise, and on account of their special ability to advise in regard to such questions. The eleven members of Council are not necessarily omniscient; they do not know everything; they require on occasion the advice of those who have devoted time and attention to the solution of particular problems; and that is the way it is done.

Briefly, that is the organization of the Research Council. To-day you are asked to support the establishment of a research institute. You are asked to contribute to it, and naturally as business men you will say, "Oh, yes, that is all very fine; you want us to subscribe to this thing; but what are we going to get out of it? Is it going to pay us?"

In reply to that I would like to read from a little booklet that was issued by the Council when I was a member of it, just a few well-known facts by way of proof of the assertion that the scien-



cohol. We are throwing away the sulphite liquor of our paper mills; it has been estimated that two million pounds of alcohol can be produced from two pulp mills in the St. Maurice Valley alone, and that Canada would make a saving of \$4,000,000 in imports by using sulphite liquors in this manner. Some attention is now being devoted to this question. A few days ago a man in Montreal told me that he had discovered a method by which, in cooking his pulp, he could double the percentage of fermentable sugars in these waste sulphite liquors. It is quite possible, therefore, that some day this material, which is now thrown away and which serves only to pollute the waters of rivers and streams and destroy the fish therein, will be put to use and yield a very handsome return. That is what science will do.

### Can Replace Gasoline

There is a great future for alcohol. You know that to-day we are using gasoline in enormous quantities, and, as the figures issued by the United States Government go to show, the supply can reasonably become exhausted within a comparatively short time. Alcohol can replace gasoline, and that is one of the uses to which it may be put in the course of later development.

Dr. Adams advocated the establishment of a research institute. Let me tell you, gentlemen, that only a few days ago a Montreal business establishment—active and aggressive people—founded a fellowship in the Mellon Institute of Pittsburgh. Why? Because they want to make progress; because they want to improve their business. They had to go to Pittsburgh where they felt they would get the best value for their money; they could not do it in Canada because no facilities are provided for that purpose. So it can be seen that if we had an institute of that kind, there is one scholarship that would have remained in Canada instead of going outside. You may say, "Why should not the universities take the matter up?" I have heard it stated by the gentlemen of the Research Council with whom I was associated, that that is not the function of the universities. They have not time to do that sort of thing; they have not the facilities. The first function of the university is to teach the young; if they go into this kind of industrial research they dissipate their strength and their power. It is the considered opinion of the Council, therefore, that the best method of dealing with the situation is through the establishment of a research institute.

### Some American Examples

I have here a list of about twenty different corporations in the United States which maintain extensive industrial laboratories and which employ scientists to carry on investigations therein. We may say, why do they do that? They do it because it pays—for no other reason. They are not there to amuse themselves; they do it because

there is money in it. Here are the names:

American Rolling Mill Company.  
American Brass Company.  
Detroit Edison Company.  
Dodge Brothers.  
Du Pont de Nemours and Company.  
Eastman Kodak Company.  
General Electric Company.  
The B. F. Goodrich Company.  
International Acheson Graphite Company.  
National Carbon Company.  
National Cash Register Company.  
National Electric Lamp Association.  
New Jersey Zinc Company.  
Pennsylvania Railroad Company.  
Reo Motor Company.  
Studebaker Corporation.  
T. A. Edison Laboratories.  
Westinghouse Electric and Manufacturing Company.  
Western Electric Company.

If I may mention a personal experience, some years ago I was very much worried because in the handling of pressed steel we were getting bad results. We had an old fellow there who watched the furnaces and did what he could to bring about satisfactory results, but he would see that the temperature was so-and-so; he would shake his head and realize that the metal was spoiling. But science came to the rescue;

the discovery of the recording pyrometer overcame all my difficulties in that respect. Moreover, we have been saved thousands of dollars by the use of these instruments.

What are we doing in Canada to-day? What are we doing to help our industries and manufacturers? We are doing nothing. Some months ago I took up with Mr. Robb a report of the Bureau of Standards at Washington. I said, "Here, Mr. Robb, is a report. I know you will not have time to read it all, but will you look it over; will you glance through it and see for yourself what is being done in the United States by the industries and manufacturers of that country; and will you compare what is being done there with what is being done in Canada?" I say that here we are doing practically nothing. Some of our rich corporations are doing a little, but what we want is the establishment of a research institute which shall be a guide in all these matters. We want to focus our efforts and our energies in such a way that we shall get the best results.

## Research Work Throughout the Empire

Dr. R. F. Ruttan, Professor of Chemistry at McGill University and Member of the Advisory Council, Gives Some Details

DR. ADAMS has so thoroughly covered the ground so far as our Canadian interests are concerned that it has just struck me it might be of advantage to point out the experiences of other parts of the Empire that have followed along lines similar to those which we are endeavoring to follow at the present time in Canada.

When in 1915 the Honorary Advisory Council for Scientific and Industrial Research in England was appointed and placed under the supervision of a sub-committee of the Privy Council having charge of research, the best method was adopted of meeting a condition of affairs in which not only England and the different dominions but practically all the allies found themselves, namely, that all the way from the workshop to the cabinet there was little or no scientific organization. It was realized that scientific organization was the first thing necessary in the development of the resources of the country with a view to meeting the requirements of the war, and ultimately to develop the national wealth. England, I say, recognized that very promptly, and it was with these facts in mind that the Honorary Advisory Council for Scientific and Industrial Research in that country was instituted.

### British Model Followed

The model thus established by Great Britain has been followed very closely by the other dominions. We find, for instance, that in Australia an advisory

council of science and industry was created by the Hon. W. M. Hughes. That organization proceeded along lines very similar to those which we have followed, and to which I shall refer presently. In South Africa an industrial advisory board was established in 1916, followed afterwards by the Board of Industry and Science. In New Zealand, the New Zealand Institute was established with the assistance of the government. In India, the Indian Industrial Commission was established in May, 1916. So we find that every dominion in the Empire has followed along the lines originally laid down by the Mother Country.

### Followed Same Development

I had occasion about a year ago to look very carefully into the activities of each one of these organizations, and I found that in all cases they went along exactly the same logical track of investigation. Canada, Australia, South Africa, India, New Zealand, first of all took a census of the requirements of the country so far as the industries were concerned—what particular branches of industry could be helped to the greatest extent by research and what were the natural resources of the country. Having reached that point they proceeded to ascertain how much research work was being carried on in the country. In Canada and in the other Dominions results were most disappointing. We found that research was being carried on in the universities and by departments of government, but outside of that practically nothing was being done. In other words,



the industries of Canada, the industries of all the great dominions of the Empire, were practically in a pioneer stage of development.

The thing that struck these various councils in the course of their inquiries was that research was necessary in the development of the natural resources of a country if the enormous waste that ordinarily occurs was to be stopped. They looked about for somebody to do this, but they found that the country was barren of man power capable of carrying on research; that there was a lack of research ability in the country. It is true that at that time most of the young men were at the war, but the universities, the different manufacturing organizations, the government itself in its various departments, were not able to provide men capable of carrying on research in such a way as to meet the requirements. So they turned

on behalf of the interests of the whole country in the small scattered laboratories to be found in connection with the government departments and in the universities. The reason for that is obvious. In all the smaller countries these bodies, particularly the universities, were depopulated at that time owing to the war, and they were in a position to do no more than simply carry on the management of the institutions and do the routine work of teaching and instruction. In other words, almost all the universities were marking time.

When later on they were able to obtain a larger staff and were thus placed in a better position to carry on their work, they found that the conditions were not suited to the carrying on of industrial research in the universities. The function of the university is primarily, teaching, instruction. Moreover, what we look for, what the Empire looks

particular problem extending continuously over quite a number of years, and the person who is carrying on the investigation must be able to pursue it to the semi-commercial stage and must finally be present and take part in the installation of the process on which he has been working. Perhaps I am looking at the matter too much from the chemist's point of view, but after all the great majority of all the researches in connection with industry are chemical in their foundation; chemistry really lies at the bottom of almost all industrial research.

So it was found to be impossible to carry on research in the university. In South Africa they proceeded at two different points, of which Johannesburg was one, to buy up from the university its laboratories, whereupon they added to them and converted them into a research institute along certain special



VIEWS IN A CANADIAN INDUSTRIAL RESEARCH LABORATORY.

A Canadian manufacturing company, who devote considerable attention to research, are the Northern Electric Company, Limited, Montreal, and here are shown two glimpses of the company's chemical laboratory, in which work is carried on in connection with investigations of material used in the manufacture of wires and cables. The equipment is the very latest and includes three electric ovens and an electric muffle furnace, which are to be seen at the rear of the right-hand view.

—and this is the course we adopted in our case—to breed researchers, to develop them; and in order to encourage the best men in the country to take up that work they offered scholarships, fellowships, studentships, and so on. We find in the beginning of 1918 that every dominion in the Empire had a thorough system of scholarship, fellowship, studentship, or something corresponding to these various awards, for the purpose of developing the younger men in research work and of arousing a scientific spirit among those engaged in science and industry throughout the country.

This was the stage at which they arrived, and by using the material they had they determined to make an advance of some sort—to accomplish something. The question was, where should this work be carried on? An attempt was made, particularly in Australia and South Africa, to carry on research work in the laboratories of the government and in the universities, but the attempt was a failure. They found it was impossible to carry on industrial research

for, in its universities, are the training of researchers and the advancement of science—the advancement of fundamental science, not the application of science to industry. When industrial research is undertaken, it involves conditions, apparatus, men, not usually associated with universities; it involves apparatus and equipment that are usually quite unfit for use in a university building, if operations are to be carried on so as to be useful. It is very seldom that work carried on in a university laboratory can be transferred and made useful directly in an industry; the definite object of the particular research is carried out only to the laboratory stage. The next stage is the important one, and it is the stage that cannot be conveniently carried out in the university. That is the semi-commercial stage, where materials are used in quantities which at least bear some proportion to the amounts actually used in the commercial work.

Another fact to be considered is that industrial research occupies a very long time. It may involve the study of a

lines. A somewhat similar course was followed in India. When they came to investigate the work carried on in the government departments, they found that the laboratories were in many cases admirably equipped for routine work, for the carrying on of consulting work in connection with problems of immediate importance to the particular department concerned. But with the equipment there available, they did not have the freedom to carry on, to go forward with research; they were more or less—completely, in fact, in many cases—hampered by government interference and by government regulation. They could not, therefore, proceed as they would have been able to do if they had an institution which was free from either university or government control.

Now, they reached that stage where they began to look about for opportunities to develop the research of the country, and I can assure you every country interested in the matter came to one conclusion—and it is the conclusion we have arrived at here in Canada—namely, that the way to obtain complete organi-



zation of science in a country is to have one central institute, one central body—call it what you please—where the problems connected with industrial progress and development can be studied and investigated by persons capable of arriving at some solution of them. That is the fundamental thing; that is the way to bridge the great gap which now unfortunately exists between university research and industrial research. That is the way in which the two can be blended; that is the way in which the work can be made permanent and most efficient in its character. Both fundamental and practical industrial research must be carried on; the two must go hand in hand.

That is the tendency all over the world to-day. It has become a recognized fact that research must be taken from the individual, isolated laboratories in government departments, in industries and in universities, and brought together, co-ordinated, in the way that I have suggested. Co-operation and co-ordination are now fundamental in connection with research.

#### The Abstract and the Practical

We find that this mingling, this union of abstract science and industrial research has led to the greatest results which have been achieved in connection with industrial development. We find that such organizations as the General Electric and the Eastman Kodak Company have not only acquired millions through industrial research but have contributed some of the most valuable, some of the most intricate and advanced papers on subjects of abstract science that are published to-day. We find men in the General Electric Company contributing papers on the structure of the molecule. We find men connected with the Eastman Kodak Company contributing papers on higher mathematics and mathematical physics, subjects which have nothing to do with the application of science to industry. But these contributors to abstract science may be used by those who are engaged in the application of science to industry—used for purposes of reference—and by those who, by their activities in connection with their own particular organization, are assisting in the development of the country. That is the combination that we require. We require that, at the head of any such research institute, there should be a director and perhaps two sub-directors, all men of recognized scientific ability, men who are specialists in such fundamental sciences as physics and chemistry, and perhaps engineering. These men will serve as a nucleus of a school of research drawing to them others from the outside who will come in and work for the sake of science, for the sake of its advancement, and in that way a great deal of abstract science will be developed which underlies its application to industries.

#### Two Typical Institutes

What do we find is the tendency in connection with purely scientific organization? I have referred to the indus-

tries. We have seen that the big industries are developing pure science, fundamental work—and I refer to the staffs, of course, not to single individuals. But there are dozens engaged in work which has no direct bearing at all upon industry. We have two typical institutes of an ultra-scientific type—the National Physical Laboratory in England and the Bureau of Standards at Washington. It has been found that their staffs, men who are accustomed to exactness to the third decimal place in their work—are the type of men which can be of the greatest possible assistance in connection with industrial research. And what is the result? The Bureau of Standards at Washington is almost submerged by the work they have undertaken in connection with industrial research. They are tackling problems there affecting all parts of the country, from one Portland to the other, one may say; from the most northerly parts of the United States to the most southerly. They are investigating the best methods of utilizing the unused natural products of the country and the waste products of industry, and they are carrying out this work on a scale greater, perhaps, than that on which it is attempted anywhere else, and the scale is increasing. The industries in the United States, therefore, have the great advantage of having their research work checked up, watched and improved, through the work

of the scientific staff of the Bureau of Standards.

The national physical laboratory in England, which has contributed so much to abstract science, mathematics and physics particularly, is on the most intimate terms with the Research Council and is co-operating actively with the various research organizations in the industries throughout the country. They are sending men out from that Institute to assist in the working out of problems connected with the iron industry, the glass industry, and others with which research associations are connected. A large portion of their work is now devoted to matters connected with the application of science to industry, and that work is increasing. The last report of the director of the laboratory stated that the demands upon them for assistance in connection with industrial research were so great that they would have to increase their staff and make special provision in other buildings for future work along these lines.

Now, we see what this all means: the tendency is to bring together so-called abstract science, fundamental science of the university type, and industrial research. This intimate co-operation between those who could set the industrial problems and those whose training and knowledge would aid in their solution can best be effected in a National Research Institute.

## Research—Canada's National Indebtedness

Why Research is Needed in Canada  
Explained by Professor A. B. Macallum,  
Former Chairman of the Advisory Council

"I DO not think the people of this country apprehend what a serious situation faces them as a result of the war and of the financial undertakings in the Dominion during the last twenty years. Before the war the Dominion had a debt of \$336,000,000; that was thought to be a phenomenal one, and the people were wondering how it was going to be paid. To-day, the national debt of Canada is over \$2,500,000,000, and besides that there is a debt of \$3,300,000,000, held chiefly abroad, contracted by our railways, provincial governments and municipalities. That makes a total of \$5,800,000,000.

Now, what is the extent of our developed resources? A careful estimate made something like four or five years ago put the total developed wealth of the country at about \$18,000,000,000; it might possibly run to twenty billions. In other words, if that estimate is correct, about one-third of our developed wealth is already mortgaged, already engaged. Well, how do we stand in comparison with our neighbor to the south? The total developed wealth of the United States is put at from \$320,000,000,000 to \$350,000,000,000. Their debt is under \$40,000,000,000, inclusive of their total liabilities, national, state and municipal. That is, they are mortgaged only to the extent of about one-eighth, whereas we

are mortgaged to the extent of nearly one-third. Our neighbor, too, has enormous wealth. The United States has half the coal supply of the world; we have only something like one-sixth. They have enormous supplies of iron ore and copper ore and all those things that contribute to the development of industry. They have also an agricultural area that will yield crops of all kinds, whereas we have but a limited area, a belt stretching across the continent, two hundred miles north and south, on which crops of certain kinds only can be grown.

Now, how are we going to meet the situation? To go on as we did before? To go on as the old farmer did before he had a heavy mortgage on his farm? It is impossible for us to face that situation without taking a new point of view, and the only possible point of view in the circumstances is that which looks to a new regime so far as science in this country is concerned.

The Research Council endeavored to take that point of view. They endeavored to bring about the organization of a national research institute that would be the centre of scientific activity for a large number of interests in Canada. When we took a census of research development in Canada some seven years ago, we found that only a few firms employed research men or had research



laboratories—in fact, less than a dozen. A statement made by Dr. Stratton, of the Bureau of Standards, four years ago was to the effect that over two thousand private firms in the United States had research laboratories. How are our industries in Canada to compete with our neighbor in these circumstances? We must do what we can. We cannot depend upon protection. Protection is all right enough in itself, but it is not all-sufficient. The people behind the protective tariff wall will begin to kick if we do not bring to the aid of the industries of Canada some other measures that will enable us to make good, that will enable us to show that our products are just as cheap as those of the United States and just as good.

#### Institute an Absolute Necessity

The Research Council felt that a national research institute was an absolute necessity, an institute that would not be under government control but would be sufficiently supervised by an organized body appointed by the government to make it efficient. You have heard a great deal this morning of the part the universities should play in the matter of research. When we started first there were a number of vociferous people in the country who argued that there was no need for a national research institute; that we should give over all this work to the universities. I can tell you, gentlemen, that if that were done the universities would be weakened and their ethics would be lowered.

I recall a conversation I had five years ago with the present Minister of Finance, whose experience in connection with universities had been such as to lead him to tell me that in his opinion they should not be engaged in this matter. From seventy up to forty years ago the universities of Nova Scotia received annually subventions from the legislature of that province. The result was far from being ideal. Every year there was a struggle on the part of each to get its grant increased. An undignified rivalry was developed and charges of exercising improper influence on the legislature was bandied about amongst them. The lobbying which they carried on became such a nuisance that, when Mr. Fielding became premier in 1881, he was compelled to cut off all legislative grants to them. The undignified rivalry and the lobbying ended and the universities, forced to depend for support on their constituencies, ultimately benefited greatly. Mr. Fielding, led by his experience, warned the Research Council against including the universities in our scheme for industrial research, since, as there are eighteen of them in the Dominion, the lobbying and the undignified rivalry would develop on a larger scale, to the scandal of all well-wishers of our universities. For that reason we left them out of our scheme.

#### Universities Not Suitable

And there are other good reasons for so doing. You cannot efficiently carry on industrial research in universities. They cannot furnish the laboratory space

required; they cannot go into the semi-commercial development of the results of such research. Besides, each would have to greatly increase its staff, and there would be an enormous expenditure for salaries. Further, there would be a profound depreciation of the ideal among the younger men in the universities. If they are going in for research they should be taught while in the university to pursue science for its own sake, not with the object of discovering patentable processes, for that would result in poorly-trained researchers and the university itself would be commercialized.

In the projected national research institute, then, would centre all the industrial research activities of the country. To it would resort representatives of the various industries for solutions of their problems; the guilds for research among the industries would find a place there for their research people. Those research men would be supervised by the most highly expert researchers that could be engaged to staff the institute.

Under conditions such as these the results would be vastly better than they would be if the industries, organized in the form of guilds, were to have their own laboratories and be independent of such a body as the National Research Institute. The governing body of the proposed Research Institute will be the Research Council, and it will thus be free from the evils that would be attendant upon government control.

We are still hoping for the establishment of the National Research Institute. I trust that the manufacturers of the country, recognizing the extent to which their own interests are involved, will pronounce upon the situation in some way. We must develop our natural resources; we must develop our industries; we must develop our wealth. Twenty billion dollars as the value of our developed resources should not content us; if we increase that amount to one hundred billions in the next fifteen or twenty years, no one will lose sleep over a debt of \$5,800,000,000.

## The Research Institute in Parliament

Hume Cronyn, Ex-M.P., Chairman of the Parliamentary Committee on Research, Tells Why Research Institute Bill Was Killed

WHEN the Research Council—of which I am the infant member—made its recommendation in favor of a national research institute, the government of the day, it being war time and there being many claims upon the country, referred the matter to a parliamentary committee. Now parliamentary committees are useful in more ways than one; sometimes they kill a thing and at other times they are an educative influence throughout the House. That committee met, if I remember rightly, in 1920. There appeared before it some of the gentlemen who have already addressed you, as well as other well-known scientists from different parts of the Dominion and many distinguished men from the neighboring republic. We had Dr. Stratton, who was then head of the Bureau of Standards at Washington, and we had one of the directors of the Mellon Institute. In its report to the House the committee, while it agreed that scientific and industrial research was worthy of public support, affirmed that it had not been able, in the time available to it, to formulate any scheme designed to carry out the suggestion for the formation of a National Research Institute; indeed, it was not prepared at that time to endorse the recommendation of the Research Council. There was still a feeling among many members of the House that the universities could carry on at least a certain amount of this work.

The government reappointed the committee at the next session, 1921, and after hearing some further evidence and considering the matter, the committee

brought in a unanimous report in favor of a national research institute; that is, it endorsed to the full the recommendations of the Research Council. That report was unanimously adopted by the House. Representatives of seven out of nine provinces spoke in favor of it. The present prime minister, then the leader of the Opposition, made an able speech in its favor. Subsequently a bill was introduced to incorporate a national research institute, providing for the machinery, and so forth. The bill was duly carried through the House and then sent to the Senate—where it died.

I do not think it is worth while to dwell on its death; these post mortems, you know, even about a round table, are not tolerated. But my diagnosis was that the demise of the bill was due really to three causes. The nominal cause, of course, was financial, on grounds of economy. There was an outcry against spending more money in times like those when there were so many demands in other directions; and there was a very great exaggeration of what it would cost. One senator, I remember, said that the establishment of such an institute would involve an expenditure, as I recall the figures, of twenty-five or thirty millions—exaggerated forty or fifty times over.

But the three real causes were these: first, there was a lack of knowledge on the subject. The Senate had not the advantage of a committee to consider the matter, the members of which would discuss the various phases of it with their friends in the lobbies, very often in the chamber itself, thus carrying on



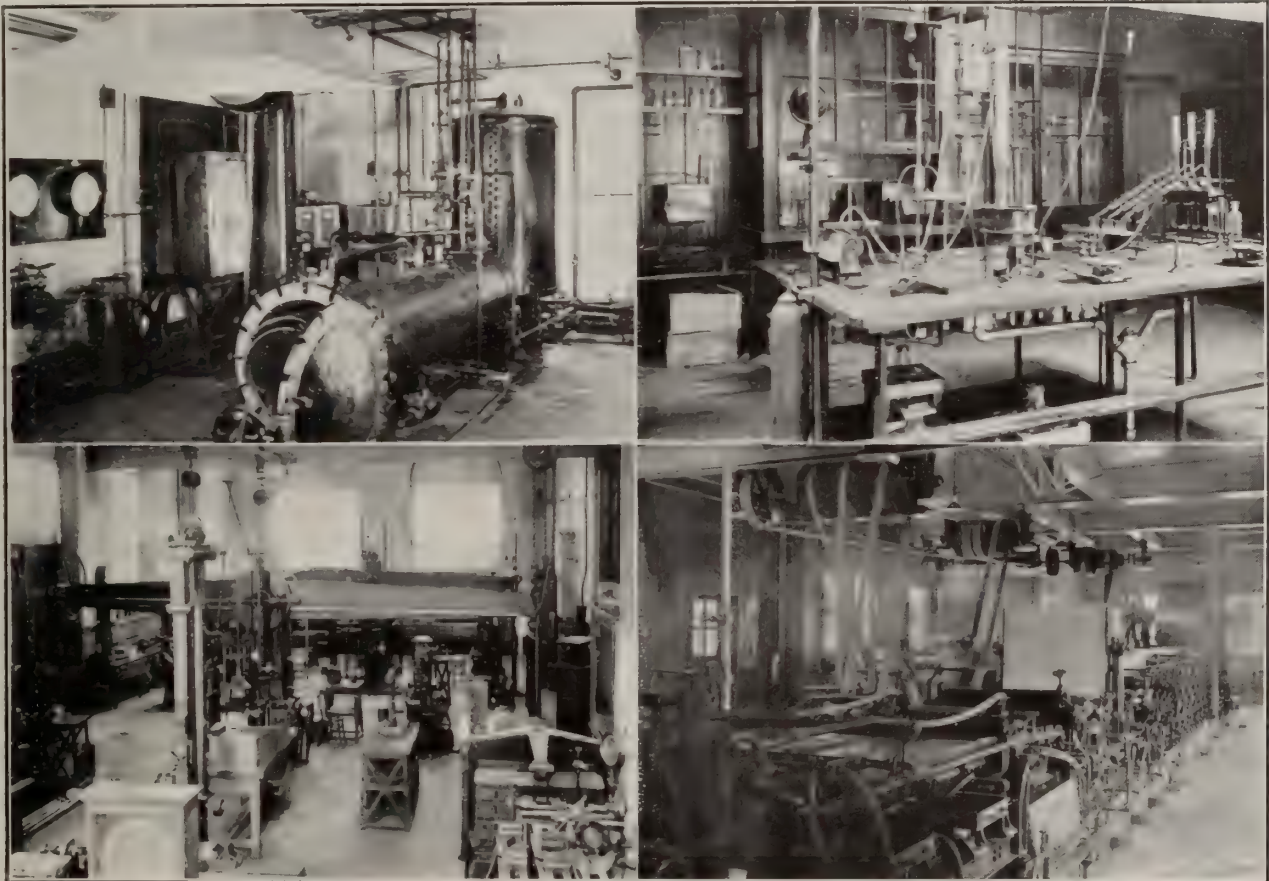
a propaganda, if one may use that objectionable term, in favor of the institute. I say that was not the case in the Senate; many members of that body had never heard of the Commons committee, did not know it had made a report, knew little or nothing about the matter.

Secondly, the government of the day had just killed the Conservation Commission, a body which had been instituted by a Liberal government, had some Liberal members in its personnel, and some very strong supporters in the Senate. They imagined—and it was pure imagination—that this national research

I do not believe would have happened—that a research institute would try to swallow the scientific efforts of certain departments such as those of agriculture or mines. Let me make it clear that I do not in the least degree seek to minimize the importance of the splendid work these departments have been carrying on in that direction; they still have that work to do. But, as has already been explained, they could not handle the work of the industries in the way a national institute could do.

I have here three diagrams which illustrate what has been told you; they may

1917. You see that Japan is in the lead, followed in order by France, New Zealand and Sweden. Then the last diagram represents comparative state expenditure on all scientific activities in 1921. Here the United States shows the largest expenditure; having the wealth of the world in these days she can well afford, perhaps, to spend as much as she does. Great Britain, as you will see, still keeps up a large expenditure. Then come in this order: France, Sweden, Japan—and this thin red line represents Canada's activities; if one included only what was spent on re-



#### EXPERIMENTAL APPARATUS FOR FORESTRY RESEARCH WORK

Scenes in the Forest Products Laboratories, Montreal, in which investigations and uses of Canadian woods. The upper left-hand picture shows part of the experimental wood preservation plant; the upper right-hand picture, a corner of the chemical laboratory; the lower left-hand picture, the laboratory for testing the strength of woods and the lower right-hand picture, a complete paper-making machine of semi-commercial size for experimental work.—Photos by courtesy of the Forest Products Laboratories.

institute was to be a conservation commission in another form, created to give Mr. Meighen a chance to put his friends in the place of the Liberals who had been on the Conservation Commission.

And in the third place, there was a feeling—and there is no reason why we should not meet it frankly, because it still exists—on the part of members of scientific departments of government that this research institute would infringe upon and to a certain extent nullify the work they were doing. Now, I honestly think they were wrong in taking that view. The committee of the House met some of these gentlemen and discussed the matter with them, and it was quite plain that they feared what

help to bring the facts home and cause them to stick in the mind. The first represents the money spent by governments of the world upon scientific and industrial research up to 1906. The large area in white represents the expenditure of Prussia and Germany combined—because Prussia was making expenditures under this head before the German Empire was formed; then you have the United States, the second largest area, in green; France next, in blue; Great Britain next, in red. That indicates the respective attitudes of the then four leading industrial nations with regard to industrial research at that time.

The next diagram represents capital expenditure under this head made since

search, that streak would practically disappear.

A friend of mine said to me the other day—and he was a friend; he did not mean it offensively—“Are you still riding your hobby of scientific research?” Well, all I can say is this: Are these other nations, who are making large expenditures on scientific research, chasing a will-o'-the-wisp? Can this idea be a mere fad or dream? As Dr. Ruttan has pointed out, we are the only British Dominion which has not actively taken steps towards the establishment of a national research institute. Are all the others out of step? Is Canada alone marching forward?



# Figures Prove Canada's Industrial Growth

Statistics for 1920 Recently Issued  
Show General Expansion in That Year

**N**INETEEN twenty was traditionally a great year for Canadian manufacturing industry, with factories largely employed and important expansion taking place in plants and equipment. Evidence that this growth was substantial is contained in the report of the Dominion Bureau of Statistics, which has just been issued. This report gives the following comparative figures for 1919 and 1920, showing that there was an increase all along the line in the latter year:

	1919	1920
Establishments . . . No.	38,344	42,406
Capital invested . . . \$	3,230,686,368	3,439,527,495
Employees		
on salaries . . . No.	88,316	89,108
Salaries paid . . . \$	130,855,002	158,015,914
Employees		
on wages . . . No.	594,118	595,590
Wages paid . . . \$	558,580,707	656,396,763
Cost of fuel . . . \$	69,875,567	69,947,759
Miscell. Expenses . . . \$	367,408,769	422,075,456
Cost of material . . . \$	1,875,615,877	2,189,227,028
Value of products . . . \$	3,520,731,589	4,019,371,869
Value added by manuf. . . \$	1,645,115,712	1,830,144,841

## Ontario in the Lead

Production according to provinces shows Ontario well in the lead with an output of \$2,010,484,334, or over 50 per cent. of the Dominion total. Quebec came second with \$1,120,263,564 and British Columbia third with \$258,544,638. The largest percentage of increase was shown by Saskatchewan, the value of whose products increased from \$59,752,486 to \$72,390,348 or by 21.15 per cent. The smallest increase was made by Prince Edward Island, whose output of \$6,981,908 was an increase of only 1.63 per cent. The percentage increase for all Canada was 14.16 per cent.

An interesting table in the report furnishes particulars of the forty leading industries of the Dominion. While these represent but 54.21 per cent. of all industries, yet in respect of other statistical data they represent from 72 to 78 per cent., or practically three-quarters of all industries. In point of number of individual establishments, lumber mills lead with 3,481, followed by butter and cheese factories, 3,133; plumbing, heating and tinsmithing, 2,159; bread and bakery products, 1,769; men's custom clothing, 1,620; building and construction, 1,548; flour and grist mills, 1,332; printing and publishing, 1,007.

## Order of the Industries

In value of products, the industries having a production of over \$100,000,000 come in the following order:—

Slaughtering and Meat Packing . . .	\$240,544,618
Flour and Grist Mill Products . . .	239,255,461
Pulp and Paper . . .	236,420,176
Lumber, Lath and Shingles . . .	207,163,577
Foundry and Machine Shops . . .	140,428,057
Sugar Refineries . . .	131,722,715
Building and Construction . . .	125,991,038
Butter and Cheese . . .	125,816,656
Rolling Mills and Steel Furnaces . . .	101,616,104
Automobiles . . .	101,465,846

As regards capital invested, the order is as follows:—electric light and power,

\$448,273,642; pulp and paper, \$347,553,333; lumber, etc., \$199,651,576; foundry and machine shops, \$149,323,908; agricultural implements, \$101,107,516; rolling mills and steel furnaces, \$90,632,751; slaughtering and meat packing, \$84,288,306.

## Relative Position of Groups

A new table appears in the 1920 report. This shows the relative position of the ten main groups into which the industries of the country are divided. In this table the vegetable products industry stands first in point of production and cost of materials but occupies a lower position with respect to the other statistical data. Wood and paper products are second in production but first in capital investment. Iron and steel products come third in production, second in capital investment and first in numbers employed and wages and salaries paid.

Dividing the industries according to location and grouping those in urban localities and those in rural localities, it is found, as might be expected, that the

urban predominate. For purposes of comparison, urban centres are classified as those having populations of 750 and upwards. On this basis the comparison is as follows:

	Urban	Rural
Establishments . . . No.	26,687	15,719
Capital . . . \$	2,822,754,820	616,772,675
Employees . . . No.	617,087	67,611
Salaries and wages . . \$	724,259,449	90,153,228
Cost of materials . . . \$	1,668,527,973	520,699,055
Gross value of products . . \$	3,338,991,598	680,380,271

The report concludes with a table of statistics of the principal cities and towns of the Dominion. Compared on the basis of value of products, Montreal, with \$593,881,752, is slightly ahead of Toronto, with \$588,969,742. Hamilton takes third place with \$167,190,671; Winnipeg fourth with \$133,124,442 and Vancouver fifth with \$98,689,520.

## First Vice-President Back From Lengthy Tour

C. Howard Smith, president of the Howard Smith Paper Mills, Limited, and first vice-president of the Canadian Manufacturers' Association, returned on February 24 from an extended visit to the Orient and the Antipodes. He expressed himself as being impressed with the business possibilities of the East from the point of view of the Canadian producer. Canadian goods were in high repute and the outlook for the extension of business in these markets was good.

## Those Present at the Industrial and Scientific Research Conference

- Hon. James A. Robb, M. P., Minister of Trade and Commerce.  
 Senator the Hon. Sir George Foster, Ex-Minister of Trade and Commerce.  
 Hon. H. H. Stevens, M. P., Ex-Minister of Trade and Commerce.  
 Sir Clifford Sifton, Ex-Minister of the Interior and Ex-Chairman of the Commission of Conservation.  
 Hon. Frank Carvell, Chief Commissioner, Board of Railway Commissioners, Ottawa.  
 Joseph H. Harris, M. P. for East York.  
 Wm. Forrester, M. P. for South Perth.  
 Robert Milne, M. P. for Neepawa.  
 John Millar, M. P. for Qu'Appelle.  
**(a) Honorary Advisory Council for Scientific and Industrial Research**  
 Dr. F. D. Adams, Vice-Principal and Dean of the Faculty of Applied Science, McGill University. Chairman of the Council.  
 Colonel F. M. Gaudet. Formerly Technical Officer of the Council.  
 Dr. R. F. Ruttan, Professor of Chemistry and Director of Chemical Laboratories, McGill University. Member of the Council.  
 Dr. A. B. Macallum, Professor of Biochemistry, McGill University. Member of the Council.  
 Hume Cronyn. Member of the Council.  
 S. P. Eagleson, Secretary.

## (b) Dominion Government Departments

### (1) Department of Agriculture.

- Dr. J. H. Grisdale, Deputy Minister of Agriculture.  
 Dr. F. T. Shutt, Dominion Chemist.  
 G. H. Clark, Seed Commissioner.  
 Dr. F. Torrance, Veterinary Director General.  
 Dr. E. A. Watson, Chief Animal Pathologist.  
 R. H. Treherne, Chief of Division of Field Crop Insects.

### (2) Department of Mines.

- Jno. McLeish, Director Mines Branch.  
 Dr. W. H. Collins, Director Geological Survey.  
 M. C. Fletcher, Explosives Division.  
 Wyatt Malcolm, Geological Survey.  
 G. A. Young, Geological Survey.  
 L. L. Bolton, Secretary.



**(3) Department of the Interior.**

Dr. E. Deville, Surveyor General.

**(4) Department of Marine and Fisheries.**

Dr. E. E. Prince, Commissioner of Fisheries.

**(c) Universities and Colleges****(1) University of Saskatchewan, Saskatoon, Sask.**

Professor C. J. Mackenzie, Dean of the Faculty of Engineering.

**(2) University of Manitoba, Winnipeg, Man.**

Professor J. W. Shipley, Department of Chemistry.

**(3) Manitoba Agricultural College, Winnipeg, Man.**

Professor C. H. Lee, Acting President.

**(4) Ontario Agricultural College, Guelph, Ont.**

Professor J. B. Reynolds, President.

**(5) University of Montreal.**

Dr. Augustin Frigon, Professor of Electrical Engineering.

**(6) McGill University, Montreal, Que.**

Dr. F. D. Adams, Vice-Principal and Dean of the Faculty of Applied Science.

Dr. R. F. Ruttan, Professor of Chemistry and Director of Chemical Laboratories.

Dr. A. B. Macallum, Professor of Biochemistry.

**(7) University of Toronto, Toronto, Ont.**

Professor J. Watson Bain, Department of Applied Chemistry and Chemical Engineering.

Dr. W. A. Parks, Professor of Geology.

George A. Mountain, Chief Engineer, Board of Railway Commissioners, Ottawa.

Dr. Harold Van der Lind, New York.

**(d) Canadian Council of Agriculture, Winnipeg**

Thomas Sales, M. P. for Saltcoats, Sask.

Jno. Evans, M. P. for Saskatoon, Sask.

**(e) Canadian Engineering Standards Association**

H. H. Vaughan, Chairman.

Lieut.-Colonel Wm. P. Anderson, Member of the Council.

R. J. Durley, Secretary.

**(f) Lignite Utilization Board of Canada, Montreal**

Leslie R. Thomson, Secretary.

**(g) The Biological Board of Canada**

Dr. A. G. Huntsman, Director, St. Andrew's Biological Station for the Biological Board of Canada.

**(h) Canadian Fisheries' Association**

James H. Conlon, Secretary.

**(i) The Canadian National Millers' Association**

F. C. Corneill, Secretary.

**(j) The Industrial and Development Council of Canadian Meat Packers**

S. E. Todd, Secretary.

**(k) The Rubber Association of Canada**

A. B. Hannay, Manager.

**(l) The Canadian Pulp and Paper Association**

H. F. E. Kent, Kinleith Paper Mills, Ltd., Toronto, Ont., President.

C. F. Bryant, Laurentide Company, Ltd., Grand Mere, Que., Chemist.

Edward Beck, Secretary.

**(m) The Retail Merchants' Association of Canada**

Edward M. Trowern, Dominion Secretary.

F. R. Perrott.

**(n) The Canadian Manufacturers' Association**

The Miner Rubber Co., Ltd., Granby, Que., W. H. Miner, Vice-President and General Manager.

Nichols Chemical Co., Montreal, A. Neighorn, Vice-President and General Manager.

Delora Smelting &amp; Refining Co., Ottawa, S. B. Wright, General Manager.

National Drug &amp; Chemical Co., Ltd., Montreal, T. H. Wardleworth.

Northern Electric Co., Ltd., Montreal, W. C. Adams, Chief Engineer.

The Mond Nickel Co., Ltd., Coniston, C. V. Corless, General Manager.

The Halifax Shipyards Ltd., Halifax, N. S., J. E. McLurg, General Manager.

Canadian General Electric Co., Ltd., Toronto, J. C. Macfarlane, General Solicitor.

E. B. Eddy Co., Ltd., Hull, Que., John F. Taylor, General Sales Manager; A. Pratt, Chemist.

Canadian Yale &amp; Towne Manufacturing Co., Ltd., Ellis H. Jones, General Manager, St. Catharines, Ont.

J. E. Walsh, General Manager.

J. T. Stirrett, General Secretary.

Alex. Marshall, Manager, Commercial Intelligence Department.

W. A. Craick, Editor "Industrial Canada."

Jos. Winfield, Assistant Treasurer.

**Canada to Show Its Products Through France**

Arrangements are now being completed for the despatching to France early this spring of a comprehensive exhibit of Canadian products which will be shown throughout the Republic during the coming summer. It will be recalled that two years ago, a train containing an extensive exhibit of French goods, toured the Dominion and attracted considerable interest. The sending of an exhibit of Canadian goods to France this year will complete the plan for a reciprocal display of goods in each country. The Canadian Government bore the expense of the French exhibition train in Canada, while the French Government will bear the expense of transporting the Canadian exhibition in France.

The Canadian exhibit is being arranged under the care of the Department of Trade and Commerce and a committee representative of leading Canadian interests has been formed for advisory purposes. On this committee, the Canadian Manufacturers' Association is represented by J. E. Walsh, general manager.

The purpose of the exhibition is twofold. In the first place, it will have an educational value, since it will demonstrate to the people of France the extent and quality of Canadian products and will thus serve to advertise the resources of the Dominion. In the second place, the exhibition will afford an opportunity for Canadian manufacturers to sell their products in France or at least to furnish them with an opportunity to appoint agents.

It was not found feasible to transport the exhibit from place to place in France in a railway train. Instead of this, it will be accommodated in a fleet of forty motor trucks which are being built by the French Government for the purpose. The bodies of these trucks, which will contain the exhibits, are 19 feet long, 6½ feet wide and 6½ feet high. Three sides will be enclosed but the fourth will be so constructed that it can be opened up for display purposes. When arranged for exhibition, the trucks will be drawn up in two rows with open sides facing each other and a canopy will be stretched across from one row to the other so as to form a covered passage in case of unfavorable weather.

The exhibit will be shown for the first time at the French Exhibition in Bordeaux, which opens on June 15. Following this, it will be taken on a tour covering about 30 of the principal French cities. Later it will be enlarged and will be shown in Paris for two months.

The various exhibits will be grouped together. Thus, one truck will contain exhibits of grain, another of fruit, another of fish, another of lumber, another of furs, while manufactured goods will be grouped according to the nature of the commodity. It is hoped that manufacturers of kindred lines will associate themselves together and show group exhibits of their products.



# Parliament's Work During Month Reviewed

Good Progress Made During February in Clearing the Order Paper of Time-Consuming Subjects of Discussion

By Industrial Canada's Special Correspondent

THE debate on the Speech from the Throne covering the usual wide range of subjects kept Parliament busily engaged for one week, during which time twenty-nine speakers were heard, eleven Liberals, five Conservatives, twelve Progressives and one Labour member contributing speeches of more or less interest. Mr. Hoey, from the Progressive ranks, moved in amendment to the Speech:

"That substantial reductions of the burdens of customs taxation should be made,"

and J. T. Shaw moved an amendment to the amendment urging economy in order to stop the ever-growing national debt and lighten the burden of taxation. Mr. Shaw's amendment was lost by a vote of 76 to 114 and Mr. Hoey's by a vote of 54 to 140.

The proposed departure from the principle of governmental responsibility for government legislation was discussed under the motion of Mr. Irvine of Calgary.

"That in the opinion of this House a defeat of a government measure should not be considered as a sufficient reason for the resignation of the government unless followed by a vote of lack of confidence."

Thirteen speakers participated in the debate, the resolution being negatived by a vote of 103 to 52, the Liberals and Conservatives opposing the Progressives.

Mr. Woodsworth's motion:

"That in the opinion of this House it is in the interest of world peace that Canada shall withdraw all claims on Germany for reparations,"

precipitated a fiery and in some instances a slightly acrimonious discussion at the end of which the Speaker declared the motion out of order.

The method by and the condition under which Parliamentary representatives

shall be chosen in the future was approached from three angles, the main question being the redistribution which follows each decennial census and which in this case is referred to a Committee of the House of Commons consisting of

tribution legislation in which that system should be applied at the next general election,"

was defeated on a non-party vote of 72 to 90.

The Redistribution Bill will likely result in a loss to Nova Scotia of 2 members, a gain to Manitoba of 2, to British Columbia 1, Saskatchewan 5 and Alberta 4, the other provinces remaining as at present, the total representation in the House being increased from 235 to 245.

The motion of Mr. Millar:

"That, in the opinion of this House, it is desirable that this government should create a commission for the purpose of making enquiry into the grain and potato trade, whose findings might serve as a basis for improvement of present legislation thereto or for the creation in the immediate future of some permanent solution of the grain and potato marketing problem,"

after lengthy debate was agreed to.

The question of the distribution of the loaves and fishes is always one of vital moment to Parliament, and Mr. Powers' motion that:

"In the opinion of this House it is advisable to repeal

chapter 12, 8-9, George V, an Act respecting the Civil Service of Canada," the grain and potato trade, whose findings might serve as a basis for improvement of present legislation thereto or for the creation in the immediate future of some permanent solution of the grain and potato marketing problem,"

after lengthy debate was agreed to.

The question of the distribution of the loaves and fishes is always one of vital moment to Parliament, and Mr. Powers' motion that:



The Court of Honour in the new House of Parliament.

ten Liberals, five Progressives and four Conservatives. Mr. Good's motion:

"That in the opinion of this House the alternative vote method should be adopted for use in future elections for this House in all single member constituencies where more than two candidates are running for election."

was agreed to, whereas his motion:

"That in the opinion of this House, for the purpose of demonstrating the working and effects of the system of true Proportional Representation, one or more multi-member constituencies should be constituted by the Redistri-



"In the opinion of this House it is advisable to repeal chapter 12, 8-9, George V, An Act respecting the Civil Service of Canada,"

resulted in a lengthy debate, a regular attendance of members and well-filled galleries, and with the amendment of Mr. Hughes:

"That the word 'repeal' in the said motion be struck out and the following substituted therefor: 'appoint a Special Committee for the purpose of inquiring into the operation of,'"

was carried on a division of 103 to 66. In some quarters the appointment of a Special Committee to inquire into Civil Service matters is regarded as a forerunner of a return to political patronage.

#### A Conference on Taxation

A very valuable suggestion was made to the Government by Mr. Hoey in advising them to:

"Seriously consider at the earliest possible moment, or as soon as circumstances will permit, the advisability of calling a conference of representatives of the provinces who will meet with the federal representatives and clearly define, if they can, the respective sources to which each body may go in search of the revenue that is necessary to meet its needs..... I think this is a conference the holding of which is long overdue."

Press and other publicity given to the views of the many who regard increased immigration as a national necessity, coupled with the constantly dwindling inflow of new settlers, notwithstanding numerous announcements of increased immigration activities, renders particularly pertinent the notice given by Mr. Jacobs of his intention to have debated the following resolution:

"That in the opinion of this House, certain Orders in Council presently in force, barring and limiting the entry of immigrants, hamper the develop-

ment of the country, are inimical to the national growth and should be forthwith repealed."

Numerous government bills dealing with the French Treaty, cold storage, live stock, fruit containers and seed inspection have advanced one or more steps and the Commons has passed the bill authorizing an advance of a sum not exceeding \$5,000,000 for harbor development work at Vancouver.

#### Copyright Question Again

Two analogous subjects, patents and copyright, both of great industrial importance, are before Parliament in the form of government bills. Inventors and authors are similarly situated in that each desire protection against unauthorized construction or duplication of their creations. The Patent Bill grants the inventor this protection for a period of eighteen years coupled with the important condition that the protection may be cancelled if the Canadian demand for the patented commodity is mainly supplied from goods manufactured outside of the Dominion. The Copyright Bill vests in the author absolute ownership of his production for his lifetime

and fifty years thereafter without any safeguarding provision that the Canadian market must be supplied or that Canadian printers and publishers may have the privilege of printing copyrighted works on the same or similar terms granted by the author to foreign firms. Canadian printers and publishers contend that the enactment of the present Copyright Bill will be injurious to the Canadian book manufacturing industry; they argue that when a United States book publisher is approached regarding publication within the States he will stipulate that he must have Canadian rights also and on account of the size of his home market will, generally speaking, have his request granted, to the serious detriment of Canadian producers; they likewise argue that United States magazine publishers with a Canadian circulation, when offered serial rights in the States will insist on Canadian rights also, thereby placing Canadian magazines under a serious handicap. They contend that the Copyright Bill should be dropped or amended so as to provide:

#### Two Main Contentions

1. That Canadian printers and publishers of books may secure from the author, permission to print in Canada on payment per copy of royalties not larger than the author is receiving in any other country.

2. That Canadian printers and publishers of magazines may secure from the author, serial and short story rights on any copyrighted matter published elsewhere on payment of a royalty which, calculated on the basis of circulation, is equal to the highest royalty received by the author from any foreign magazine.

Companies interested in the production of books and magazines in Canada are busily engaged placing their views before members of Parliament and Senators and are hopeful of securing just

(Continued on page 72)



AS THE PARLIAMENT BUILDINGS WILL APPEAR WHEN COMPLETED

This is a photograph of the architect's drawing, showing the upper portion of the tower, which is at present unfinished. The design of the upper part will be altered somewhat so that a flag pole can be used at the top.



# Canadian Made Textiles Arouse Admiration

Buyers and Public Crowd to See Second Annual Canadian Textile Products Exhibition in Mt. Royal Hotel, Montreal

By J. L. Charlesworth

A SPLENDID demonstration of Canadian made garments and textiles brought crowds of people to the Mount Royal Hotel, Montreal, from February 19 to 23. The occasion was the second annual Canadian Textile Products Exhibition, held under the auspices of the C. M. A. and made successful by about 135 manufacturers who took space in the show. The entire ninth floor of the building was taken by the exhibition, booths of trellis work with floral decorations making an attractive setting for their displays.

During the mornings and afternoons the exhibition was purely a trade fair, open only to buyers, who took advantage of the opportunity to place their spring orders. When the records are complete it is expected that they will show a registration of over 7,000 and reports from the manufacturers exhibiting indicate that the business done made any trouble they had taken well worth while.

From the advertising standpoint the evenings were the main part of the show for it was then that the public were admitted. They availed themselves fully of the opportunity. On Thursday evening there were 3,500 people on the exhibition floor, crowding the space to such an extent that the elevator men had to refuse to take any more up.

The style parade, a new feature with this year's show, also aroused the public's enthusiasm. It was put on in the afternoons from Monday to Thursday and on Thursday evening. Not only the mezzanine floor where the mannequins paraded, but also the large rotunda below were filled to capacity by sight-

seers. On Thursday afternoon and evening the crowds were so dense that the gallery was restricted to ticket holders and the hotel management had to station police at the doors. About 2,000 people, it is estimated, were turned away.

biton was held after their season was closed, they took space and in many cases had models specially made for the exhibition. They were all very enthusiastic and many of them expressed the desire that shows be arranged at a later date for women's wear exclusively.

Col. C. H. Gibbons, who managed the exhibition, J. M. McIntosh, treasurer and representative of the C.M.A., and F. W. Stewart, Cluett, Peabody & Co., Ltd., chairman of the executive, deserve congratulations for their efficient work. R. P. Sparks, Sparks-Harrison, Ltd, chairman of the style parade committee, Glen S. Case, Mrs. Dorothy Barr, of Almy's, Limited, E. M. Atkinson and Mrs. C. H. Gibbons were responsible for the special features of the exhibition and to them, as well as to many of the exhibitors who gave willing assistance the thanks of all are due. The management speak in the highest terms

## MARGARET CURRIE'S CHATS MADE IN CANADA

One of the greatest of our national faults is our reluctance to believe that anything good can come out of Canada. Perhaps we are overshadowed by the sheer weight of the great country to the south of us; perhaps we are obsessed with the idea of the great mother country, but certain it is that as a nation we need to be imbued with national pride, to realize that Canada has forged rapidly ahead in every line of endeavor, and that Canadian poetry, Canadian fiction, Canadian magazines and Canadian textiles are equal to those of any other nation.

It is a decided step forward to have our Canadian manufacturers joining forces in such an exhibit as that featured by the Canadian Textile Products at the Mount Royal Hotel this week.

One hundred and fourteen firms were represented in the tastefully designed booths and ninety-five of these exhibited in the style parade that has taken place every afternoon and that has been the object of intense interest to thousands of men and women.

Did you know there were so many firms in Canada making garments for men and women; you who think you must have the latest thing from New York, "le dernier cri" from Paris? Shirts and collars, hats and caps, neckwear, silk scarfs, shoes, canes, sport accessories, suspenders, cravats, hats, corsets, gloves, hosiery, underwear, lingerie, silk and wool sweaters, buttons, cottons, prints, gingham, silks, canton crepes, homespun, woollen goods, blouses, prints, gingham, silks, can on crepes, homespun, woollen you may see "made in Canada."

It is an exhibit of the greatest educational value and I would suggest that in future, special mention should be made in the schools of an exhibition of this character for certainly nothing would be more valuable to our future men and women than instruction in the resources of our country.

Many women think that Canadian styles are not up-to-date but if they would see the charming frocks, the silken hosiery, the smart costumes, the dainty shoes in the booths at the Mount Royal they would be convinced that other countries have nothing to offer us any better than the products of our own manufacturers.

As a matter of fact, our Canadian materials are in demand in other countries. Switzerland, Australia, South Africa are all anxious to see what we can offer and even New York is interested in our homespun, one of the most distinctively Canadian of our products. The handwoven, hand-dyed materials, the blankets, the bedspreads, the attractive bags in brilliant colorings are most interesting to residents of other countries and we Canadians are, I think, a little remiss in our failure to see the possibilities of these things for frocks and for household decorations.

Unfortunately, the exhibition has closed but I sincerely hope it may be made an annual affair and that our citizens may not be slow to avail themselves of the opportunity to see just how many things we wear are made in Canada.

Margaret Currie

A Tribute from Margaret Currie of the "Montreal Star."

Another new feature was the "boudoir reception" on Wednesday and Thursday afternoons, organized and directed by Mrs. C. H. Gibbons. This, being a display of lingerie, was open only to ladies. Six models demonstrated the latest ideas of nine Canadian manufacturers of feminine frivolities.

The exhibition was a remarkable demonstration of the great variety, excellent quality, style and finish of Canadian made fabrics and garments. The co-operation of all the exhibitors made for the success that was attained in business done and publicity. The manufacturers of women's garments deserve particular mention, for although the exhi-

of the co-operation that was shown by all.

The value of such exhibitions as this for the particular trade they serve and the Made-in-Canada movement in general cannot be over-estimated. Where Canadian goods have to compete in their home market with products of many other countries, advertising of some sort is essential. No better way can be devised than showing the public exactly what Canadian manufacturers have to offer and letting them judge for themselves how favorably the home-made article compares with the imported. The example of the textile industries might be profitably followed by several other manufacturing groups.



# News and Views of the Association

## Executive Council Transacts Much Business

### Holds Session at Ottawa and Hears Reports From All Standing Committees

OWING to illness among members of the Executive Council, attendance at the meeting held in Ottawa on February 22nd was rather under normal, but what the session lacked in numbers was made up in the variety and extent of the matters covered in the committee reports.

The chair was occupied by J. H. Sherard, Montreal, one of the past presidents of the Association.

#### Executive Committee

In the course of its report, the Executive Committee referred to the work of the Association's Special Committee on Taxation, which had culminated in the presentation of recommendations to the Government on January 25. The work of this committee was carefully summarized.

*Immigration.*—The Committee reported that, in accordance with the instructions of the Executive Council, special attention had been devoted to the question of immigration. A considerable amount of information had been collected through various channels and forwarded to the Government. This service had been appreciated and the Minister of Immigration and Colonization had sent a letter thanking the Association for its constructive suggestions.

*British Empire Exhibition.*—It was reported that the Dominion Government had sent its Exhibition Commissioner to Great Britain to investigate the proposal to hold a British Empire Exhibition in London in 1924 and that until his return the Government would not announce whether or not Canada would participate. As previously reported, the Association had already recommended that Canada should participate provided the Government was satisfied with the management and also the terms offered.

*International Chamber of Commerce.*—Announcement was made that, following the receipt of an invitation from the British National Committee of the International Chamber of Commerce to send a representative to the conference to be held in Rome, from March 18 to 24, the committee had asked the president to attend. Mr. Shaw was now on his way to the conference. On his way back, he would visit the United Kingdom and take up some matters of association business pending with the Federation of British Industries, and the

Canadian Chamber of Commerce, London, besides securing information in regard to the proposed economic conference of the British Empire and the British Empire Exhibition.

*Made-in-Canada Exhibit to France.*—The committee explained that the French Government had offered to pay the expense of a Canadian exhibition train in France, in a similar manner to that in which the Canadian Government had borne the expense of the French train in Canada in 1921. A committee of five, one of whom was the General Manager of the Association, had been

#### ANNUAL MEETING 1923

*Toronto has been selected as the place for the holding of the 1923 Annual General Meeting of the Association and the dates — June 11, 12, 13 and 14. Approval was given to the arrangement by the Executive Council at its meeting in Ottawa on February 22. It was recommended that as far as possible general sessions be held in the forenoons, leaving the afternoons free for committee meetings, private business and entertainment.*

appointed to carry out the enterprise but the Government accepted full responsibility and was making it a national exhibit. The Association's part was to draw the attention of its members to the opportunity of exhibiting their goods in France and giving any other possible assistance.

*Membership.*—The Membership Committee reported that, for the ten months of the present fiscal year, 340 new members had been added to the membership.

#### Transportation Committee

A number of matters which have been receiving the attention of the Transportation Committee recently were taken up in the Committee's report. These dealt among other matters with the following:

*Conference Rulings.*—It was reported that the General Manager of the Association had under negotiation with the Board of Railway Commissioners the propriety of the Board issuing such rulings from time to time briefly setting

forth the controlling factors governing previously decided cases where certain controversial issues were involved. The Committee expected to be able to report progress at an early date.

*Telegraph Company's Errors.*—The Assistant Manager of the Department reported that a considerable number of replies had been received to the circular forwarded to members asking for reports on experiences with telegraph companies with respect to errors in transmission or non-delivery of telegrams. A number of specific cases were reported which had resulted, in many cases, in more or less serious loss. The Committee had instructed the Assistant Manager to forward the information to the Board of Railway Commissioners, with the request that some action be taken which would adequately protect the interests of members, and to direct the Board's attention to the recent decision of the Interstate Commerce Commission extending the liability of telegraph companies in the United States for errors or delay in transmission or non-delivery of telegrams to \$500 for unreported and \$5,000 for repeated messages.

*Service via Panama Canal.*—A second circular had been sent to members requesting particulars as to tonnage moving westbound to British Columbia, information received from the first circular not having proved very complete. The Committee appreciated that the situation was one requiring the fullest investigation with a view to taking such action as would be in the best interests of the Association as a whole and that would conserve the B. C. market to Canadian manufacturers. As soon as further data was available, an early meeting would be called to consider the question.

*Fuel Problems of Canada.*—It was stated that the Canadian Institute of Mining and Metallurgy had extended an invitation to officers and members of the C.M.A. to attend their annual general meeting to be held in Montreal on March 7, 8 and 9. Thursday, March 8, would be devoted to a discussion of Canada's fuel problem. Inasmuch as the question of transportation was more or less involved, the Committee recommended that the Assistant Manager should attend and that the Association Fuel Committee should also be represented.

*Alleged Shipping Combine.*—The Committee stated that close attention would be paid to the proceedings before the Royal Commission which had been appointed to investigate the alleged shipping combine on the Great Lakes. The secretary of the Prairie Division had been instructed to attend the sittings



in Winnipeg and furnish a full report of the same.

### Tariff Committee

The Tariff Committee presented a brief report containing the usual list of Board of Customs decisions, departmental rulings, etc., which are published elsewhere. It also reported on the following matters:

*New Franco-Canadian Convention.*—It was explained that this convention, after being approved by the French Chambers and by the Parliament of Canada, would be ratified and the ratifications exchanged as soon as possible. It would come into force immediately after ratification and would remain in force until terminated by either country after six months' notice. It removed all the discriminations against Canada described in the memorial presented by the Association to the Dominion Government in Feb., 1922. The tariff schedules were published in the January issue, with explanatory memorandum and comparative rates of duty.

*Canada-Italy Commercial Convention.*—Reference was also made to the new commercial convention between Canada and Italy which had been introduced in the House of Commons and would come into effect when passed by the Parliaments of both countries and formally ratified. It provided that Italian goods might enter Canada at the lowest tariff rates granted by Canada to any other foreign country. In return, Canadian goods were extended most-favored-nation treatment by Italy.

*Taxation Conference.*—The Tariff Committee also reviewed the work of the Special Committee on Taxation, of which it had formed part, and announced that the resolution presented to the Government had been published in *Industrial Canada*, along with an explanatory memorandum.

### Legislation Committee

The Legislation Committee reported at some length on various measures which were pending in Parliament and the provincial legislatures, including the revision of the Bank Act; the Commercial Agreement Act, 1923, Ontario; the Sales of Securities Act, 1923, Ontario; the Mechanics and Wage Earners' Lien Act, Ontario; the Companies Act Amendment, 1923, Ontario; the Bankruptcy Act; the Patent Act; the Trade Mark and Design Act; and the Corporations Tax Acts of Saskatchewan, Alberta and Quebec.

### Commercial Intelligence

A progress report for the month was submitted by the Commercial Intelligence Committee and the following matters were referred to:

*Short Courses in Export Trade.*—It was reported that the short courses conducted at the University of Toronto, McGill University and L'Ecole des Hautes Etudes Economique had been a decided success in the matter both of attendance and benefit received. Over 80 registrations were made at Toronto; over 130 at

McGill, including some regular McGill students. The hope was expressed that a conference would be arranged for the discussion of results, improvements for the future and the possibility of issuing a printed summary of work accomplished.

*Canadian Trade Index.*—The Committee reported that editorial work had been completed and that the printers had put on a night staff to furnish a larger number of proofs daily so that the publication might be expedited.

*National Production Mark.*—It was stated that, through the Trade Sections Department, views were being obtained from different trades with regard to the use of a national production mark or design. While prospects so far were not very hopeful, there were indications that, provided an attractive design were worked out, the presentation of this in more concrete form might lead to more general acceptance.

*Export Meetings.*—It was announced that, in accordance with the decision of the Executive Council, a series of meetings had been arranged at which officers and commissioners of the Department of Trade and Commerce would make addresses. Reference to these meetings is made elsewhere in this issue. Division secretaries had also been kept posted to see if any demand arose for similar meetings in other parts of the country.

*British Admiralty Requirements.*—The Commercial Intelligence Department is summarizing information regarding orders for the British Admiralty. Forms used for tendering for a wide range of commodities have been received and inquiries are being instituted as to the possibility of Canadian tenders being accepted. The main point remaining for consideration is whether Canadian suppliers are likely to be in a position to supply great enough quantities to warrant the Admiralty in sending over inspectors at frequent intervals or in making permanent arrangements for inspection in Canada.

### Insurance Committee

A short report was presented by the Insurance Committee dealing with one or two recent developments.

*Model Fire Insurance Policies.*—For several years past attempts have been made to make uniform the statutory conditions governing fire insurance policies in the various provinces. Proposed uniform conditions have been discussed at several annual conferences of provincial superintendents of insurance. At the conference in Vancouver in October, 1922, practically all parties, including insurance companies, the C.M.A. and the superintendents, arrived at unanimity of opinion. At a later date attempts were made in some provinces, notably Saskatchewan and British Columbia, to introduce legislation which did not conform with the recommendations made by the Vancouver Conference. The Insurance Committee, acting in conjunction with other organizations, made strong representations against the introduction

of this legislation. Practically all the provinces have agreed not to introduce any fire policy legislation until after the next annual conference of superintendents can discuss the matter further.

### Education Committee

A special report dealing with the Scientific and Industrial Research Conference in Ottawa was presented by the Education Committee, as follows:

"At the annual meeting of the Association, held at St. Andrews, N.B., in June last, your Committee was requested to deal with the question of scientific and industrial research.

"As scientific and industrial research has been carried on for many years in Canada, your Committee thought it might be advisable to call a conference which would survey the work that had been done and receive suggestions in regard to what may be done in the future.

"Accordingly, a recommendation to this effect was submitted to the Executive Committee which approved it, voted funds, and passed it on to the Executive Council which endorsed it.

"The conference was held in Ottawa on February 20th, 21st and the forenoon of February 22nd.

"At the first session, the chairman and three members of the Honorary Advisory Council for Scientific and Industrial Research set forth their plans for the development of research in Canada and stated what they had been able to accomplish up to date.

"At the second session, the Dominion Government Departments of Agriculture, Mines, Interior and Marine and Fisheries presented extensive reports on the research work done by them.

"At the third session, the research work of the following universities and colleges was described by representatives of these institutions: University of Saskatchewan, University of Manitoba, Manitoba Agricultural College, Ontario Agricultural College, University of Montreal, McGill University, and the University of Toronto.

"At the fourth and fifth sessions, the work of the Canadian Engineering Standards Association, and the Lignite Utilization Board was described. A number of our own members, including those who are also members of the Canadian Pulp and Paper Association and the Rubber Association of Canada, described the research work done in their own plant laboratories.

"The Canadian Council of Agriculture, Winnipeg, approved holding the conference and co-operated by sending two representatives.

"A great deal of valuable information, presented by the above organizations and individuals, has been recorded and your Committee recommend that the proceedings of the conference be printed and distributed to our members and others who are interested in the extension of research work for the purpose of ascertaining their views as to what further action should be taken by the Association."



# Annual Meetings of Various Associations

## Metal Trades Safety Association Elects Officers

The annual general meeting of the Metal Trades Safety Association, representing employers in classes 7, 8, 9 and 10 under the Ontario Workmen's Compensation Act, was held on February 6 at the King Edward Hotel, Toronto. Representatives were present from Acton, Bolton, Brampton, Brantford, Dunnville, Galt, Georgetown, Hamilton, Ingersoll, Oshawa, Ottawa, Preston, St. Catharines, Toronto, and Walkerville. The following were elected directors:—

W. H. Burgess, International Malleable Iron, Guelph; J. C. Callaghan, The Steel Co. of Canada Ltd., Hamilton; W. S. Campbell, Canadian General Electric Co., Toronto; H. H. Champ, The Steel Co. of Canada Ltd., Hamilton; W. C. Coulter, Booth-Coulter Copper & Brass, Toronto; W. R. Geikie, The Pedlar People Limited, Oshawa; A. R. Goldie, Goldie & McCulloch Co. Ltd., Galt; R. T. Herdegan, Dominion Forge & Stamping Co., Walkerville; Wm. Inglis, The John Inglis Company Ltd., Toronto; J. S. Leitch, Collingwood Shipbuilding Co., Collingwood; J. L. Lewis, American Can Company, Hamilton; R. A. MacDougall, The National Cash Register Co., Toronto; J. F. MacKay, John Morrow Screw & Nut Co., Toronto; P. McMichael, The Dominion Radiator Co. Ltd., Toronto; C. A. Meadows, Geo. B. Meadows Limited, Toronto; C. C. Myers, Northern Aluminium Co. Ltd., Toronto; C. H. O. Pook, Canadian Westinghouse Co. Ltd., Hamilton; F. H. Rutherford, The B. Greening Wire Co. Ltd., Hamilton; A. T. Thom, Ontario Wind Engine Wire Co. Ltd., Toronto; J. O. Thorn, Metallic Roofing Co. Limited, Toronto; W. C. Turnbull, The Turnbull Elevator Co. Ltd., Toronto.

At a subsequent meeting J. C. Callaghan was elected chairman and H. H. Champ, W. H. Burgess, W. G. Turnbull and W. S. Campbell, vice-chairmen.

## Implement and Vehicle Industry in Safety Movement

The Implement and Vehicle Manufacturers' Safety Association, representing employers in Class 11, under the Ontario Workmen's Compensation Act, held their annual meeting at the King Edward Hotel, Toronto, on February 8, with representatives present from Aurora, Brantford, Chatham, Hamilton, Oakville, Oshawa, Toronto and Welland. The following were elected directors:—

J. A. Bain, The Bain Wagon Co., Limited, Woodstock; W. H. Cox, International Harvester Co., Hamilton; F. I. Fox, Ford Motor Co., Toronto; J. W. Gibson,

Canada Cycle & Motor Co., Toronto; N. McIlveen, General Motors of Canada, Oshawa; J. T. Orr, Massey-Harris Co., Ltd., Toronto; Geo. Valentine, Massey-Harris Co. Ltd., Toronto; C. F. Verity, Verity Plow Co., Ltd., Brantford.

At a subsequent meeting of directors, W. H. Cox was elected chairman and N. McIlveen, vice-chairman.

## Woodworkers Accident Prevention Association Meets

The Woodworkers Accident Prevention Association, representing employers in Class 4 under the Ontario Workmen's Compensation Act, held their annual meeting at the King Edward Hotel, Toronto, on January 30. Representatives were present from Woodstock, Tavistock, Mimico, Collingwood, Markham, St. Thomas, Dunnville, Whitby, Georgetown, and Niagara Falls. The following directors were elected:—

H. S. Cane, William Cane & Sons Co., Limited, Newmarket; W. H. Firstbrook, Firstbrook Bros. Limited, Toronto; John T. Ham, Ham Bros. Co., Limited, Brantford; W. C. Laidlaw, R. Laidlaw Lumber Co., Limited, Toronto; W. G. Meakins, Meakins & Sons, Limited, Hamilton; W. S. Morden, Ontario Timber and Ranching, Toronto; Thos. Patterson, Patterson and Crosthwaite, Hamilton; K. J. Shirton, The William Shirton Co., Dunnville.

At a subsequent meeting, H. S. Cane was elected chairman and W. H. Firstbrook, vice-chairman.

## Printing Trades Discuss Accident Prevention Methods

The Printing Trades Accident Prevention Association, representing employers in Class 19 under the Ontario Workmen's Compensation Act, held their annual meeting on January 26. J. G. Wilson, chairman, presided and there was a good representation of the class present, including members of the Montreal Typothetae and Toronto Typothetae. The following were elected directors:—

L. T. Acton, Acton Publishing Co., Limited; Geo. Brigden, Brigdens Limited; Q. B. Henderson, Davis and Henderson Limited; F. M. Kimbark, Business Systems Limited; D. Murray, Murray Printing Co.; H. L. Rous, Rous and Mann Limited; Dudley Thomas, Copp, Clark Co., Limited; J. G. Wilson, The Wilson Press, all of Toronto.

At a subsequent meeting Q. B. Henderson was elected chairman and F. M. Kimbark, vice-chairman.

## Leather, Rubber and Tanners' Safety Association

On February 13 the annual meeting of the Leather, Rubber and Tanners' Safety Association, representing Group 16 under the Ontario Workmen's Compensation Act, was held in Toronto, with members present from New Toronto, Peterborough, Kitchener, Preston, Montreal and Toronto. The following were elected directors:—

F. H. Ahrens, Chas. A. Ahrens Limited, Kitchener; A. O. T. Beardmore, Beardmore & Co., Toronto; A. Brandon, Brandon Shoe Co., Limited, Brantford; C. S. Corson, Corson Shoe Mfg., Co., Toronto; E. H. Koken, Goodyear Tire & Rubber Co., Limited, Toronto; F. L. Riggs, Gutta Percha & Rubber Limited, Toronto; C. E. Hurlbut, Hurlbut Co., Limited, Preston; Chas. Robson, Robson Leather Co. Ltd., Oshawa.

At a subsequent meeting of directors, A. O. T. Beardmore was elected chairman and C. E. Hurlbut, vice-chairman.

## Builders Hold Annual Meeting in Quebec City

An interesting display of construction materials was a feature of the annual meeting of the Association of Canadian Building and Construction Industries, held at the Chateau Frontenac, Quebec, from February 6 to 9. This was arranged by the members of the manufacturing and supply section and among the companies exhibiting were:—

Pannill Door Co., Toronto; Interlocking File Co., Toronto; Bishopric Manufacturing Co., Ottawa; Dominion Radiator Co., Montreal; Dennis Wire & Iron Works Co., London; Pedlar People Limited, Oshawa; Interprovincial Brick Co., Toronto; Trussed Concrete Steel Co., Walkerville; Canadian Metal & Steel Products Co., Toronto; Dominion Paint Works, Walkerville; Citadel Brick & Tile Co., Quebec; Taylor-Forbes Co., Limited, Guelph.

Reports reviewing the year's work were presented by the Secretary; the Hon. Treasurer; and the committee on Labor, Apprenticeship and Seasonal Employment and Standard Practices.

The following officers were elected:—President, Joseph M. Pigott, Hamilton; 1st vice-president, James Mackie, Winnipeg; 2nd vice-president, John V. Gray, Toronto; Hon. secretary, John Grieve, Montreal; Hon. treasurer, F. B. McFarren, Toronto; past president, J. B. Carswell, Toronto.



# News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman.....J. E. McLurg, Halifax Shipyards, Limited, Halifax, N.S.  
 Vice-Chairman...J. A. Reid, Hartt Boot & Shoe Co., Ltd., Fredericton, N.B.  
                     C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
                     J. L. Macdonald, Atlantic Underwear, Ltd., Moncton, N.B.  
 Secretary.....H. R. Thompson, Box 470, Amherst, N.S.

THE regular quarterly meeting of the Executive Committee, Nova Scotia Accident Prevention Association, was held in the office of the Maritime Division, C. M. A., at Amherst, N. S., on February 8th. Full reports were received from the various officers of the association.

The secretary submitted copy of the first issue of a newsletter, which it is intended to have sent every three months to all the employers under the Compensation Act. After offering some suggestions towards improving the newsletter, the Executive Committee approved the proposal.

The question of interesting the principal newspapers throughout the province in the problem of accident prevention, both industrial and public, came up for full discussion. Various ways and means of enlisting the co-operation of the press were considered and the officers requested to take action accordingly.

A special poster which was sent out to all of the firms in the lumbering group was also submitted at the meeting and was favorably commented on. The staff was authorized to prepare similar bulletins for other classes under the Act.

During the past few months it has been the practice of the association to send personal letters to each firm having accidents during the month. This policy was again discussed and it was the consensus of opinion that perhaps it was the best means of impressing the employers with the need of accident prevention work.

Tentative plans for the annual general meeting were discussed and it was left to the president and secretary to complete arrangements. The meeting will probably be held about the middle of April.

F. W. Armstrong, Vice-Chairman of the Compensation Board, attended the meeting by special invitation and conferred with the members of the committee regarding the questions of merit-rating, malingering, cost of medical aid, etc. Mr. Armstrong stated that the Board would be pleased to meet the employers of any class, desiring the adoption of a merit-rating scheme, in order that the various systems could be discussed. After due consideration, it was decided that owing to its complicated nature, this question should be brought up at the annual meeting, and an opportunity thereby given all employers to familiarize themselves with the intricacies surrounding the application of a merit-rating system.

In the evening a supper was held to which the employers of Amherst were invited. This occasion afforded a good

opportunity for outlining the objects and work of the association and for enlisting the co-operation of the local employers towards the prevention of industrial accidents.

## Export Meeting Held by the Association in St. John

A meeting was held in the Board of Trade Rooms at St. John, under the auspices of the Maritime Division, Canadian Manufacturers' Association, on the afternoon of February 20th, to consider matters affecting the import and export trade of the district. The meeting was well attended and presided over by W. S. Fisher, who after calling the meeting to order, clearly and concisely outlined the desirability of obtaining foreign markets for the Maritime products of the sea, forests, mines and factories.

W. J. Egan, Canadian Trade Commissioner for South Africa, was at the meeting and fully reviewed the conditions surrounding the development of trade with the section of the Empire which he represented. He offered many valuable suggestions to those who are already carrying on export business as well as to those who are desirous of doing so. He also took the occasion to constructively criticize some of the methods adopted by certain exporters.

After Mr. Egan's talk, the meeting was thrown open for general discussion and a number of problems affecting the export trade of the Maritimes received consideration.

## Alliance of Steel and Coal Miners Planned

A movement is now on foot to bring about an affiliation of the Cape Breton "Steel Workers'" and "Miners'" Unions, with the object of joining forces for mutual protection. The steel workers are asking for an eight-hour day and a fifteen-per-cent. wage increase. The miners are considering a proposal to reopen the present wage agreement with the British Empire Steel Corporation with a view to obtaining the 1921 rates. Preliminary arrangements have been made for the alliance and it is expected that a joint executive will be appointed in the very near future.

## The Coal Miners and the Red Internationale

The executive of District No. 26, U. M. W. of America, recently decided to bow to the will of the International Executive on the question of affiliation with the Red Internationale of Moscow. Although accepting the ruling of International Executive that the miners cannot

belong to Red Union and the U. M. W. at the same time, the District Executive is still hopeful that a future alliance will be possible. An appeal from the ruling will be made to the next International Convention. Following out their decision, the District Executive will withdraw their application for Red affiliation.

## Steel Workers' Union Enlist Aid of Clergy

The Steelworkers' Union in Sydney have enlisted the assistance of the local clergy in their efforts to obtain an eight-hour day. Resolutions have been adopted urging the clergy to co-operate with them, from humanitarian motives, in an endeavor to abolish the long shifts. As a result, a delegation of the clergy recently met with representatives of the union and considered the question from the standpoint of the workers. The clergymen afterwards met officials of the Steel Corporation for the double purpose of presenting the views of the workers and hearing the company's side of the case. The company officials explained that as their plant had to compete with other Canadian and American plants, where the eight-hour day is not in vogue, it would be suicidal for them to adopt it—inasmuch as the resultant increased cost of production would make the Sydney steel unsaleable and mean the closing down of the works.

## Prospects Brighter in Steel and Iron Industry

Commenting on the 1922 business of the British Empire Steel Corporation, Roy M. Wolvin, president, stated in the annual report issued last month that the demand for steel had remained dormant until near the close of the year. Except for limited quantities of rails made for Canadian roads and of wire products for exports, the movement of iron and steel, though better than the previous year, had still been greatly restricted and prices had been depressed. Costs of production, chiefly because of low output, had not improved.

Prospects for 1923 were more favorable. There was promise of greater activity in the demand for iron and steel and already a number of contracts had been made for pig iron and various kinds of steel, railway cars and other railroad supplies.

### MR. SHAW IN ROME

*The President of the Association, John R. Shaw, of Woodstock, left last month for Rome, where he will act as the official representative of the Canadian Manufacturers' Association at the International Chamber of Commerce Congress, meeting from March 18 to 24. The Association was the only body in Canada to receive an invitation to attend the Congress and it was deemed fitting that the President himself should represent the organization at this important gathering.*



# Recent Activities of Ontario Division

Headquarters of Division—Bank of Hamilton Building, Toronto

Chairman...Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
Vice-Chairman.....George Brigden, Brigden's, Limited, Toronto  
Secretary....J. M. McIntosh Travelling Secretary....O. C. Pease

**M**EMBERSHIP work is being steadily carried on by means of visits to prospects by members of the divisional staff. As a follow-up to the strong circular letter sent out earlier, another invitation to prospective members has been sent to the whole provincial list.

The proceedings at Queen's Park Legislature are carefully watched in the interests of the Division, and members of the staff are present at the more important debates in order that they may have first hand information.

Now that the Ontario Legislature has settled down to business, there has been a considerable amount of activity in connection with the various bills and amendments which have been offered to the House.

Amongst the bills affecting this Division is the Commercial Agreements Act of 1923 (Anti-Combines Bill). Following the withdrawal by the Special Committee of the Legislature of the bill submitted at the last session, a substitute bill has been brought forward which gives the Attorney-General a right to bring civil action for an injunction to restrain the carrying out of agreements detrimental to the public interests. It is considered that no serious objections can be taken to this new bill. The decisive defeat of the former bill is due in great measure to the vigorous opposition carried out by this Association and to the organizations who responded to the invitation of the Legislation Committee and appeared before the Special Committee of the House.

## Sales of Securities Act, 1923— The Blue Sky Law

This act provides for the appointment of a Securities Commissioner who is to have power to pass upon prospectuses filed by companies, to institute proceedings and prevent the sale of stock if the flotation appears to be fraudulent in character.

Brokers and salesmen will be required by this act to register with the commissioner. In this connection, too, the Legal Committee conferred with other bodies and appeared before the Select Committee, and in its amended form there appear to be no objections which can be taken by financial or industrial interests.

## The Companies' Act Amendment, 1923

This act calls for a copy of the annual report and accounts of companies to be forwarded to the Provincial Secretary on or before the 8th of January annually and also provides that no payment shall

be made to the president, vice-president or any director of the company other than as salaries to officers for actual services in any year, in which a dividend of less than 5 per cent. is declared and paid to the shareholders of the company. The Legislation Committee feels that this amendment would deprive Ontario corporations of the essential right of internal management, and would have the effect of discouraging applications for incorporation in this Province. If the bill should be proceeded with, the proper action will be taken.

## The President Speaks at Dinner in Toronto

John R. Shaw, president of the Association, was one of the principal speakers at a dinner held at the Prince George

Hotel, Toronto, on February 14, under the auspices of the Canadian National Exhibition Association. Robert Fleming, president of the C. N. E., occupied the chair.

Mr. Shaw dealt largely with taxation, declaring that the present spending orgy on the part of municipalities, the provinces and the Dominion cannot go on. If the recklessness of the day continued, there would be brought about a condition where it would be cheaper to live in the United States. Under such a condition, where would Canada get her immigrants? he asked.

"The time has come," said Mr. Shaw, "when people should no longer bend their backs and tamely submit to the burden of taxation merely because of the cry that money must be raised. Taxes should not come above a point which will impede the development of the country, and when they reach that point, the government should be told, 'You have that amount of money to run your affairs, and you must live within it.'"

Dr. G. C. Creelman spoke at the dinner for the farmers, and T. L. Church, M. P., for the city of Toronto.

# A Meritorious Scholarship Scheme

**T**HE Toronto Central Technical School, for years past, has been the recipient of quite a large number of scholarships which have been generously donated by various members of the Toronto Branch of the C. M. A.

These scholarships have fulfilled a two-fold purpose. They have offered considerable encouragement to Dr. A. C. Mackay, the principal of the School, inasmuch as they have served to indicate to him, to some extent at least, the full sympathy which the manufacturers in Toronto have for the splendid work which is being accomplished by his organization along technical education lines. Furthermore, these scholarships have been an incentive to the students, who are thus encouraged to apply themselves with vigor and diligence to the task of mastering the various studies which they have undertaken.

Over the period of years in which the Toronto Branch has carried on this scheme the ebb and flow of the great number of students which pass through the school manifestly makes it exceedingly difficult to keep track of them once they leave the institution. An effort has been made, however, to check up the winners of the manufacturers' scholarships in order to obtain some idea of the extent to which industry is benefiting.

The result of this investigation is singularly gratifying. Many of the winners of these scholarships are still pursuing their studies and have not attempted, as yet, to put their knowledge to the acid test of commercial life. Of

those who have left the school, enquiry shows that they have percolated into a wide range of industry.

The printing, engineering and electrical trades probably stand out as having benefitted the most through the absorption of these apprentices. Other highly trained apprentices have gone into millinery, into architecture, chemistry, the leather trade, into baking and confectionery, into the manufacture of leather goods, silverware, soap, tools, rubber goods, agricultural machinery, cameras, and metal products. Some have entered the retail trade or have taken up clerical or financial occupations. Others again have gone into nursing, or have become designers of one form or another, or optometrists, or dieticians, or foresters, or have entered the building trades.

It is to be remembered that these apprentices are not apprentices in the ordinary sense of the word. They go to the bench, the laboratory, or the desk with a working knowledge which has been imparted by skilled teachers who have at their disposal the proper equipment for instructional purposes. They are not the pupils of foremen or superintendents who have many other duties and interests which preclude the absorbing attention that instruction requires. They are men and women who have had sufficient interest, energy and courage to study the chosen occupations with the idea of mastering them, and industry, through the adoption of such employees into its ranks, can hardly fail to materially benefit thereby.



# Quebec Division's Monthly Bulletin

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....F. W. Stewart, Cluett, Peabody & Co., Ltd., Montreal  
Vice-Chairman.....Paul E. Joubert, Lamontagne, Limited, Montreal  
Secretary....R. W. Gould Assistant Secretary....A. S. Findlay

UP TO the time of writing, the membership campaign started by the Quebec Division on December 1, 1922, has resulted in bringing in 71 new members, increasing the membership of the Division to about 1,150. At the last meeting of the Division, held on February 20, 41 new firms were accepted, these being:

James M. Aird, Limited, Montreal.  
American News Co., Montreal.  
Asbestos Corp. of Canada, Ltd., Montreal.  
Canada Bread Co., Ltd., Montreal.  
I. Caron, Montreal.  
Consolidated Asbestos, Ltd., Montreal.  
Dent Harrison & Sons, Ltd., Montreal.  
T. Percy Hirsch, Inc., Montreal.  
Imperial Cloak and Dress Mfg. Co., Montreal.  
Mappin & Webb Canada, Limited, Montreal.  
Med. Paquette, Montreal.  
Prud'homme Frere, Montreal.  
Snap Co., Ltd., Montreal.  
Sanche, Cardinal, Ltd., Montreal.  
Jas. Strachan, Limited, Montreal.  
A. & L. Strachan, Montreal.  
Can. Industrial Alcohol Co., Ltd., Montreal.  
\*Can. Industrial Alcohol Co., Ltd., Montreal.  
\*Congoleum Co. of Canada, Ltd., Montreal.  
\*Daoust, Lalonde & Co., Ltd., Montreal.  
\*Gillette Safety Razor Co., Ltd., Montreal.  
\*Dominion Wire Rope Co., Ltd., Montreal.  
\*W. C. Macdonald, Reg'd., Montreal.  
\*Maritime Fish Corporation, Montreal.  
\*Canadian Manhasett Cotton Co., Ltd.,  
St. Hyacinthe.  
Children's Shoe Mfg. Co., Quebec.  
The Eastern Canada Shoe Co., Ltd., Québec.  
O. Goulet & Sons, Quebec.  
James Hazel & Sons, Quebec.  
\*MacKinnon Steel Co., Ltd., Sherbrooke.  
Quebec Heel Co., Ltd., Quebec.  
J. E. Samson, Enreg., Quebec.  
Eastern Steel & Iron, Ltd., Quebec.  
\*Gulf Pulp & Paper Co., Quebec.  
\*La Brasserie Champlain Ltee., Quebec.  
\*Price Bros. & Co., Quebec.  
\*Canada Starch Co., Ltd., Montreal.  
\*American Can Co., Ltd., Montreal.

\*Additional Member.

## Provincial Elections Act Needs Some Amendment

The manufacturers of the Province of Quebec will approach the Provincial Government in the near future, asking for an amendment to the Provincial Elections Act. The present Act provides that on election day industrial plants must close between the hours of 2 p.m. and 7 p.m. Failure to observe this provision carries with it a fine of \$100.

During the recent provincial elections in the Province of Quebec several plants suffered by reason of this clause in the Act, particularly where from 50 to 75% of the employees were women who did not hold a franchise, but nevertheless were forced to lose one half day's wages and the plants compelled of course to close their doors.

In addition to this disadvantage some of the plants operating night shifts, which went on at six o'clock, were unable to call their workers at seven o'clock, when they were free to re-open, with the result that not only did they lose the half day's output, but also the output of the following night.

Resolutions have already been passed by the branches at St. Hyacinthe, Sherbrooke and Montreal, and recently the Quebec Division passed a resolution asking the Provincial Government to con-

sider the advisability of changing the Act so as to bring it into uniformity with the federal elections law.

## Sherbrooke Branch Will Censor Advertising Propositions

The Sherbrooke Branch, which includes in its membership manufacturers in Danville, Waterville, Cookline, Magog, Rock Island and surrounding towns, has appointed a committee on the censorship of advertising and subscriptions. No person seeking subscriptions or selling advertising will be given consideration at any of the plants until his proposition is passed upon favorably by the committee, of which Geo. D. Mackinnon, chairman of the Sherbrooke Branch, is chairman.

## Manufacturers Endow Fellowship at McGill University

At a meeting of the Montreal Branch held on Friday, February 16th, the executive officially presented to the University of McGill the sum of \$3,375 to be applied as an endowment for a Fellowship in the Department of Political Economy at McGill.

Some weeks ago the branch was asked by Professor Stephen Leacock to raise a fund, sufficient to cover a period of three years, which would total \$2,400. The effort was successful. So much so that sufficient funds were raised to endow the Fellowship for a period of five years.

Professor Leacock in accepting the fund on behalf of McGill University expressed the thanks of the young people studying there, for so handsome a donation in the interests of advanced studies in economics.

He said it was always a struggle to keep the educational machine going at the University, and to finance the really good students so that they could carry their studies to completion. In the Department of Political Economy a student when he won his B. A. had just begun to get down to his most really useful work. For years past men who wished to continue their studies into the higher realms of political economy had been compelled to go to universities in some other country, generally the United States.

Up to the present, McGill University had been able to do very little to correct this condition of affairs, but with the handsome donation he had just received on behalf of the University, a long step would be taken to improve the present situation. He himself had been compelled to go to the University of Chicago to complete his course in political economy, and, while it was a good course, students at American universities naturally could not study Canadian conditions or business. While they did take up Canadian subjects, he had known Cana-

dians at Harvard or other American universities who had been told that the subject matter for their studies could only be obtained in Montreal or Ottawa and they had to return to Canada to get the information with which to continue their studies.

In his original suggestion he had only been carrying out the policy of the Canadian Manufacturers' Association for the protection of home industry. He had no fear that at the end of the five years the results would be such that additional funds would be readily available to make the C. M. A. Fellowship a permanent and successful endowment. The usual Trust Deed would be made out, and if the C. M. A. wished students benefitting by this Fellowship to pursue any specialized line of work, the McGill authorities would make the necessary arrangements.

## Suggest Industrial Commissioner for Quebec Province

At the meeting of the Montreal Branch Executive on February 16, the proposal to have an Industrial Commission for the Province of Quebec came up for discussion. The duty of the commission would be to attract industries from other countries and locate them in Quebec. The matter is now being taken up with members of the provincial government with a view to arranging for a better service. More definite steps will be taken on the return of Premier Taschereau from Bermuda, where he has been enjoying a rest.

## Montreal Bakers Form a Section of the Association

During February the bakers of the City of Montreal were organized as a section of the Canadian Manufacturers' Association and are now holding weekly meetings. This industry in Montreal has been in a disorganized state for many years, and while attempts have been made previously to form a comprehensive organization, all had met with failure.

The new organization is on the way to a good start and since its inception has taken up important questions of policy in the industry, such as express rates, cartage rates, the premium nuisance which has been rampant in the bread business in Montreal, and many other features which have constantly tended to make business conditions difficult.

The section has a membership of some 18 firms representing at least 85% of the producers in the city and all the important firms.

## Many Meetings Being Held in Quebec Division

During the month of February meetings were held in Sherbrooke, St. John, Quebec and Three Rivers, as well as Montreal. All these meetings were well attended and matters of importance to manufacturers were discussed. Meetings for March have been arranged as follows: Quebec, March 7; St. Hyacinthe, March 9; Sherbrooke, March 13.



# LA SECTION FRANÇAISE

## L'Expansion de l'industrie et du Commerce en Canada

Nous nous inspirons des statistiques industrielles venant du département du commerce à Ottawa, pour signaler un état satisfaisant de ce que nous fabriquons en Canada. Quoique ces données officielles ne sont que pour 1920, on peut facilement, par les renseignements recueillis par l'Association des Manufacturiers Canadiens, donner une idée assez juste de la proportion de l'expansion industrielle jusqu'au 31 janvier, 1923.

En 1920, le Canada possédait à peu près 42,500 manufactures ou établissements industriels, qui représentaient plus de \$3,000,000,000. De ce montant, la province de Québec a eu plus de \$1,000,000,000 investis dans 11,518 fabriques. Le nombre d'employés dans ces établissements était de 205,107 recevant \$223,903,273., et les matériaux bruts employés avaient une valeur de \$575,696,434, et la valeur globale des produits manufacturés s'élevaient à \$1,120,263,564.

Parmi les principales villes du Canada, Montréal tient la tête pour la production industrielle, puis vient Toronto, Hamilton, Winnipeg, Ottawa, London et enfin Québec qui est au septième rang. Montréal comptait 2,623 manufactures; Québec, 443; Sherbrooke, 134; Trois-Rivières, 98; St-Hyacinthe 80; Hull, 70; Lachine, 64; St-Jean, 53; et Granby 50; le reste des 11,518 étant réparti dans d'autres endroits de la province.

D'après les statistiques recueillis jusqu'en 1923, on peut ajouter aux chiffres précités une augmentation approximative de 6 pour cent, ce qui donnerait près de 45,000 fabriques pour tout le Canada, la province de Québec ayant pour sa part plus de 12,000 établissements industriels.

Si nous considérons maintenant le commerce extérieur, les statistiques du département du Commerce, au cours des dix premiers mois de l'année fiscale 1922-23 période terminée le 31 janvier 1923, la valeur de nos échanges a été de près de \$1,500,000,000, alors que pour la même période de l'année fiscale précédente, elle n'était que de \$1,260,206,399, ce qui révèle une augmentation de plus de \$194,000,000.

Au cours du seul mois de janvier 1923, on a vendu et acheté pour une somme totale de \$133,720,495 contre une somme de \$97,573,937 pour la même période de l'année précédente, ce qui donne une augmentation de \$35,146,558 pour janvier de cette année.

Pour la période des dix premiers mois de l'année fiscale 1922-23, les exportations ont augmenté de près de \$163,000,000 et les importations de \$91,000,000, ce qui dénote que la campagne, d'acheter des produits canadiens, poursuivie par l'Association de Manufacturiers Canadiens porte ses fruits, ce qui doit nous encourager à continuer le même travail qui contribuera considérablement à l'expansion industrielle et commerciale de notre pays.

Pour l'édification de nos lecteurs nous donnons ci-après, les taxes de ventes perçues, l'année dernière, dans les villes dont la population est de cent mille âmes et plus: Montréal, \$16,265,019; Ottawa, \$1,046,811; Toronto, \$15,996,953; Hamil-

ton, \$3,318,522; Winnipeg, \$3,511,598; Vancouver, \$2,758,414.

Dans ces différentes villes, il y a eu des retardataires à rencontrer cette obligation au nombre de 1816. Dans certains cas, le gouvernement a intenté des poursuites pour recouvrer la taxe dans ces mêmes villes un nombre de 310.

Pour conclure, nous devons dire que la province de Québec, occupe le premier rang au point de vue industrielle, Montréal, à la tête des autres villes du Canada dans ce même sens et contribue plus qu'aucune autre en taxes de ventes et la ville de Québec fait aussi bonne figure comme la septième ville manufacturière du Canada.

## Succursale de St-Hyacinthe

L'assemblée mensuelle de la succursale de St-Hyacinthe, de l'Association des Manufacturiers Canadiens eut lieu vendredi, le 9 février, à 9 p.m. au Club Mascoutin, sous la présidence de M. C. J. Laframboise.

Après la lecture des procès-verbaux de l'assemblée précédente, qui furent adoptés, le secrétaire de la division de Québec, M. Gould annonça que, concernant la loi de faillite, le comité central général doit s'occuper des amendements que l'on doit apporter à cette loi, ce qui fut unanimement approuvé par la succursale.

Au sujet du recrutement de nouveaux membres pour la division, un rapport fut présenté au secrétaire et qui fut accepté.

La question importante qui fut ensuite considérée fut au sujet d'un commissaire industriel que le gouvernement provincial devrait nommer afin de promouvoir les nouvelles industries qui pourraient s'implanter dans la province, car elle possède tous les avantages nécessaires à cet effet. Après mûre considération de cette importante question, il fut proposé par M. Augustin, appuyé par M. Payan, que l'exécutif de la division de Québec insiste auprès des autorités provinciales pour que la nomination d'un tel commissaire soit faite le plus tôt possible, ce qui contribuera à attirer une foule de manufacturiers étrangers dans la province de Québec. Cette motion fut unanimement adoptée.

Au sujet de la loi de compensation ouvrière, le secrétaire fit rapport que la division de Québec fait des efforts auprès du gouvernement provincial, afin que les employeurs soient représentés sur la Commission Royale, qui doit se réunir bientôt, pour étudier et s'enquérir à l'égard des lois du travail de la province de Québec.

La question, qui suscita une longue discussion fut à l'égard de la loi électorale de la province de Québec, qui force les industriels à fermer leurs fabriques de 2 à 7 heures p.m., afin de permettre aux employés d'aller voter, sous peine d'une amende de \$100, prélevée de chaque fabricant. L'assemblée considéra que cette loi est préjudiciable à l'expansion industrielle, et que de plus on l'a amendée de manière à fixer la fin de la journée de travail à 7 heures du soir au lieu de 6, ce qui crée un fort inconvénient, car dans les cas où on emploie des équipes de nuit il est difficile de réunir ces ouvriers pour 7 heures, de plus les hommes se trouvent à perdre une demi-journée, et de 50 à 75 pour cent

d'employés qui n'ont pas droit de suffrage en souffrent, là où des familles sont employées ce qui leur cause une perte forcée et injuste. On reconnaît qu'on doit donner le temps nécessaire aux employés pour aller voter, et en conséquence on affirme que la loi provinciale devrait coïncider avec la loi fédérale, qui permet aux ouvriers de s'absenter deux heures pour remplir ce devoir. Il fut alors résolu que la Division de Québec soit chargée de voir à discuter la question et d'agir en conséquence.

Avant l'ajournement de l'assemblée, il fut décidé de tenir la prochaine réunion de la succursale le 9 mars prochain à la même heure et au même endroit.

Etaient présents à cette assemblée MM. L. V. Sicotte, de la Canadian Manufacturing Company, Ltd; G. F. Payan, de Ducloux et Payan; J. E. F. Chevalier, de E. T. Caval, Ltd; Cléophas Chartrand, L. Augustin, de O. Chalifour et Compagnie, Ltée; J. L. Champagne, de la Omega Machinery, Limited.

## Succursale de Sherbrooke

La succursale de Sherbrooke, de l'Association des Manufacturiers Canadiens, a tenue son assemblée régulière, mercredi, le 14 février à la Magog House, sous la présidence de M. George D. Mackintosh.

Après la lecture et l'adoption du procès-verbal de la séance précédente, on entama la question de la loi de faillite, et des modifications suggérées par un comité composé de diverses organisations commerciales. Ces modifications furent adoptées à l'exception de la partie qui permettait à un cessionnaire de recevoir sa décharge après avoir payé plus de 50%, dans la piastre, de ses dettes. On exigera qu'un juge ne donne pas la décharge d'un failli, que sur le consentement de 60 pour cent des créanciers et 75% en valeur des dettes, et que de plus qu'on ne laisse pas au juge le droit discrétionnaire d'accorder une décharge que quand plus de 75% dans la piastre soit payé par le cessionnaire. Ces modifications furent adoptées à l'unanimité.

À l'égard de la censure sur la publicité, le président annonça que le comité en charge de cette censure fait des progrès satisfaisants. On a aussi fait des rapports verbaux concernant les méthodes fournies par la Continental Publishing Company, et on décida de voir à suivre la marche de ses méthodes, afin d'en tirer des conclusions logiques.

À propos de la nomination d'un commissaire industriel pour la province de Québec, à l'exemple de la succursale de St-Hyacinthe, sur proposition de M. Baldwin, appuyé par M. Cleveland, on décida unanimement, que la Division de Québec fasse des démarches incessantes auprès du gouvernement provincial afin qu'un tel commissaire soit nommé pour la province de Québec.

Au sujet du recrutement de nouveaux membres pour l'Association, M. Gould fit un rapport verbal sur le succès remporté à cet effet, par la Division de Québec, pendant les deux derniers mois.

À l'égard de la loi de compensation ouvrière, le secrétaire M. Gould fit rapport



que le gouvernement provincial a demandé à la Division de Québec de suggérer des noms d'employeurs, desquels deux seront choisis comme leurs représentants sur la Commission Royale, qui se réunira bientôt, afin de s'enquérir des conditions du travail dans la province de Québec, en ce qui regarde la loi de compensation ouvrière, et vu que la Division de Québec s'est rendue à cette demande ce rapport fut adopté.

Sur la question des amendements à proposer sur la loi des brevets, l'assemblée demanda au secrétaire de faire parvenir à chacun des membres de la succursale, une copie de la circulaire concernant cette question, afin qu'ils en étudient et en discutent le mérite à la prochaine assemblée.

On aborda ensuite le sujet de la loi électorale de la province de Québec, qui force les industriels de fermer leurs fabriques de 2 à 6 et 7 p.m., le jour de l'élection, afin de permettre aux employés d'aller voter. Une longue discussion eut lieu sur ce sujet, et tous ont été d'opinion que cette clause est préjudiciable aux manufacturiers et aux industries de la province.

Il fut en conséquence proposé par M. Andrew Sangster, appuyé par M. Munster, que tout employé de fabrique ait deux heures avec salaire, afin de lui permettre d'exercer son droit de suffrage en temps d'élection. Cette proposition fut unanimement adoptée.

On discuta ensuite la question de l'aiguillage des wagons en bas et en haut de Sherbrooke par le C. P. R., car cela prenait une moyenne de cinq jours pour avoir un wagon du haut au bas de Sherbrooke après son arrivée. Le président déclara que la difficulté serait surmontée si Lennoxville était choisie comme point d'aiguillage, et qu'avec la coopération du C. P. R. et du G. T. R. à Lennoxville, ce qui obvierrait à la difficulté. De plus, M. French, du département des douanes, lui a dit qu'il n'aurait aucune objection de transférer les wagons d'une compagnie à l'autre. On demanda en conséquence au secrétaire de soumettre la chose au département de transportation.

Parmi les personnes présentes étaient MM. J. R. Sangster, H. W. S. Downe, A. Sangster, C. H. Cleveland, D. C. McRae, P. L. Baldwin, G. S. Thompson et A. A. Munster.

### Section des Boulangers de L'A. M. C.

La nouvelle section des boulangers de Montréal, de l'Association des Manufacturiers Canadiens s'est réunie jeudi, le 15 février, dans les bureaux de l'Association sous la présidence de M. R. W. Gould.

Les procès-verbaux de l'assemblée précédente ayant été lus et adoptés, on procéda à discuter les taux d'express, et M. Ruickbie donna un rapport sur les taux en vigueur aux Etats-Unis, et comme on signala le fait qu'avec les taux actuels d'express, il est impossible pour les boulangers locaux de faire concurrence à ceux des villes du dehors. On suggéra, qu'à la prochaine assemblée, que chacun des membres apporte une liste des villes avec lesquelles, il est impossible, de faire concurrence à cause des taux d'express, afin qu'on puisse compiler une liste compréhensible, et que des démarches soient faites auprès des compagnies d'express pour ajuster la situation.

On discuta ensuite la question des primes comprenant une liste d'articles

qui, suivant le cas ne seraient pas considérés comme convenables, ou de moyen propre en affaires, mais le comité n'a pu en arriver à une décision sur ce sujet. On décida de laisser la chose à la juste discrétion de chaque membre de la section, et que la question des primes soit discutée à chaque assemblée et qu'aucune transaction inavouable en affaire soit alors considérée.

On décida ensuite de considérer à la prochaine réunion la question pour les boulangers de vendre le pain à moitié prix aux institutions de charité.

Après avoir touché la question du changement du pain, et d'adopter une pratique dans ce sens, on a décidé de remettre la question à l'étude à la prochaine assemblée de la section, qui aura lieu jeudi, le 22 février au même endroit, après quoi l'assemblée fut ajournée.

Etaient présents à l'assemblée: MM. James J. Aird, A. et L. Strachan, Jos. Martin, J. E. Cloutier, J. A. Brosseau, Dent Harrison, J. D. McKeown, R. Bourdon, représentant de Med. Paquette; Wm. S. Strachan, I. Caron et Prud'homme Frères.

### Assemblée de la Succursale de Montréal, de L'A. M. C.

La succursale de Montréal, de l'Association des Manufacturiers Canadiens, a tenu une importante assemblée dans les bureaux de l'Association, vendredi, le 19 février, à 2.30 P.M., sous la présidence de M. Julian C. Smith.

Après la lecture et l'adoption des procès-verbaux de l'assemblée précédente, on entama le sujet du règlement municipal, No 629 concernant les arrosoirs automatiques, qui, par force majeure, causent de fausses alarmes, qui rend, les propriétaires de ces appareils de protection contre les incendies, passibles d'une amende onéreuse pour les manufacturiers. M. P. E. Joubert, le président du comité nommé à ce sujet, fit rapport d'une entrevue, que lui et ses collègues, ont eue avec le comité exécutif municipal, qui, après explication, consentit à suspendre ce règlement, afin de s'enquérir du bien fondé des plaintes des manufacturiers.

Sur la question de la loi des faillites, le secrétaire fit rapport que le comité général, spécialement nommé à cet effet, a eu plusieurs réunions et qu'avant longtemps les amendements à cette loi seront bientôt prêts pour être soumises au gouvernement.

Le sujet suivant, qui est d'une grande importance, concernant la nomination d'un Commissaire industriel pour la province de Québec, a suscité une longue discussion, au cours de laquelle on a considéré les suggestions faites par les succursales de St. Hyacinthe, de Sherbrooke et de la Division de Québec. M. Joseph Beaubien concourra pleinement dans la nomination d'un tel fonctionnaire, qui pourrait compiler des statistiques et données qui induiraient les manufacturiers étrangers de venir s'établir en Canada. M. Hamilton abonda dans le même sens, et en définitive, M. Granger suggéra de voir lesquels sont les sentiments du gouvernement à cet égard avant que l'exécutif de la Division de Québec agisse. Toutefois, le président déclara que des industries étrangères, déjà installées ici, comprennent les avantages que nous offrons, et que des corporations privées ont actuellement des ingénieurs industriels qui, en quelque sorte, remplissent cette fonction. Or, il est d'avis qu'il ne serait pas sage d'exiger que le gouvernement fasse d'autres dépenses à cet effet. L'assemblée suggéra alors qu'aucun département du gouverne-

ment qui s'occupe de statistiques soit organisé de manière à faire des recherches et fournisse les renseignements voulus, ce département devant être sous le contrôle d'un député-ministre.

Finalement on a décidé de remettre la chose entre les mains de la Division de Québec, et qu'instructions soient données au secrétaire, de s'enquérir des vues du gouvernement à ce sujet, de sorte que l'exécutif sera en mesure, s'il est besoin, de faire des représentations au gouvernement en conséquence.

A l'égard de la fondation d'une chaire d'agregés en sciences industrielles et économiques, le président de la succursale de Montréal de l'Association, présenta officiellement au Prof. Leacock \$3,375 contribué à l'établissement de cette chaire à l'Université McGill, expliquant les démarches faites pour obtenir ces contributions.

Le Prof. Leacock, au nom de l'Université McGill, remercia l'Association pour ce don généreux, qui permettra aux jeunes gens de cette institution de se perfectionner dans l'étude des matières économiques avancées. Il déclara que c'était toujours difficile de maintenir la machine éducative en fonction, faute de fonds, et de permettre aux bons élèves de parfaire leur instruction dans le département d'économie politique, car ce n'est qu'au moment qu'il a obtenu son diplôme de B.A. qu'il commence à s'occuper du travail d'utilité réelle. Depuis des années, ceux qui voulaient se perfectionner dans les études d'économie politique, étaient forcés d'aller aux institutions d'autres pays ou des Etats-Unis.

L'Université McGill, jusqu'à présent, n'a pu faire grand chose pour améliorer cet état de chose, mais grâce au don généreux reçu, elle pourra être à même d'améliorer la situation. Il a été, lui-même, obligé d'aller à l'Université de Chicago afin de parfaire son instruction en économie politique, et quoique les cours étaient excellents un grand nombre d'étudiants américains ne purent se renseigner sur les conditions du commerce canadien, qu'en venant à Montréal ou à Ottawa.

En somme le Prof. Leacock était heureux de prendre l'initiative de ce projet pour l'Association des Manufacturiers Canadiens, et que grâce à ce don, il assure qu'après les cinq années de ce cours, l'A.M.C. fera des efforts pour établir cette chaire d'une manière permanente.

Il fut alors proposé par M. Stewart, appuyé par M. Bird, que le président et le secrétaire de la succursale, soient autorisés d'émettre des chèques pour le montant précité afin de les remettre au McGill.

Au sujet des amendements à la loi des brevets, M. W. C. Adams, ingénieur de la Northern Electric Co., qui était présent, discuta avec le comité, et une circulaire, contenant les amendements nécessaires, émise par le département en loi fut soumise à l'assemblée, et le secrétaire fut autorisé de préparer un questionnaire adressé aux membres de la succursale, afin d'avoir leurs opinions à ce sujet et faire rapport à la prochaine assemblée.

On discuta ensuite les amendements devant être faits à la loi électorale de la province. Le fait de forcer les fabriques de fermer leurs portes toute une demi-journée, le jour du vote, est considéré comme onéreux, il fut alors proposé par M. Granger, appuyé par M. Stewart, que la Division de Québec fasse des démarches auprès du gouvernement provincial, afin de mettre la loi électorale provinciale, uniforme avec la loi fédérale, pour permettre aux employés d'aller voter.

Trente-neuf nouveaux membres furent admis dans l'Association des Manufacturiers Canadiens à cette séance.



# Activities of Month in Prairie Division

Headquarters of Division—408 Avenue Block, Portage Avenue, Winnipeg

Chairman....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co., Ltd., Winnipeg  
 Vice-Chairman...W. A. Lawson, Bemis Bros. Bag Co., Ltd., Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works, Ltd., Winnipeg  
 Secretary.....G. E. Carpenter

**A**LBERTA members of the Association held their annual meeting at the Macdonald Hotel, Edmonton, on February 20, with C. J. Williams, Calgary, presiding. Representatives were present from Calgary, Medicine Hat, Redcliffe, Lethbridge, Wetaskiwin and other points.

Major E. G. Williams, Winnipeg, chairman, and G. E. Carpenter, secretary of the Prairie Division, were welcome visitors at the meeting, and Major Williams, after being introduced by the chairman, delivered an encouraging address.

The meeting discussed a number of important matters. The question of economical production came up. It was the opinion that there was too wide a spread between the prices of commodities such as grain and livestock and the cost of manufactured goods. It was felt necessary that no stone should be left unturned by Alberta manufacturers to supply the markets with quality goods at lowest possible prices.

## Bank Act Discussed

The meeting went on record as opposed to any change in Section 88 of the Bank Act, which gives banks the power to lend money on goods in process without registration of the loan.

A discussion also took place on a proposal to ask for the incorporation in the Dominion Bankruptcy Act of a provision of the Quebec civil code, which would enable a creditor to recover goods sold within thirty days of an assignment. Eventually the meeting went on record against this.

Other subjects which came up for discussion at the meeting included workmen's compensation, minimum wages and immigration. The meeting went on record as being in favor of a vigorous immigration policy to attract desirable people to Canada and urged the Dominion Government to adopt such a policy without delay.

Hon. W. H. Cushing, one of the oldest and largest manufacturers in the province, delivered an address in which he pointed out that the wonderful natural resources of Alberta could not be successfully developed or manufacturing made attractive to outside capital until there were more people in the province.

## Officers Elected

The following officers were elected:—chairman, Hon. W. H. Cushing, Cushing Bros., Limited, Calgary; executive, George Green, Ellison Milling & Elevator Co., Limited, Lethbridge; C. J. Williams, Alberta Box Manufacturing Company, Calgary; D. MacEachran, the MacEachran Milling Co., Limited, Wetaskiwin;

Geo. Preston, Lake of the Woods Milling Co., Medicine Hat, and W. H. Sheppard, Edmonton Brewing & Malting Co., Edmonton.

## Membership Work

Since last report on membership work, the following have been admitted to the ranks of the Division. The first three are new members and the last two have renewed memberships. Total new mem-



H. KITELEY

Secretary, Western Steel Products, Limited.  
 Honorary Secretary, Calgary Branch, C.M.A.

berships and renewals for the Prairie Division since the beginning of the fiscal year, now total 90.

Green River, Limited, Winnipeg.  
 J. R. Armstrong, (Manufac. Jeweler), Winnipeg.  
 Home Brush Works, Winnipeg.  
 Canadian Fairbanks Morse Co., Limited, Calgary.  
 O-Rib-O Mfg. Co., Ltd., Winnipeg.

## Modern Laboratory Being Installed at Saskatoon Mill

The Quaker Oats Company will shortly open an up-to-date laboratory in connection with their mill at Saskatoon. M. R. Warren, chief of the large Quaker Oats laboratory at Cedar Rapids, U. S. A., is supervising the installation, and R. H. Harris, a graduate of the University of Saskatchewan, will be in charge. The laboratory will have a standardized equipment for protein and general analysis, bakeshop, and scale room which

will be equipped with a chainometer scale so delicate that it will weigh the difference of a lead pencil mark on paper. Only No. 1 Northern wheat will be bought and from each car that arrives at the mill, an analysis will be taken before it is unloaded.

## Big Export of Flour from Calgary Mills to Orient

R. J. Marriott, manager of the Western Canada Flour Mills, and a member of the C.M.A. at Calgary, states that the orders through his firm have been largely increased of late, and in fact the situation is improving over pre-war days. However, Mr. Marriott says that in view of the fact that the orientals only want an inferior grade of flour, it is rather difficult to keep up with the orders, as the commodity they receive is really a by-product of the high grade flour sold to the regular Canadian and British markets.

A. J. McMillan, head of the Robin Hood Flour Mills, and also a member of the association at Calgary, states that the business has increased considerably in the past year or so in connection with the flour shipments to the Orient. Mr. McMillan points out that orders are improving each month, which indicates that the Canadian product is meeting with popular favor across the Pacific and the business is bound to continue good.

According to both these mill officials the United States millers have been doing a large business with the Orient but they consider that a great deal of this is now being diverted to Canada, which will be a good thing for the country. During the course of the present year it is considered likely that the demand will increase rapidly. There is also a possibility that a new market for a better grade of flour will be found in the Orient.

## Calgary Branch Annual Meeting Elects New Chairman

At the annual meeting of the Calgary Branch of the C.M.A. held in the Board of Trade rooms in January, C. J. Williams of the Alberta Box Company, was elected chairman of the branch. R. J. Hutchings, manager of the Great West Saddlery Company, who has acted as chairman for the past three years, declined to serve again, although urged to do so, stating that he believed it was in the best interest of the branch that they should elect someone else.

Hiram Kiteley, secretary of the Western Steel Products Ltd., whose photograph appears on this page, was unanimously elected honorary secretary. It was stated at the meeting that much of the success of the Calgary Branch during the past two years was due to the efforts of Mr. Kiteley.

Other officers elected were: Vice-chairman, John Burns, P. Burns & Co.; executive committee, P. S. Woodhall, Western Steel Products, Limited; R. J. Marriott, Western Canada Flour Mills, Limited; W. C. Costello, Union Iron and Foundry, Limited.



# News from British Columbia Division

Headquarters of Division—701 Board of Trade Building, Vancouver

Chairman.....F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman....Edwin Tomlin, B. C. Cement Co., Limited, Victoria  
Secretary.....H. Dalton

## Lumber Industry in British Columbia

**D**EMAND for British Columbia lumber in the markets of the world was never better. Such is the consensus of opinion of timber exporters, millmen and shippers, and the prediction is freely voiced that 1923 will be a banner year in the history of the industry in this province. Although prices have stiffened considerably during the past two months, offerings are being received almost daily from the four quarters of the globe. Vancouver mills are booked for three months ahead and new business is showing for the spring and summer cutting.

Following the higher prices for lumber, the Japanese demand for cedar squares fell off for a few weeks recently, but it is strengthening and business in rapidly increasing volume is expected from that country. China is buying in greater quantities and is asking for railway ties and railway timbers, particularly for bridge building materials. General orders in parcel lots from China are improving and the Oriental republic is expected to consume a larger percentage of the lumber cut this year than previously.

The success of the British Columbia creosoted fir tie for the Indian railways has been so well demonstrated that orders are being repeated and quantities of ties are now being treated here for the Indian trade.

During the past year the Australian market proved to be one of the best. This year, present orders would indicate, the demand will be even greater for the output of British Columbia mills. New Zealand is also taking a more important place as a consumer of Douglas fir, spruce and hemlock and a number of orders are now in hand by local exporters for the Southern Dominion.

Second only in importance to the Australian market during 1922 was the Atlantic seaboard trade and the demand for lumber from the East Coast States is strengthening. The call is for yard stocks and dimension lumber, similar to the demands formerly received from the prairie provinces. The Canadian prairies are not consuming as much lumber as formerly and requirements from Alberta, Saskatchewan and Manitoba during 1922 did not come up to expectations. The appearance of big buyers on the Atlantic Coast early in the year, with an increasing demand for British Columbia lumber, was therefore welcomed. The year closed with this market a heavy factor in the selling of timber. Indications are that this trade will develop enormously in the next few months.

While the requirements for the United Kingdom and continental Europe were for small parcel shipments, enquiries display an increased interest in British Columbia lumber.

Mexico entered the market several months ago as a buyer of piles for wharfing.

South Africa is showing increased interest in British Columbia lumber and several requests for quotations have been received in the past few weeks. While the demands of the Cape and Transvaal are not very heavy yet, it is expected that this trade will develop considerably during the present year.

One feature of the early months of this year in the off-shore lumber business is the return of the windjammers as cargo carriers in the trade. Five sailing vessels are under charter to load here in the next three months for foreign ports, while practically every cargo steamer for Australia and the Orient is booked for three months for all available lumber carrying space.

In discussing the situation one prominent shipper stated: "The trouble is not in developing new markets, but in supplying the orders that are already in hand and are promised for placing within the next few months."

## Additional Pulp Plant Planned in British Columbia

Providing satisfactory freight rate can be secured in Western Canada which will enable them to compete with other plants, Foley, Welsh & Stewart, owners of 115,000 acres of spruce and jackpine timber in the country lying along the British Columbia boundary in the Grande Prairie and High Prairie districts, will erect a \$3,000,000 pulp mill somewhere in that district.

This is the statement of Frederick Chase, field manager for the big contracting firm, who recently inspected the timber.

"Everything depends on reduced freight rates for the west," said Mr. Chase. "If we can get rates that will enable us to compete with other people in the same line, it is certain that a big plant will be put in up north."

Mr. Chase also stated that the company was anxious to utilize the timber before the fire hazard increased. Last year the company operated its own force of fire fighters on the big tract, and it is anxious to get the country logged off before conditions similar to those of last year devastate the timber.

In addition to taking the matter up with the government Mr. Chase is personally taking the freight rates up with the C. P. R. in an effort to get some rate that will make the venture profitable.

The E. D. & B. C. and the Pacific Great Eastern, if the latter road was extended through to meet the former, are the two roads that would be affected by the industry.

## Predicts Vancouver Will be World Trade Centre

That the Pacific Coast is destined to become the finance centre of the world, as a result of the universal laws of nature, is the opinion of W. E. Duncan, Pacific coast representative of Thos. Skinner, London England, and past president of the Export Association of Canada. Mr. Duncan gave a short address on trade development with Australia and New Zealand at a luncheon meeting of the foreign trade bureau of the Vancouver Board of Trade recently, as based on his experiences during a six months' tour in the Commonwealth.

"In regard to Vancouver's position in the world, a very prominent London banker once stated to me that this coast was destined to become the financial centre of the world. His argument was this: London and Paris are the centres of finance in Europe for the reason that the sun sets after 200 millions of people have done a day's work for them.

"At the present time New York and Montreal get the overflow of this work, as they have the ocean at the back of them, which does not produce.

"When you have the population in America, you will have the sun setting in San Francisco and Vancouver after these people have done a day's work for you.

"Australia and Japan can never become financial centres for the reason that the sun rises for them over the ocean which is a non-producer, so that India will be the financial centre of Asia. This is an interesting study for those in the export or import business."

In regard to the development of trade between this coast, Australia and New Zealand, Mr. Duncan stated that there was no question that Vancouver would receive hearty support from merchants and business men in Australia. He stated that it was difficult to open new trade in that country. Melbourne was the most central city for saleswork. An important factor in export business was firms sending out representatives to these countries being prepared to devote their work entirely to export business. The speaker gave other interesting details in the organizing of agencies in Australia. He urged that firms starting out on this trade co-operate in the closest possible way. He stated that J. A. Robb, minister of Trade and Commerce, have done good work on behalf of the Dominion.



# Industrial Relations Bulletin

Supplied by Industrial Relations Department C.M.A.

## Recent Labour Legislation in the United States

The following bills have been introduced in the legislatures of the following States:

### (a) Massachusetts:

(1) A Bill establishing an employment adjustment board and making strikes illegal until the board has passed upon the dispute.

(2) A bill making strikes in the operation of public utilities illegal and setting up a board for adjustment of the same.

(3) A bill repealing the 48-hour-per-week law or providing for abrogation of the law in the case of industries competing with industries in other States where there is a 54-hour week.

### (b) Michigan:

(1) A bill providing for an 8-hour day has for the first time been favourably reported by the labour committee.

### (c) Arizona:

(1) A \$16.00 per week minimum wage law for women has just come into force in Arizona.

## Alliance of British Employers and Workers

The British National Alliance of Employers and Employed, formed in 1916 by members of the Federation of British Industries and certain trade union leaders, "to promote active co-operation of employers and employed in the treatment of questions generally affecting labour and employment in all trades and industrial occupations," has recently adopted a constitution of which the main features are as follows:

(1) A general annual meeting of members.

(2) An evenly balanced General Council.

(3) A National Executive Committee of not more than twenty employer and twenty worker members.

(4) Area committees in various specified localities.

Among the employers' organizations represented in the Alliance are the Federation of British Industries, the National Federation of Iron and Steel Manufacturers, the Brassfounders' Employers' Association, the Associated Chamber of Commerce, Inc., the Federated Association of Boot and Shoe Manufacturers, and the Central Landowners' Association, as well as various local associations, federations and chambers of commerce in the several areas where committees of the Alliance are established.

The labour side includes delegates from the General Federation of Trade Unions, the Shipping Guild, the National

Sailors' and Firemen's Union, the Workers' Union, the Iron & Steel Trades' Confederation, the Coal Trimmers' Union, Steel Smelters', Amalgamated Society of Felt Hatters', Anchorsmiths' and Shacklemakers' and Dockers' Unions. Over two thousand trade unions branches and district committees have officially declared themselves in support of the principles and methods of the National Alliance.

In a recent letter the deputy director of the Alliance says of its work:

"Those employers who have taken active part in the work of the Alliance consider that it performs a valuable service in creating a better understanding on the part of labour of the problems which confront those who are re-

sponsible for the direction of British industry. The personal attention of employers and responsible labour officials, through regular meetings for frank discussion of such problems which, on occasion, has resulted in joint action, has tended to remove suspicion and establish confidence and good will on both sides.

One important bit of work which the Alliance has done is to establish a scheme of education for workers in industrial economics. In a large number of industrial centres ranging from Liverpool and Newcastle in the north to the mining districts of South Wales, thousands of younger officials and members of labour organizations are receiving, under university lecturers and others, instructions in economics and industrial history. The results have, in the opinion of the employers, been most satisfactory. Many workers who, before they attended the courses, were firebrands through belief in Marxian doctrines, have abandoned that faith altogether and have become a good influence in the shops.

## Immigration in Canada

The Department of Immigration and Colonization reports as follows on immigration for the fourth quarter of 1922, with comparative figures for previous quarters:

Period	Great Britain and Ireland	U.S.A.	Other Countries	Total
Fourth Quarter, 1922.....	6,184	3,942	3,790	13,916
Fourth Quarter, 1921.....	4,217	5,191	4,575	13,983
Third Quarter, 1922.....	10,646	6,615	3,978	21,239
Second Quarter, 1922.....	11,695	8,425	4,972	25,092
First Quarter, 1922.....	2,480	4,751	2,945	10,176

## Cost of Living in Canada

The cost per week of a family budget of staple food, fuel, light and rent, in terms of the average prices in sixty cities in Canada, as compiled by the Department of Labor, was as follows for January and comparative months:

	Jan. 1923	Dec. 1922	Jan. 1922	Jan. 1921	Jan. 1920	Jan. 1919	Jan. 1914
Food .....	\$10.52	\$10.39	\$11.03	\$14.48	\$15.30	\$13.78	\$7.73
Fuel and Light .....	3.61	3.58	3.53	4.17	3.27	3.07	1.90
Rent .....	7.01	6.95	6.92	6.60	5.54	4.83	4.83
Total, inc. Laundry .....	\$21.18	\$20.97	\$21.52	\$25.30	\$24.15	\$21.73	\$14.49

## Employment Conditions in Canada

The volume of employment in Canada, as estimated by the Employment Service of Canada, was as follows:

Month ending	Firms Reporting	Employees at work	Index Number	Total Payroll
December 31, 1922 .....	6,221	707,703	86.3	733,067
November 30, 1922 .....	6,369	780,990	95.2	794,337
October 31, 1922 .....	6,600	785,451	95.8	.....
September 30, 1922 .....	6,250	766,635	94.6	780,477
August 31, 1922 .....	6,148	756,069	93.7	786,652
July 31, 1922 .....	6,305	754,533	93.1	769,306
June 30, 1922 .....	6,365	738,462	91.1	749,943
May 31, 1922 .....	6,352	723,157	89.2	735,349
April 30, 1922 .....	6,312	677,292	83.3	691,235

## Strikes in Canada

The greatest time loss due to industrial disputes is still in the printing and publishing group. The Department of Labour figures show that out of a total loss of 51,890 working days, 35,820 were lost in this group. The following table shows comparison with previous months:

	Disputes	Employees Involved	Time loss in Working days
January, 1923 .....	14	2,580	51,890
December, 1922 .....	15	3,018	60,561
January, 1922 .....	23	3,357	76,070



## News Relating to Export Trade

Published by Arrangement with Commercial Intelligence Committee  
and Export Clubs of Montreal and Toronto

### Arousing Interest in Ontario

**E**XPORT trade in Canada is receiving a decided impetus through the holding of a series of meetings under the auspices of the Canadian Manufacturers' Association and the Department of Trade and Commerce, Ottawa, in several Western Ontario cities. The meetings have been arranged by the Commercial Intelligence Department of the Association in co-operation with local boards of trade, chambers of commerce or branches of the Canadian Manufacturers' Association, while the Department of Trade and Commerce has supplied the principal speakers. The latter include, H. R. Poussette, Director of the Commercial Intelligence Service, Ottawa; W. J. Egan, Canadian Trade Commissioner for South Africa; and P. W. Ward, Canadian Trade Commissioner for Straits Settlements.

The first meeting of the series took place at the Royal Connaught Hotel, Hamilton, on the evening of February 27th, and was attended by over a hundred members of the Hamilton branch of the Association. Keen interest was taken in the proceedings and as a result of the meeting it is expected that Hamilton manufacturers will be encouraged to go after export trade with increased vigor.

The chairman of the meeting was H. P. Hubbard, E. C. Atkins & Co., Limited, chairman of the Hamilton branch.

H. R. Poussette, the first speaker, dealt in a general way with the work of the Commercial Intelligence Service, explaining its extent and showing how its officers were prepared to furnish full information on the requirements of any given market within a few weeks. He asked his hearers to give the Commercial Intelligence Service a chance to help them and expressed the belief that were the Service consulted, serious mistakes in the handling of export business might be prevented.

Mr. Poussette referred to complaints which had come to his attention regarding the handling of correspondence and protested against the practice of ignoring letters of enquiry received from overseas. He emphasized the fact that Canada had a reputation to uphold and that manufacturers could not be too careful in their handling of letters.

J. S. McKinnon, former president of the Association, who has been appointed by the Department of Trade and Commerce to work up interest in the exhibit of "Made-in-Canada" goods to be sent to France this spring, gave the meeting a concise account of the plans which have been made for the handling of this exhibit. He stressed the point

that the people of France would judge Canada by the exhibit and he urged manufacturers of Hamilton to give the best possible support to the undertaking.

W. J. Egan got down to a more practical explanation of what Canada's commercial agents are doing and can do for Canadian manufacturers in the export field, pointing out that since he went to South Africa in 1913, he had been largely instrumental in adding 113 articles to the list of Canadian goods exported to that country. Among the valuable results of export trade pointed out by Mr. Egan was the opportunity it offered for making factory operations continuous and thus adding to the welfare of the workers and prosperity of the community.

P. W. Ward, whose time was somewhat limited, gave the meeting several maxims on export trade, which he believed would be helpful. He felt that the present year offered greater opportunities than any previous year for the development of export trade, since Canada was becoming better known throughout the world and Canadian exporters were more familiar with the export field.

During the evening a film was shown illustrating how and how not to conduct an export business.

A vote of thanks to the speakers was moved by Col. C. R. McCulloch, who spoke most appreciatively of the work done by the Commercial Intelligence Department in the interests of export trade. Col. McCulloch also expressed his satisfaction at the number of young men present at the meeting, believing that this augured well for the future of Canadian export business.

The next meeting in the series took place at London on February 28, followed by meetings at Windsor on March 2; Kitchener, March 5; St. Catharines, March 6, and Brantford, March 9.

### Warning Issued by the Trinidad Chamber of Commerce

The Trinidad Chamber of Commerce has issued a circular warning against doing business with people in the colony whose character is not already well known. A number of specific instances of attempts of untrustworthy concerns to get goods from Canada have come to the attention of the Association and these have been forestalled by the prompt supply of information about the alleged "firms." The action of the Chamber of Commerce is one of the outcomes of the visit of the C. M. A. delegation to the West Indies last year. The

circular reads: "The Trinidad Chamber of Commerce, Inc., desires it to be generally known among business concerns overseas that are contemplating opening up business relations with this colony, that its attention has been called to the fact that there are certain fictitious or bogus 'firms' operating in the colony endeavoring to do business with such suppliers.

"Such 'firms' are causing considerable trouble and annoyance to overseas suppliers, as it frequently happens that goods consigned to them have ultimately to be returned to the shipper, or otherwise disposed of, or if received on open account, considerable difficulty is experienced in obtaining payment for same, if at all.

"The Trinidad Chamber of Commerce, Inc., therefore desires to warn overseas suppliers of the need of exercising caution in extending credits to firms or individuals they know nothing of with the view of protecting the good name of the colony in the interest of bona fide firms.

"Overseas suppliers should direct their enquiries either to their consul, or through the London, New York or Canadian offices of the following banking institutions which operate branches in the colony:

The Colonial Bank.

The Royal Bank of Canada.

The Canadian Bank of Commerce.

Gordon, Grant & Co., Limited (Head Office).

"It may be added for general information that in order to assist suppliers abroad in decisions for extending credits, and at the same time to protect the colony's business reputation, the Trinidad Chamber of Commerce, Inc., has recommended to the Government of Trinidad the introduction of the Registration of Business Names Act, which, if passed, will discourage the existence of such bogus 'firms' in the colony."

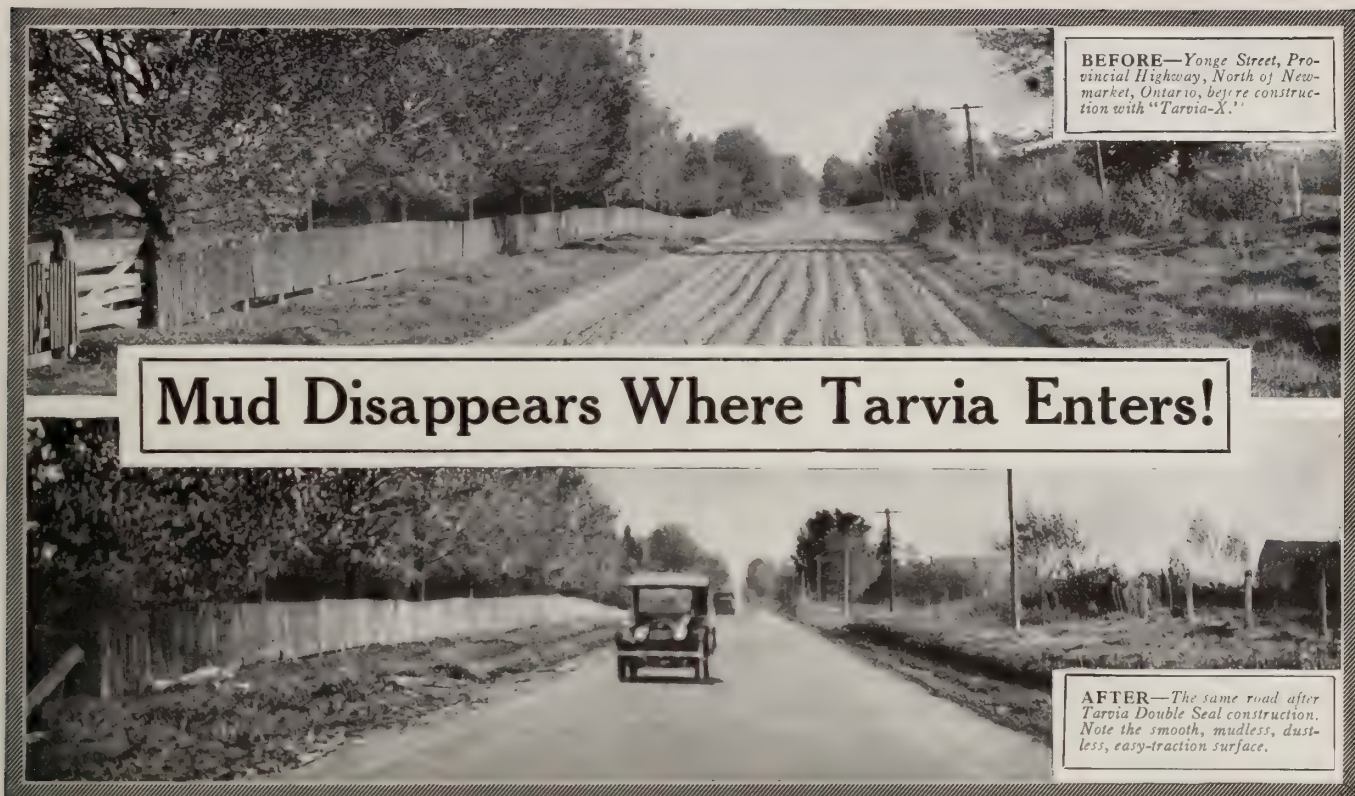
### Trade in Finished Woodwork With Australia Grows

When the Canadian Australasian liner Niagara left Victoria in January on her return voyage to Auckland and Sydney, she took out a shipment of 2,000 doors and other manufactured building material consigned to New Zealand by the manufacturing firm of Lemon, Gonnason & Co.

The British Columbia firm has been shipping manufactured building material in the shape of sashes and doors to Australasia for the past decade. There is a steadily growing demand for made-in-B. C. doors in New Zealand and the New Zealand architects are so pleased with the high standard of the Victoria-manufactured door that they are now specifying B. C. doors in the building trades there.

During the months of December and January the Lemon, Gonnason firm have shipped over 4,000 doors, consigned to the New Zealand ports of Auckland, Wellington, Bluff, Christchurch and Lyttelton.





## Mud Disappears Where Tarvia Enters!

**T**HIS is an era of progress. And progress follows the line of least resistance. It can never reach the community that is marooned for weeks at a time in an ocean of hub-deep mud. Today the entire country is aware of these facts—is alive to the need for better roads.

From farm and town alike, comes the demand for durable, economical, all-year highways. The Age of Mud is giving way to the Age of Tarvia. For in the building of good roads Tarvia is playing a leading part. More and more road officials and rate payers are learning that Tarvia Roads give the utmost value for the least money.

Economy of first cost, and economy of maintenance bring smooth, dustless, mudless, all-year Tarvia roads within the financial reach of even the most humble community.

Tarvia is a coal-tar preparation for use in building new roads and repairing old ones. It reinforces the road surface and makes it not only mudless and dustless, but water-proof, frost-proof and automobile-proof. The granular surface of a properly constructed and properly maintained Tarvia road prevents skidding. Where existing macadam or gravel can be used as a base, the cost of a traffic-proof Tarvia top is extremely low.

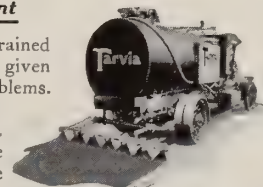
Illustrated booklet free on request.

# Tarvia

*For Road Construction  
Repair and Maintenance*

### Special Service Department

This company has a corps of trained engineers and chemists who have given years of study to modern road problems. The advice of these men may be had for the asking by any one interested. If you will write our nearest office regarding your road problems, the matter will be given prompt attention.



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# Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department, C. M. A.

## Special or Dumping Duty—Importations from Germany, Austria, Hungary, Jugo-Slavia, Czecho-Slovakia and Russia

The following instructions have been issued by the Department of Customs and Excise, under date of February 16, 1923:

"Special or dumping duty is held to be not applicable in respect of goods valued for duty purposes under sub-section 2 of section 40 of the Customs Act as amended 28th June, 1922, provided the selling price to the purchaser in Canada is not less than the fair market value as sold for home consumption."

By Memorandum 22, supplements B and D, dated June 23, 1922, and 8th September, 1922, the Department of Customs and Excise issued instructions that goods the manufacture of Germany, Austria, Hungary, Jugo-Slavia, Czecho-Slovakia and Russia were to be appraised for duty purposes according to the value of similar goods when manufactured or produced and sold for home consumption in the United Kingdom, or if similar goods are not manufactured or produced in the United Kingdom, then according to the value when manufactured or produced in any European country, the currency of which is not substantially depreciated. And where the goods were of a class or kind made or produced in Canada, if the selling price to the purchaser in Canada was more than 5% lower than the appraised value, special or dumping duty was to apply.

These instructions respecting special or dumping duty have now been cancelled and the practice reversed.

Under the above-quoted instructions where the appraised value for duty purposes of goods from Germany, Austria, Hungary, Jugo-Slavia, Czecho-Slovakia and Russia is higher than the selling price to the purchaser in Canada, special or dumping duty will not now apply, so long as the selling price is not less than the fair market value of similar goods as sold for home consumption in the country of export.

## Departmental Rulings

"Blue Ribbon Fig Brownies," rolled in sugar, separately wrapped, put up in small cardboard packages by the California Peach & Fig Growers of Fresno, Calif., ruled to be dutiable under tariff item No. 141, at the rate of  $\frac{1}{2}$ c per pound and 35 per cent. ad valorem under the general tariff.

Rotary kilns are now manufactured in Canada up to and including 9 ft. 6 in.

diameter, in any required length, and kilns are therefore not admissible free of duty under tariff item No. 462.

Diesel engines, both marine and stationary types, are not now made in Canada. Such engines, in all sizes, are therefore entitled to entry free of duty under tariff item No. 470 when imported for use in the construction or equipment of ships or vessels. (In effect 1st January, 1923). This ruling amends previous ruling of September 16, 1922, re Diesel engines.

Literature (other than advertising matter), published by the National Association of Audubon Societies, New York, and used in Canadian schools, ruled to be entitled to entry free of duty under tariff item No. 174.

## Board of Customs Decisions

Crushed blast furnace slag, per sample, declared dutiable under tariff item No. 711, at the rate of  $17\frac{1}{2}$  per cent. under the general tariff.

Enamelled corrugated washboard plates declared dutiable under tariff item No. 427, at the rate of 35 per cent. under the general tariff.

Book ends made of plaster of paris, gum and fibre, declared dutiable under tariff item No. 519, at the rate of 30 per cent. under general tariff.

## Canadian Customs Invoices

An important notice has been issued by the Department of Customs and Excise directing attention to the requirements that invoice forms used in invoicing goods to Canada must conform to the specimen forms approved by the department. In particular the invoice is required to have a column headed "Country of Manufacture or Production" and the name of the country of manufacture or production is required to be specified in said column opposite each item.

## Special or Dumping Duty—Job Lots, Remnants, Seconds and Second-Hand Goods

The following instructions have been issued by the Department of Customs and Excise, under date of February 16, 1923:

"Special or dumping duty is held to be not applicable in respect of goods sold as 'jobs lots,' 'remnants,' 'seconds' or 'second hand goods,' the values of which have been appraised, provided the selling price to the purchaser in Canada is not less than the price as sold for home consumption under like conditions."

## Sales Tax Refunds

As stated in the Association's Excise Tax Pamphlet, Circular 360, page 8, where a Canadian firm purchases or imports goods and subsequently exports such goods in exactly the same condition as when purchased or imported, the exporting firm is entitled to file with the Department of Customs and Excise a claim for a refund of the sales tax paid on the purchase or importation of the goods.

Members desiring any information as to the filing of such claims, or in respect of the evidence required to support a claim, are requested to communicate with the Tariff Department of the Association.

## PARLIAMENT'S WORK DURING MONTH REVIEW

(Continued from page 57)

treatment from the House of Commons and the Senate.

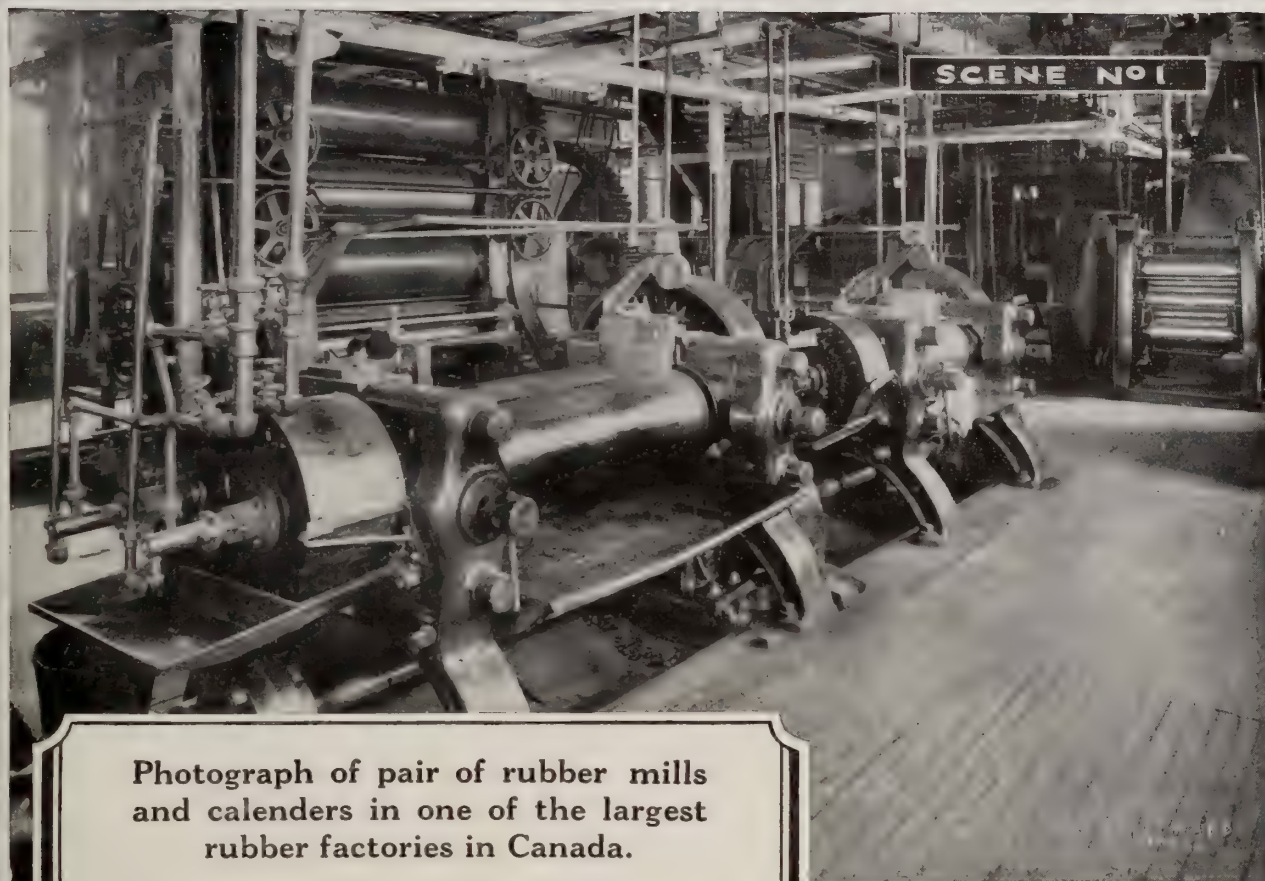
At an unusually early period in the session the main estimates were tabled on February 16th; for the purposes of comparison the coming year's estimates as compared with those of other years are given herewith:

Fiscal Year	Amount
1913-14	\$202,656,166.59
1914-15	208,118,672.25
1915-16	196,863,517.22
1916-17	271,015,545.73
1917-18	254,808,388.25
1918-19	299,682,239.31
1919-20	900,852,231.73
1920-21	613,225,411.02
1921-22	605,434,650.94
1922-23	479,171,391.90
1923-24	427,511,235.73

Hon. Mr. Bureau furnished the House with the information that for the calendar year 1922, \$81,321,930.54 had been received through the operation of the Sales Tax, of which \$56,202,479.58 was from domestic sales and \$25,119,450.96 from importations.

The session to date has been quiet and with a few exceptions uneventful, good progress being made in clearing the order paper of time-consuming subjects of discussion. Others of a like nature, however, come forward from day to day. Mr. Leader wishes, as an example to the country in economy, to reduce the indemnities and salaries of Cabinet Ministers, Members of Parliament, and Senators by  $12\frac{1}{2}$ %. Mr. Stevens asks for the appointment of a special committee to inquire into the operation of the Sales Tax and difficulties surrounding its administration. Mr. Drummond, in the alleged interests of wool growers, desires legislation to compel the marking of home-produced or imported goods sold as woollens in such a manner as will plainly indicate the percentage of virgin wool, shoddy, cotton, silk or other material contained therein. Mr. Hocken desires Parliament to pronounce that in its opinion measures should be adopted to encourage the publication of Canadian magazines and periodicals. These and other resolutions, together with the estimates and legislation introduced or about to be introduced, furnish ample grist for the parliamentary mill.





Photograph of pair of rubber mills and calenders in one of the largest rubber factories in Canada.

Imperial Lubricants in use:—

*Imperial Special Fibre Grease.*  
*Imperial Heavy Dark Machine Oil.*  
*Imperial Gear Shield Grease.*  
*Imperial Atlantic Red Oil.*

Imperial Lubricants are manufactured with the same scientific precision as the finest units on which they are used. For years we have specialized in the production of oils and greases to meet the most exacting requirements of plant lubrication. Perhaps the right grade of Imperial Lubricants can promote efficiency in the operation of some of your machines.

Write our nearest branch when in need of the advice or services of our expert lubrication engineers.

**IMPERIAL OIL LIMITED**

## **IMPERIAL LUBRICANTS**

**FOR MANUFACTURING,  
MINING AND MILLING**

### **CYLINDER OILS**

Imperial Cylinder Oil  
 Imperial Valve Oil  
 Imperial Capitol Cylinder Oil  
 Imperial Beaver Cylinder Oil

### **ENGINE AND MACHINE OILS**

Imperial Solar Red Oil  
 Imperial Atlantic Red Oil  
 Imperial Renown Oil  
 Imperial Bayonne Engine Oil  
 Imperial Polar Machine Oil  
 Imperial Ario Compressor Oil  
 Imperial Turbine Oils  
 Imperial Eldorado Castor Machine Oil

### **FOR VARIOUS INDUSTRIAL USES**

Imperial Black Oils  
 Imperial Cutting Oils  
 Imperial Tempering Oils  
 Imperial Cordage Oils  
 Imperial Wool Oils  
 Imperial Ink Oils  
 Imperial Greases.



## Latest Information Relating to Transportation Matters

Supplied by the Transportation Department, C. M. A.

### Railways to Establish Joint Rates on Mileage Commodities

A memorandum dealing with the question of mileage rates on traffic subject to a through joint movement over two lines, was issued by the Dominion Board of Railway Commissioners. Owing to its importance, it is herewith given in full.

Upon it appearing from complaints filed informally with the Board that some freight traffic moving under mileage rates over two lines of railway was being subjected to rates disproportionate to what should be involved for such two-line hauls, this being brought about by the combination of the local mileage rates of each company to and from junction points, at the direction of the Board its chief traffic officer wrote the principal railways in Eastern Canada under date of December 20th, 1922, a letter reading in part as follows:

"From time to time cases are brought to the attention of the Board indicating the unreasonableness of the combination of local rates to and from junction points when applied to a through joint movement. Very frequently the movements concerned involve commodities on which a mileage scale of rates is published.

"I attach a letter from Mr. J. A. McLachlin, Dresden, Ont., together with freight bill, which covers a case in point. This was a shipment of building brick from Milton to Eddys, and was charged the published through 10th class rate of 22c. The carriers publish a mileage scale of rates on brick which is, roughly speaking, about one-third lower than the 10th class rate, but on a joint movement such as referred to, the shipper frequently receives no benefit whatever from these lower published mileage rates. In this case the mileage rate, Milton to St. Thomas, 90 miles, is 12c; and from St. Thomas to Eddys, 54 miles, 10c, or a total of 22c, which is the same as the published through 10th class rate.

"It will be observed, therefore, that on such joint movements not only is the shipper deprived of any benefit from the reduced mileage rates established, but that customary tapering of the rate for the longer haul is also absent by reason of the application of the combination of rates based on the scale applying for the shorter mileage of each carrier.

"In some instances this situation is met by the carriers providing in their tariffs for a reduction in the mileage rates on shipments to and from points on connecting lines. For example, deductions are made in the mileage rates to and from connecting lines when no

through rates are in effect on the following commodities: agricultural limestone, cordwood and slabs, cordwood for excelsior manufacture, fertilizer, grain and grain products, lumber, sugar beets.

"No deduction is made from the mileage rates on a number of other commodities, however, such as the following: beet pulp, peat, ice, scrap iron, steel and tin, (also when mixed with bones), iron ore, scrap paper, kindling-wood, coal, clay, cinders, slag, stone, gravel, sand, drain and roofing tile, sewer pipe, lime, plaster, brick, paving blocks, livestock, potatoes.

"I would be pleased to have you give consideration to this matter and advise if you do not think the companies should at least make deductions with respect to traffic to and from connecting lines, on the commodities with respect to which there is at present no such tariff provision, which will correspond with what is provided for in the case of the mileage rates on the other named commodities where deduction is made."

The companies have replied under date of January 30, 1923, by letter reading: "Referring to your reference TD-14202, Red. 26025.12, in relation to deductions from local mileage rates on traffic to and from connecting lines. I desire to say that this matter was given consideration by the carriers at a meeting last week and the following minute recorded:

#### "Mileage Rates on Traffic To and From Connecting Lines"

"Roads interested announced that effective on legal notice they would amend their Local Mileage Tariffs to provide that on traffic delivered to or received from connecting lines the following deductions would be made:

"When the rate to and from the junction point is over 7½ cents per 100 lbs., deduct 1 cent per 100 lbs.

"When the rate to and from the junction point is 7½ cents per 100 lbs., or less, deduct ½ cent per 100 lbs.

—subject to a minimum of 4 cents per 100 lbs.

"It was understood that this would not conflict or change any tariffs now in effect providing for different deductions.

"The amendments necessary to the tariffs will be made in due course."

This action, it will be observed, will provide for a considerable measure of relief, not hitherto available, covering future movements of the character described on the list of commodities named.

### New Zealand Reduces Its Postage to Canada and U.S.

Postal rates in New Zealand were considerably reduced on February 1, according to a report received from Th. de Schryver, Auckland, N. Z. The letter rate to Canada and United States for 2 ozs. has been fixed at 1½ pence or 3 cents and one penny for every additional 2ozs. Postcards 1d. or 2 cents and newspapers ½d. or 1 cent. The Postmaster-General expects to be soon in a position to bring the rates back to the pre-war standard.

### Parcel Post to Central and South America via New York

The Post Office Department, Ottawa, announces that commencing on the 1st March, 1923, parcels may be accepted for transmission via New York to countries in Central and South America. This route will be in addition to the existing parcel post route via England and the direct route to British Honduras, Colombia, and Venezuela. The route to be used is optional with the sender in each case.

The rate of postage for parcels forwarded by the New York route will be 18 cents for each pound or fraction thereof. The limit of weight will be 11 pounds.

The regulations as to packing, customs declarations, prohibited articles, etc., will be the same as those which have hitherto applied to parcels despatched via England or direct Canadian route.

Parcels for Central and South America intended for transmission via New York should be legibly marked "Via New York" and forwarded to Montreal to be included in parcel mails which will be made up by that office for New York.

### Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Oct. 1	Dec. 1	Jan. 1	Feb. 15	Feb. 1
Total cars on Canadian lines—	196,267	196,148	194,611	190,140	190,878
Allowance for bad order cars (A.R.A. Basis) .....	13,739	13,730	13,623	13,310	13,361
Actual bad order cars .....	13,797	10,135	10,965	10,816	10,952
Excess bad order cars over A.R.A. allowance .....	58	*3,595	*2,658	*2,494	*2,409
Surplus of cars in good order .....	none	none	244	none	none
Total idle cars .....	none	none	2,902	none	none
Shortage .....	7,667	6,823	none	4,356	3,542
*Surplus					



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Factory &  
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Floor  
Space—  
65,000  
Square  
Feet

### EQUIPMENT—

Oil Storage for 40,000 gallons, equipped with electric pumps for handling oil throughout plant.  
Heavy Duty Electric Travelling Crane, covering 14,000 square feet of assembly floor.  
Railway Siding for placing cars in factory.

New Modern Vacuum and Impregnating Plant.  
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Most complete Testing Apparatus, including two Frequency Changers and High Voltage Testing Transformers.  
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Branch Offices: Montreal, Halifax, Winnipeg.

Agents: General Supplies Co., Calgary, Alta. Frank Darling, Vancouver and Victoria, B.C.

## DOMINION BUTTON Manufacturers Limited

Established 1870

Kitchener - - - Canada

Manufacturers of all kinds of  
Vegetable Ivory and Pearl Buttons.

High Class Goods for  
Men's, Women's and Children's Clothing,  
Knitting Mills, Shirts, Trousers and Shoe  
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Also for Jobbers and Export Trade.

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MANUFACTURERS in Canada

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Mr. Fred McGregor, 802 Bower Bldg., Vancouver, B.C.  
Messrs. Cockburn, Leighton Co.,  
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## The Proof of a Pudding is the Eating Thereof

In other words, it is not appearance but performance which counts. An article may look well but may fall down miserably when it comes to demonstrating its worth.

The most genuine proof of the value of any product is the number of people using it. In this respect

## “HAYES”

Wheels - Hubs - Rims - Axles  
Forgings and Stampings

stand out prominently. The reason that we are able to hold the patronage of so many customers is due to the fact that our products are manufactured to a high standard of quality as well as appearance.

Any “Hayes” product may be purchased with confidence.

*We are always glad to quote prices.  
The World's Best—They Stand the Test.*

The Hayes Wheel Company of  
Canada, Limited

Chatham - - - Ontario



## Conference on Education and Citizenship

### National Council of Education to Hold Important Meeting Shortly in Toronto

AN IMPORTANT conference on education and citizenship, under the auspices of the National Council of Education, will be held in Toronto, April, 2-8, and those in charge of arrangements have intimated that they would be glad to have members of the Canadian Manufacturers' Association attend in as large numbers as possible.

The National Council of Education was formed in 1919, following a conference in Winnipeg, promoted largely through the efforts of W. J. Bulman, past president of the C. M. A. Mr. Bulman became its president, and Vincent Massey, president of the Massey-Harris Co., Limited, one of its vice-presidents. Both are actively associated in the work of the approaching conference.

The objects of the conference are stated to be as follows:

"1. To emphasize the necessity of a greater degree of ideality and spirituality in education since persistence in our present competitive and secular methods must lead to western civilization eventually destroying itself.

"2. To stimulate a Dominion-wide interest in education as a means to life and not for the purpose of livelihood; to

demonstrate the need for a re-statement of values and to seek the removal of the emphasis now placed on the material aspects of life to the almost complete neglect of the spiritual.

"3. To endow the ideas 'Education' and 'Citizenship' with a unity of meaning and purpose for the nation and to impress in the hearts and minds of the people the ideal of a fulness of life attainable by all.

"4. To demonstrate the continuity of the entire educational process—through its three great and inseparable agencies, the home, the school, the church—for the development of character as self-expression, of citizenship as national character expression.

"5. To discuss proposals for the improvement of education in the Dominion, which could be more readily effected by co-operation among existing agencies and by the active interest and support of public opinion.

"6. To pave the way for annual public conferences of a more professional character at which detailed discussion can be entered into on the great educational problems of the day, and on the develop-

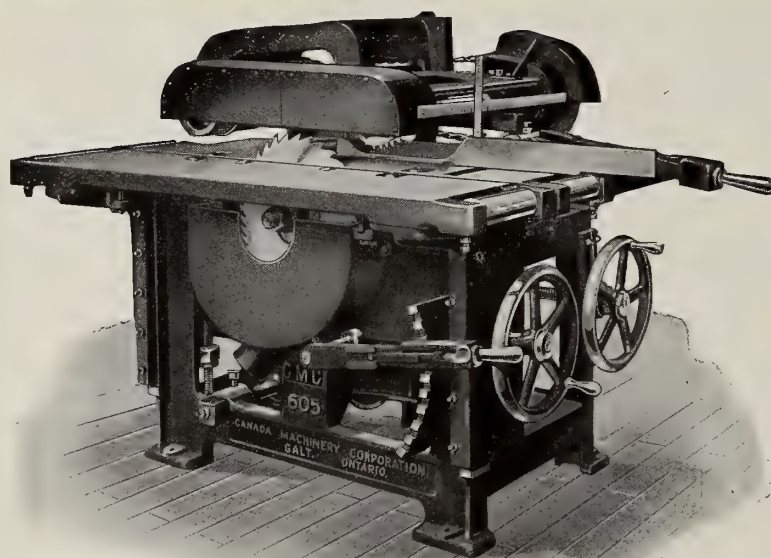
ment of education in other parts of the world.

"7. To consider suggestions for the re-organization of the national council of education and for its subsequent policy."

There will be some notable speakers at the conference, including Sir Michael Sadler, vice-chancellor of the University of Leeds; Lieut.-General Sir Baden-Powell, founder of the Boy Scout and Girl Guide movements, and Sir Henry Newbolt. There will also be present a representative of the French Ministry of Education and a delegate from the French universities, and it is hoped that a French session will be held during the conference.

In a letter of invitation sent out by Brig.-General C. H. Mitchell, chairman of the delegates' committee, the following appears, which sums up the purpose of the conference:

"It is desired that the entire citizenship of Canada shall be represented. It is to be a conference of business, professional and working men, of legislators and administrators, Dominion, provincial and municipal, of school trustees and those engaged or interested in education in its many spheres, of church workers and of representatives from all organizations, of every description throughout the country. It is to be a conference of men and women who realize the influence of education in citizenship. It will be no ordinary conference; it will be unique."



No. 605 New Variable Self Feed Rip Saw

## *The Saw that "Sells"*



The "605" is selling fast for the simple reason that it is a better saw than any other Self Feed Rip Saw on the Canadian market. It has new and exclusive patented features not found on other makes.

We would be pleased to demonstrate these features to you.

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LIMITED

*Manufacturers of Iron and Woodworking Machinery.*

Toronto Sales Office

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We are builders of railway vehicles to suit every requirement of passenger, freight and general service on steam and electric lines either to the purchaser's, or, if required, to our own designs and specifications and for home or export orders.

Among our many other products are the following:—

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CASTINGS  
ROLLED BARS  
PRESSED WORK  
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MALLEABLE CASTINGS  
ROLLED BARS  
CHILLED TREAD WHEELS  
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ROLLER SIDE BEARINGS  
ETC.

*If not mentioned here it is  
probably an "Etc."*

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CRUSHER JAWS  
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CRANK SHAFTS  
CRANK PINS  
ROLL SHELLS  
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ROLLING MILL ROLLS  
ETC.

Our plants are thoroughly equipped for large and efficient production, and we invite correspondence from those interested.

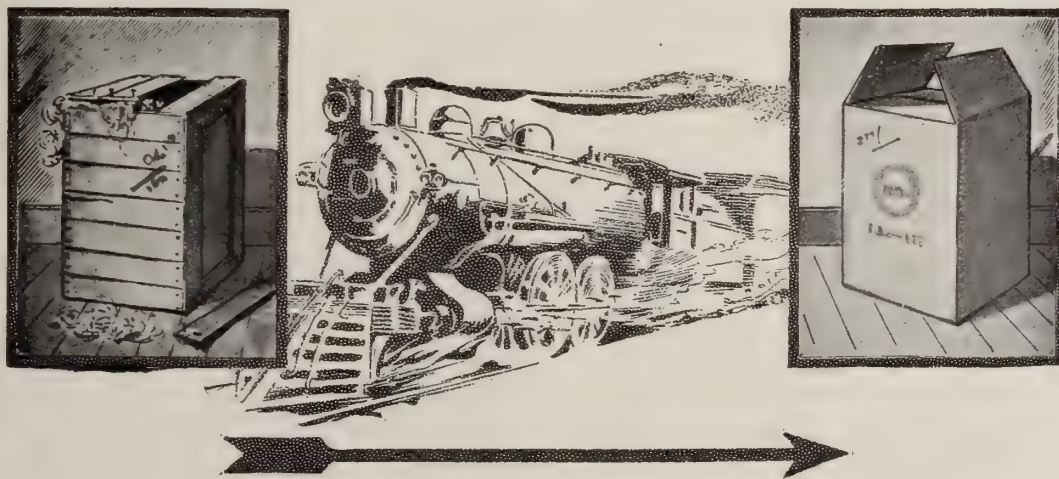
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## CANADIAN CAR & FOUNDRY CO., LIMITED

CANADIAN STEEL FOUNDRIES LIMITED  
THE PRATT & LETCHWORTH CO., LIMITED

Plants at— Montreal Amherst, N.S. Welland, Ont. Brantford, Ont. Fort William, Ont.

## H. & D. Corrugated and Solid Fibre Board



**CONTAINERS** will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

**The Hinde & Dauch Paper Co., of Canada, Limited**  
TORONTO, CANADA



## Rubber Association of Canada Convenes

### Successful Annual Meeting Held Last Month and New Officers Elected

**T**HE Rubber Association of Canada held its third annual meeting, with a representative attendance, in the Mount Royal Hotel, Montreal, on February 14. W. A. Eden, Dominion Tire Co., Limited, the president, occupied the chair.

A comprehensive report on the year's work was presented by A. B. Hannay, manager and secretary. The industry, he said, had encountered trying conditions but had made a good showing notwithstanding, and comparatively few failures were experienced. The manner in which losses on inventories had been absorbed showed to a remarkable degree the financial strength and fundamental soundness of companies. The buyers' strike had ended but this had been brought about only by reductions in selling prices that had tested the skill and energy of managers to meet production, marketing and administrative costs. During the latter part of the year, heavy increases in the prices of crude rubber, cottons and fuel had added another chapter to the industry's record of difficulties.

Mr. Hannay pointed out that registration of motor vehicles had reached the half million mark by the end of 1922 and it appeared likely that this figure

would be exceeded considerably in 1923. The tire industry had produced in 1922 more than a million tires with a value of \$23,000,000. Buying power was increasing both at home and abroad and Canadian tires had been exported to 59 different countries and colonies. With the exception of Russia and Austria, practically every country of the world had been served.

#### What Association Accomplished

Referring more particularly to the work of the association, Mr. Hannay dealt with the revision of the freight schedule on rubber goods which will become effective when classification No. 17 is approved by the Railway Board; with the securing of commodity rates to the Pacific Coast on certain rubber articles and with the prepayment of charges for all used tires forwarded for adjustment.

It was reported that a committee of the association had, in co-operation with the cotton companies, established uniform specifications for hose and belting fabrics. Taxation questions had been studied and legislation concerning highway traffic regulation watched. The association was also giving thought to the tariff requirements of the industry.

The following were elected directors for 1923: C. N. Candee, Gutta Percha & Rubber Limited, Toronto; J. D. Hathaway, Northern Electric Co., Limited, Montreal; A. R. Kaufman, Kaufman Rubber Co., Ltd., Kitchener; W. H. Miner, Miner Rubber Co., Limited, Granby; F. E. Partridge, F. E. Partridge Rubber Co., Limited, Guelph; John Westren, Dunlop Tire & Rubber Goods Co., Limited, Toronto; W. B. Wiegand.

The association decided not to accept the invitation of the Shoe Manufacturers' Association to appoint a representative on their executive for the purpose of co-operating in the credit service of the Shoe Association on retail accounts, but left it open to individual manufacturers to take such action as they deemed best. The association also adopted a resolution opposing the proposal for a Canadian trade emblem.

The directors elected the following officers for 1923: President, C. N. Candee; vice-president, W. H. Miner; treasurer, John Westren; assistant-treasurer, Joseph O'Mara; manager and secretary, A. B. Hannay.

#### Ontario Workmen's Compensation

According to the latest figures supplied by the Compensation Board the total amount of the awards for the eight years the act has been in operation is \$33,686,514—an average of about 4¼ millions per year.

## Facts for power users

**W**HEN an Electric Motor is selected for a particular task, it performs that task better and more economically than any other source of power.

The question of economical power application is one which may be solved with certainty. The technical facts, the result of engineering research and experience are available.

We have those facts at hand and will be glad to sit down with your engineers and work out the solution of your power problem.

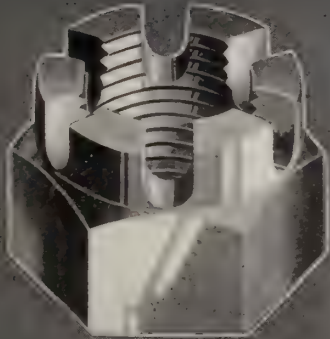


## TORONTO HYDRO-ELECTRIC SYSTEM

225 YONGE STREET TORONTO



# N A M C O N U T S



## STANDARD

"V", U.S.S., S.A.E. Cap Screws

"V", U.S.S. Set Screws

S.A.E. Finished Nuts  
(Plain and Castellated)

Semi-Finished "V", U.S.S. Nuts

## SPECIAL

Screw Machine Product Hardened  
and Ground to Specifications.

## THE NATIONAL ACME COMPANY

MONTREAL, P. Q.

Paid Up Capital \$2,500,000

### Canadian Bank Note Company Limited

SUCCESSOR TO  
American Bank Note Company of Canada

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All modern facilities for the preparation  
of steel engraved Bank Notes, Postage  
and Revenue Stamps, Bonds, Debentures,  
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**CANADIAN BANK NOTE COMPANY  
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Fireproof Windows } at Winnipeg

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THE

## Metallic Roofing Co.

Manufacturers LIMITED

Toronto and Winnipeg



# Immigration Plans of Government Explained

## Minister of Immigration and Colonization Issues Concise Statement

THE program of the Dominion Government for the encouragement of immigration has been outlined to the Association by the Hon. Chas. Stewart, Minister of Immigration and Colonization. Mr. Stewart supplies the following specific information, which will no doubt be found of considerable interest to members:

"In the United States, we have nearly doubled our appropriation for publicity and advertising, and have inaugurated a new system of encouraging renters who have not sufficient means to purchase land at the moment, but who, with their limited capital, may reasonably hope to become purchasers at the end of one year's occupancy of land in Canada as renters. The various transportation companies have been co-operating in a splendid manner, and there is no doubt that we may anticipate satisfactory results from the American field this coming season.

### Work in Great Britain

"In Great Britain we found that our limited appropriation would not permit of our sending any experienced lecturers from Canada, but arrangements were made whereby twelve of our best agents

in Great Britain have been concentrating their efforts on lecture work and personal contact work with a view to speeding up the movement from Great Britain this spring.

### Co-ordination of Efforts

"We have also increased our publicity and advertising appropriation by over sixty per cent. in Great Britain, and, as in Canada, we have formed a committee of the various transportation companies and the Immigration Department representatives, both federal and provincial, in order to co-ordinate the efforts of the various organizations interested in this work so as to achieve the greatest possible efficiency in our effort to increase the flow of immigration this coming season.

"The government has approved of the principle of co-operation with the Overseas Settlement Board in the way of advancing a portion of the passage money in certain cases, and this will no doubt enable us to secure a splendid class of immigrants who could not possibly think of emigrating on account of lack of funds. We have done everything possible in anticipation of the coming season and are looking forward with con-

siderable optimism to the results which we hope will come from our greatly increased activities."

## Saskatchewan Power Development as Aid to Industry

In moving the resolution in reply to the Speech from the Throne in the Saskatchewan Legislature, D. A. McNiven, M.L.A. for Regina, advocated the development of some of Saskatchewan's latent power as a solution of the problem of retaining the population in the country. Mr. McNiven referred the House to the Henry Ford idea of burning coal at the mines and transmitting energy by power wires, and related this to the fifty billion tons of coal in the Estevan coal fields "awaiting our pleasure." He contended that the development of this power would eliminate seasonal occupation which he declared was the chief drawback to our country.

The Ontario division is co-operating fully with the Canadian Government in connection with the Canadian Exhibition Train to France. Realizing that Ontario is favorably situated with regard to exports to that republic, the fullest possible assistance is being given to the Exhibition Committee and to John F. McKinnon, past president of the C. M. A., who has been appointed Assistant Director of Exhibits.

## Save Money on Sweeping!

What is your yearly investment in brooms? Do you know?

If not, get the figures for 1922 and divide by two, which will represent the sum required if you order the use of

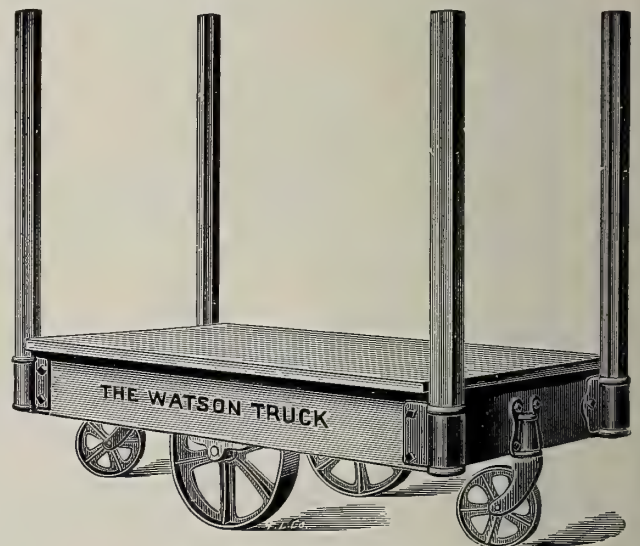
# RUBBR-SET BROOMS

Made of various fibres, set in rubber, metal-encased, built for a long life of hard service.

"50% saving on brooms when you specify Rubbr-Set."

**West, Taylor Bickle Co., Limited**  
Norwich, Ontario

## TRUCKS - ALL KINDS FOR ALL PURPOSES



The only complete line  
"MADE IN CANADA"

**Hand Trucks      Platform Trucks**  
**Railway Trucks      Casters, Etc.**

*We will send Catalogue and full information for the asking.*

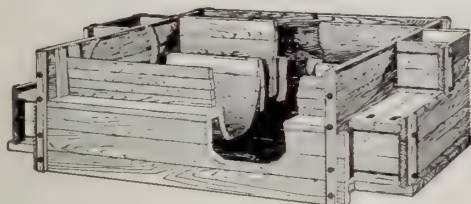
**John Watson Mfg. Co., Limited**

AYR, ONTARIO and WINNIPEG, MANITOBA



ONTARIO WIND ENGINE & PUMP CO. LTD.  
**TORONTO**

## Pulp Thickener Tanks



The last eight months has seen an unprecedented output of TORONTO Tanks. In fact, the demand for TORONTO Quality Wooden Tanks has been the greatest in our experience and proves that these tanks are leaders.

TORONTO Pulp Thickener and Bleaching Tanks are built from well seasoned air dried stocks in either B. C. Fir, Redwood, Cypress or Pine. Built in any size or shape to meet local conditions.

Our Engineering Department will gladly furnish full information and prices—without any obligation, of course. Write to-day for your copy of illustrated folder on TORONTO Tanks.

**Ontario Wind Engine & Pump  
Co., Limited**

Atlantic Avenue, Toronto

Montreal

Regina

Calgary



SALT PLANT, WINDSOR, ONT.

## JOBBERS!

*Are You Handling the  
Profitable  
Windsor Line?*

### WINDSOR TABLE SALT

(for general household use)

### REGAL TABLE SALT

(free running—in Cartons)

*In Universal demand—always—because of their  
purity and quality*

**THE CANADIAN SALT CO. LIMITED**

WINDSOR

ONTARIO

**Make Your Metal Work  
Rustproof - by using**

## LIONOIL RAVEN

**BLACK BAKING JAPAN**

The Ideal Foundation Coat for Stove and Automobile Parts

Because of the elasticity of Lionoil Raven, metal sheets can be enamelled and baked, then blanked and formed without chipping or cracking. Rust proofing qualities

make it invaluable as first coater for metal.

Gives velvety finish with modified sheen. Excellent as finish for many articles.



## LIONOIL RAVEN FINISHING ENAMEL

High class jet black finish for automobile bodies, fenders, hoods, dust shields, radiator shells, etc. High gloss, great elasticity and durability. Free flowing and good covering capacity. If you have any baking enamel problems let us help you solve them. We will send expert to advise if desired.

WALKERVILLE

**BERRY BROTHERS** INC.  
Varnishes Enamels Stains

ONTARIO

Industrial Representative: Wm. Home, 34 Victoria St., Toronto



## Canada's Enormous Fire Waste Deplored

Annual Meeting of Dominion Fire Prevention Association Held at Ottawa

**T**HE annual meeting of the Dominion Fire Prevention Association was held in the Parliament Buildings at Ottawa on February 8 and 9 and was well attended. The sessions were presided over by the president, W. H. Shapley of Toronto, who, in his presidential address, reiterated warnings as to the serious consequences to Canada if the present appalling fire waste in the Dominion were not reduced.

The secretary, G. D. Finlayson, superintendent of insurance, reported that in 1922 the loss of property by fire in Canada exceeded in value \$50,000,000, being the greatest loss that has ever occurred in a single year. The per capita loss of \$5.80 was the greatest so far recorded in the history of the Dominion. One-half of the property loss was due to about one-half of one per cent. of the number of fires, which suggested the desirability of concentrating on the larger risks and encouraging the use of sprinkler systems.

Reports were presented by the Committee on Roofing Materials and the Committee on Private Fire Protection, which were largely of a progress nature. Seven resolutions were adopted bearing on different aspects of fire prevention work.

The officers elected were, Honorary President, Hon. W. S. Fielding; President, Rt. Hon. Sir George E. Foster; Honorary Vice-President and Chairman of the Executive, W. H. Shapley; Vice-President, J. N. MacKendrick; Secretary, Geo. D. Finlayson; Executive Officer, J. Grove Smith, Dominion Fire Commissioner. Executive Committee, E. N. Trowern, Retail Merchants' Association; Tom Moore, Dominion Trades and Labour Congress; John Appleton, Dominion Mortgage and Investment Association; John B. Laidlaw, Canadian Fire Underwriters' Association; W. Mills, Canadian Credit Men's Trust Association; R. J. Wickham, Dominion Federation of Fire Insurance Agents; James Armstrong, Dominion Association of Fire Chiefs.

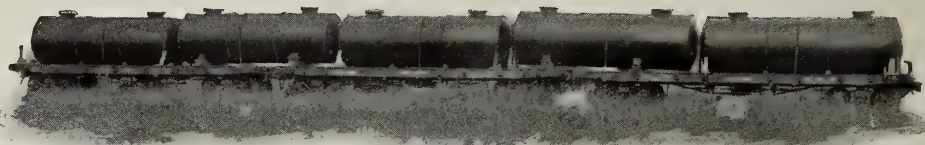
### Calgary Steel and Iron Works Are Described

The Calgary Board of Trade has inaugurated a plan by which local manufacturers will deliver addresses to members of the Board on their special lines of industry. On February 9, Dr. M. C. Costello, representing the Calgary Iron Works, gave some interesting facts and figures about the iron and steel industry.

Dr. Costello stated that there was half a million dollars invested in the iron and steel works and allied trades in Calgary, employing some 250 hands and paying approximately \$7,000 a week in wages. Something like \$250,000 was placed in circulation annually by these works. The Calgary plants were all owned, controlled and operated by Calgary men and they had been the means of building up a large trade in Alberta. There was an immense business in mining equipment and in many other lines. Dr. Costello instanced a case where goods had been shipped to a Saskatchewan firm which had been able to profit to the extent of 35 per cent. over what it would have cost had the goods been purchased in the States. Altogether the industry was one that the citizens should be proud of and it merited their support.

### Urges New Zealand to Exhibit at Toronto

James P. Murray, who has been visiting New Zealand, has been endeavoring to interest the Government of that Dominion in the Canadian National Exhibition, Toronto. He interviewed Hon. Mr. Massey, Premier of New Zealand, and asked if it would not be possible to send an annual display. Later a New Zealand Building might be erected. Mr. Massey expressed himself as favorably impressed and promised to do everything in his power to advance the scheme.



## How about new tanks, vats and containers —for the new business now coming?

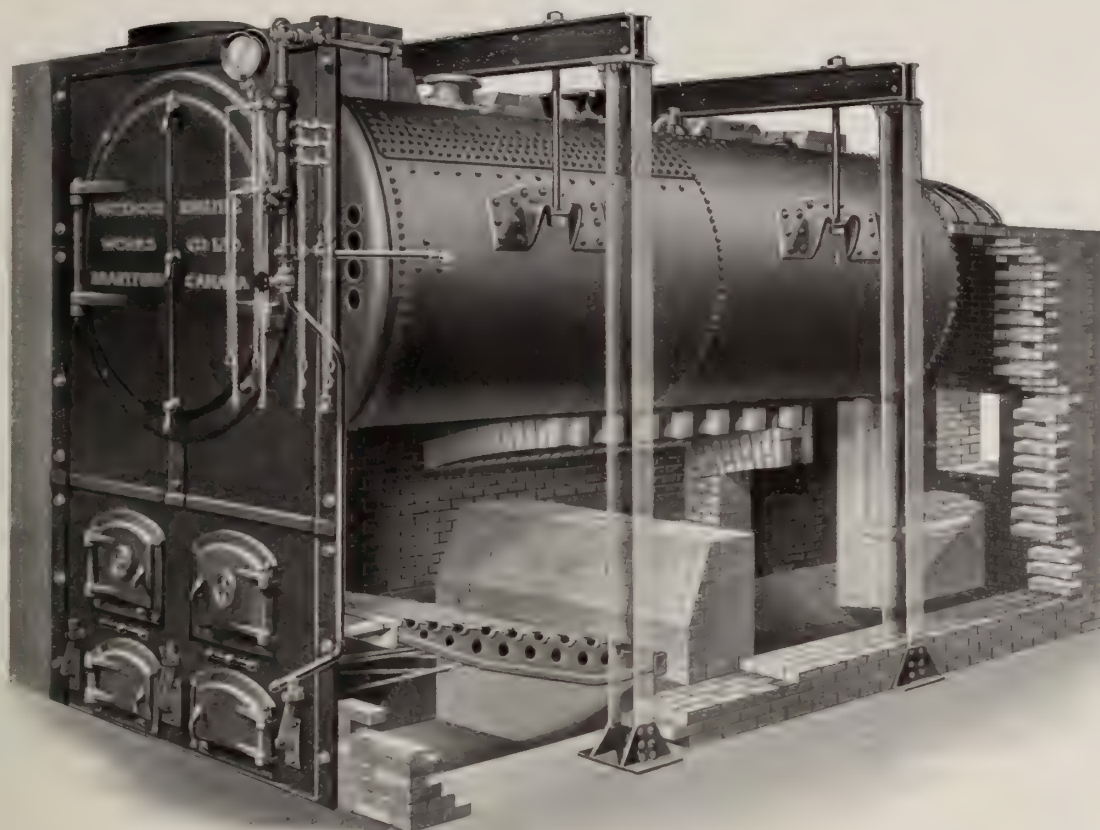
When it is a matter of steel plate containers you will find our experience, our facilities—and particularly our prices—ready to serve you in a thoroughly acceptable manner. We make Boilers, too, of all types and sizes. The quality of the plate we use, our modern shop practice and our superior rivetting workmanship are all guarantees of years of satisfaction to our customers. We quote promptly.

**Engineering and Machine Works of Canada**  
LIMITED

ST. CATHARINES, ONTARIO

Eastern Sales Offices: Hall Machinery Co., SHERBROOKE, QUEBEC, and BIRKS BUILDING, MONTREAL





## **“FILES” HAND-FIRED STOKER WITH SMOKELESS SETTING SUCCESSFULLY ELIMINATES SMOKE**

*Can be installed under existing boilers without disturbing setting.  
Increases efficiency and saves fuel.*

**One Customer Writes:—**

“OUR FILES HAND STOKERS have now been installed about two years, during which time they have paid for themselves twice over, if we consider the saving in fuel.

“And, what we have and are doing with them others can do.

“We have found them most satisfactory and economical, particularly so in regard to the elimination of smoke.”

The Meriden Britannia Co., Limited	-	-	-	Hamilton, Ontario
The Mercury Mills, Limited	-	-	-	Hamilton, Ontario
The E. W. Gillett Co., Limited	-	-	-	Toronto, Ontario
Robert Crean & Co., Limited	-	-	-	Toronto, Ontario

are among the satisfied users of FILES STOKERS.

*We would appreciate an opportunity of submitting full information.*

# **Waterous**

**BRANTFORD, ONTARIO, CANADA**





FOR THE GREY IRON FOUNDRY CLEANING ROOM—like-wise for brass and aluminum foundries—be sure the grinders are equipped with Norton Crystolon snagging wheels for cutting speed and low grinding costs.

Our booklet on snagging will be gladly sent to you on request.

## Norton Company of Canada Limited

**Hamilton - Canada**

**Electric Furnace Plant: Chippawa, Ontario**

Canadian Agents:

The Canadian Fairbanks-Morse Co., Limited, Montreal, Toronto, Ottawa, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver, Victoria

F. H. Andrews & Son, Quebec, Que.

Simonds Canada Saw Co., Vancouver, B.C.

**LUMP LIME**  
Bulk and  
Barrels

**HYDRATED LIME**  
Chemical, Agricultural  
and Mason's.

**LIMESTONE**  
Fluxing, Rubble crushed,  
also Dimension.

**SAND**  
Building  
Asphalt.

## Standard Lime Company Limited

**Joliette, Quebec**

**The Only Firm in Canada Hydrating High Calcium Lime**

"This is a good quality of HIGH CALCIUM HYDRATED LIME. It contains only a trace of Magnesia. It is especially suitable for water softening and for any purpose in which a lime **free from Magnesia** is required **because of its purity.**" Milton-Hersey, Analysis 48447.

**QUALITY AND SERVICE UNSURPASSED**

On  
Canadian National and  
Canadian Pacific Railways

**HYDRATING PLANT**  
Joliette, Que.

**LIME PLANTS**  
Joliette and St. Marc, Que.

**SAND PITS**  
St. Félix de Valois, Que.





# John V. Gray Construction Co. LIMITED

## General Contractors

Toronto Windsor London Haileybury

# UNION DRAWN STEEL CO., Limited

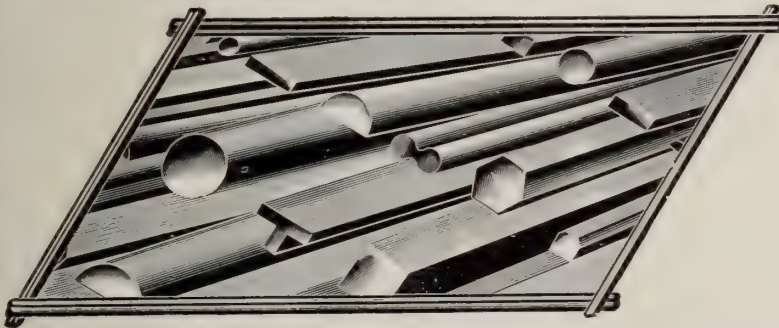
HAMILTON - ONTARIO

Manufacturers of

## Shafting

Rounds, Flats, Squares  
and Hexagons

LARGEST STOCK IN CANADA  
Get prices before ordering elsewhere



# Fenestra

STEEL WINDOW WALLS

**Canadian Metal Window & Steel Products Limited**  
Office and Factory: 160 RIVER ST., TORONTO; 169 PEEL ST., MONTREAL

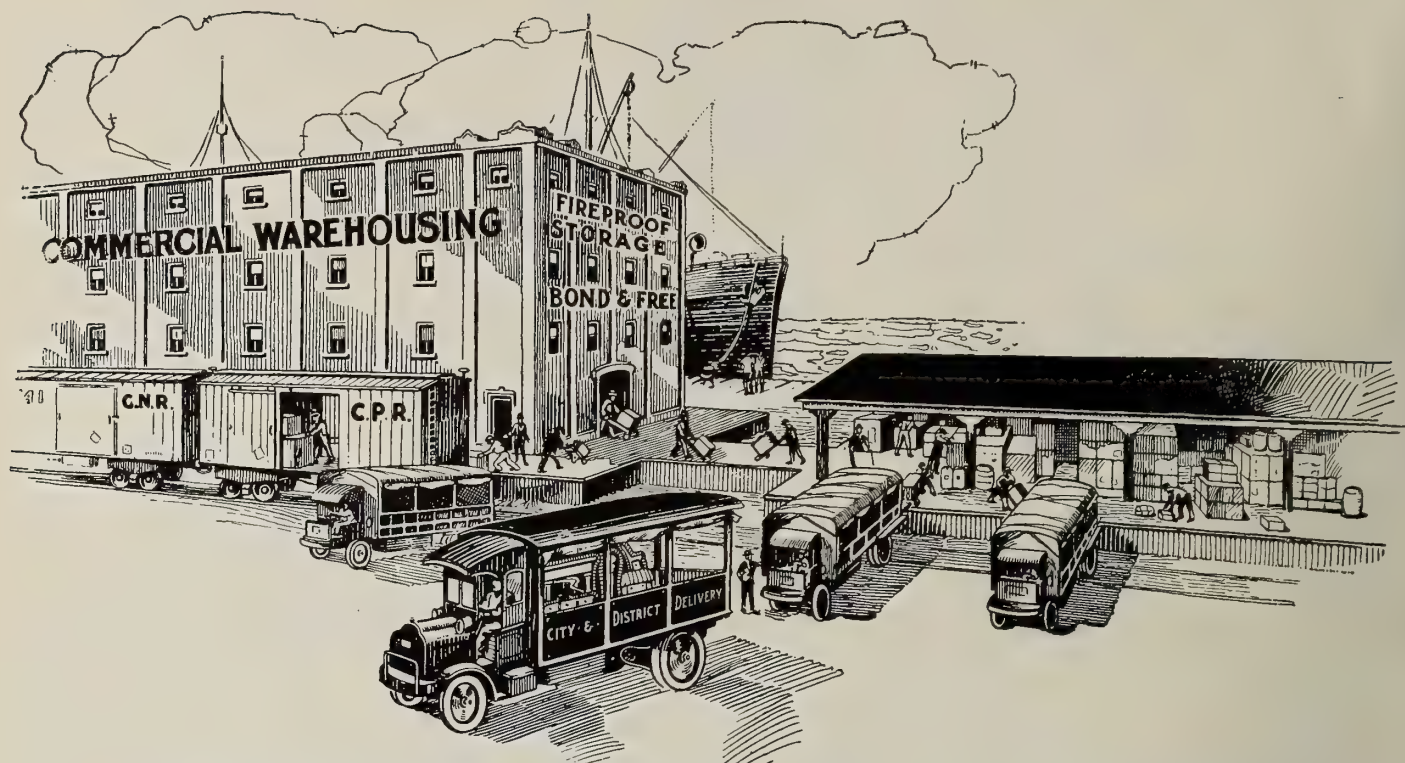
### AGENCIES:

R. R. Power, Royal Bank Chambers,  
Halifax, N.S.  
Gandy & Allison, St. John, N.B.  
W. J. Banks, 103 St John Street, Quebec.

MacFarlane-Douglas Co., Ltd., 250 Slater  
Street, Ottawa.  
R. Y. Kilvert & Co., 402 Builders' Exchange,  
Winnipeg.

A. L. Charlebois, Avenue J and 20th Street,  
Saskatoon.  
Gormans, Limited, Edmonton, Calgary and  
Vancouver.





EFFICIENT WAREHOUSING SERVICE CUTS DISTRIBUTION COSTS  
AND MIGHTILY INCREASES YOUR BUSINESS.

**Importers! Manufacturers! Producers!**

BROADCAST YOUR GOODS  
to five thousand Jobbers, thirty-  
thousand Retailers and nearly six  
million Canadian consumers in  
Ontario and adjoining provinces,  
**QUICKLY, CHEAPLY** and  
with **GREATEST SALES-  
BUILDING EFFECT**  
Distribute Through Our Store-  
houses.

#### DIRECTORY OF MEMBERS

HAMILTON, Ont.	Fowler's Canadian Storage Co., Ltd.
"	Glasgow Storage & Cartage Co., Ltd.
"	Hamilton Terminal Warehouses, Ltd.
"	Storage & Transfer Co., Ltd.
LONDON, Ont.	Fireproof Warehousing Co., Ltd.
OTTAWA, Ont.	E. W. Marshall
TORONTO, Ont.	Canadian Cartage and Storage Co., Ltd.
"	R. Carrie, Storage, Ltd.
"	The Howell Warehouses, Ltd.
"	Standard Warehousing & Mercantile Co., Ltd.
"	Toronto Storage, Ltd.
"	Toronto Terminal Warehouse Co., Ltd.
WINDSOR, Ont.	Windsor Truck and Storage Co., Ltd.

All rate quotations made by representatives of this organization are NET—no commissions are paid or charged—rates are based on current tariffs in effect in each locality.

NOTE—For name of Warehouse or Transfer Co., inquire of near representative.

**Central Canada Warehousemen's Association.**

311 KING STREET EAST

T. ARMSTRONG, President.



TORONTO, ONTARIO, CANADA

C. F. B. TIPPET, Secretary.

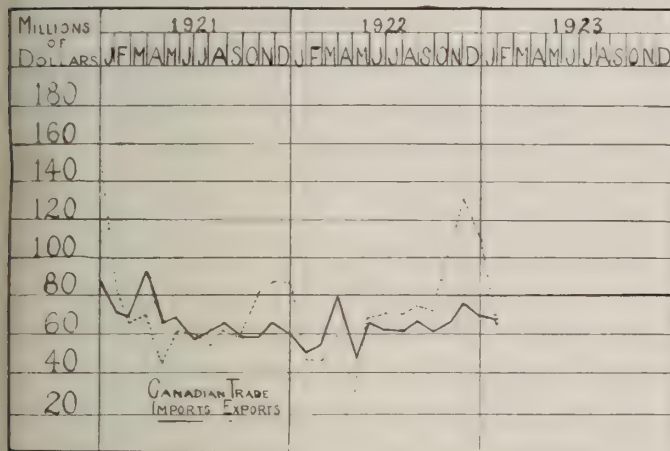


# The Pulse of Business in Canada

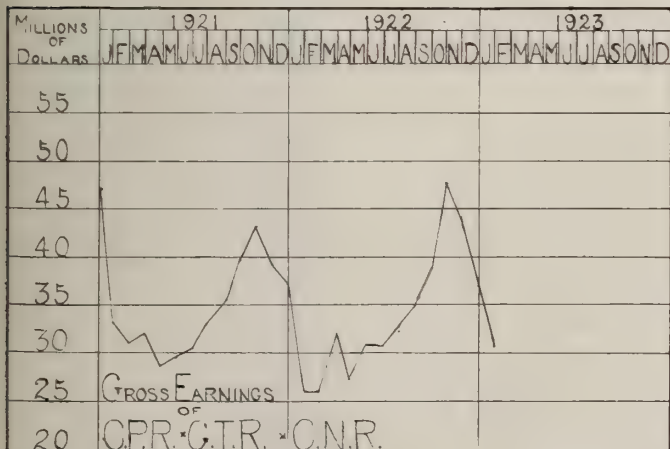
What Statistics are Showing

NOTHING of startling importance is shown by the statistics for the past month. A rise of 2.5% in wholesale prices is indicated by Professor Michell's index number. Canadian exports have dropped to \$65,634,650 for January and imports to \$68,085,845. Railway earnings have dropped with the passing of the grain movement. The spring building activity is starting earlier this year than last, February contracts rising \$4,000,000 above the January figure.

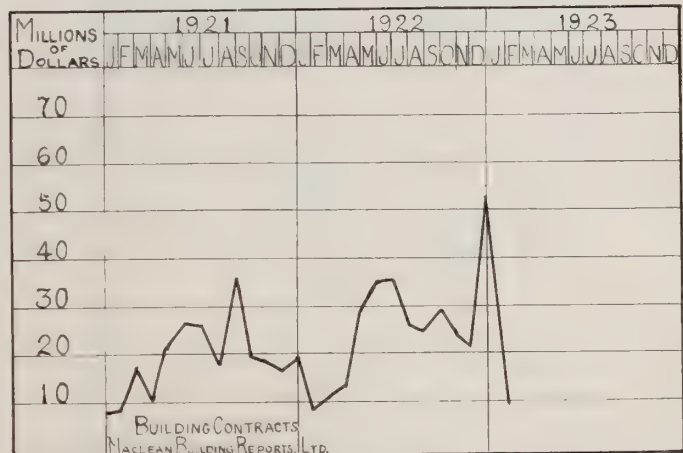
The statistics of banking are normal for the season. Demand deposits and call loans increased during January. Savings deposits increased about \$11,000,000 but were nearly \$40,000,000 below those of January, 1922. Bank clearings declined in January and fell still lower in February.



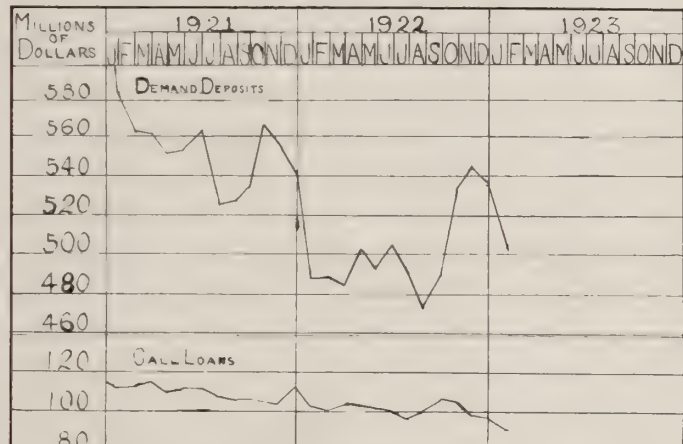
For the first time since last April there is an unfavorable trade balance, January exports being \$65,634,650 and imports \$68,085,845. The negative balance is generally shown for the first four months of the year and the figure for January, 1923, \$2,451,195 is about \$3,000,000 under that of January, 1922.



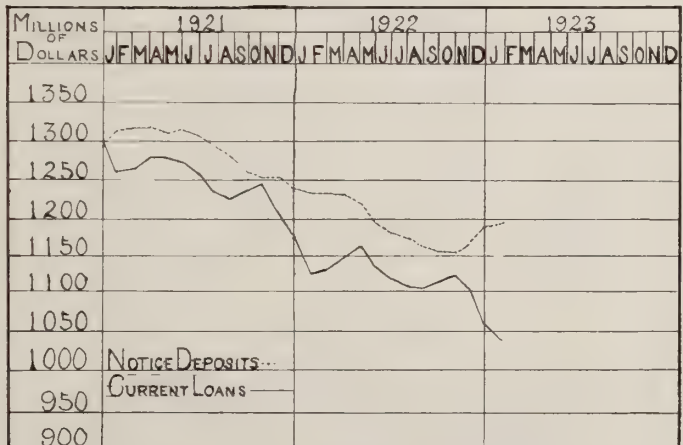
Gross railway earnings for January of the three trans-continental roads show the seasonal decline but compare favorably with those for the corresponding month of last year, \$30,685,898 as against \$26,053,085.



Contracts awarded in Canada as reported by MacLean Building Reports, Limited, dropped to \$9,840,800 in January but in February (not shown in the chart) rose to \$13,311,800 as compared with \$10,718,300 in February, 1922.

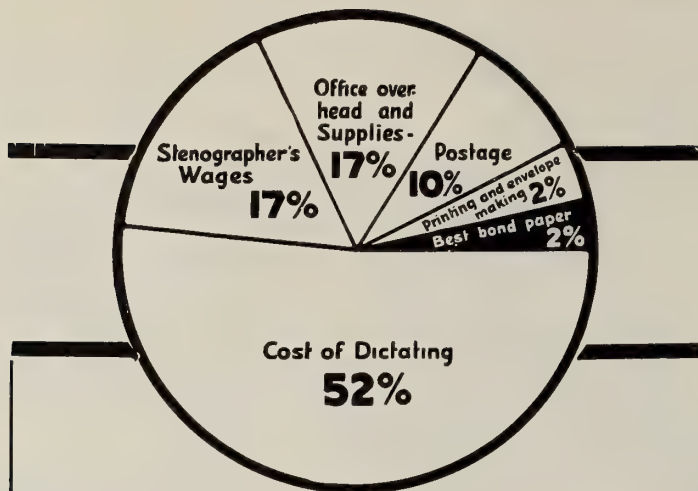


The bank statement for January shows a decrease in both demand deposits and call loans, as compared with December. Deposits, at \$501,147,121 compare with \$537,613,056 and with \$487,153,169 in January, 1922. Loans amounted to \$90,025,233, as compared with \$98,383,580 in December and \$102,630,461 in January, 1922.



Notice deposits rose to \$1,195,351,710 in January and current loans fell to \$1,038,396,145. For January, 1922, the figures were, respectively, \$1,233,208,401 and \$1,138,151,455.





## Economy vs. Low Cost

**L**OW cost is one of the foundation stones of good buying—but low cost applied to business stationery is not always economy.

For instance, the difference between the cheapest bond paper on the market and the best—Superfine Linen Record—is roughly, a quarter of a cent a sheet.

A careful study of figures shows that the average business letter represents an expense of 29 cents, which by close buying, can be reduced a quarter of one cent.

On a percentage basis this is less than 1% and it jeopardizes 99% of the efficiency, the good appearance and the general effect of your business stationery.

For real quality, true economy and good appearance, always specify



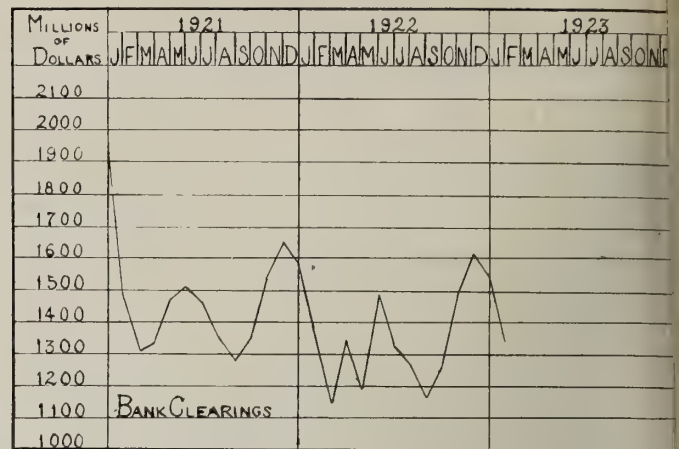
## SUPERFINE LINEN RECORD

A high grade, all-rag Bond Paper for all commercial purposes—for forty years the standard by which all good papers are judged.

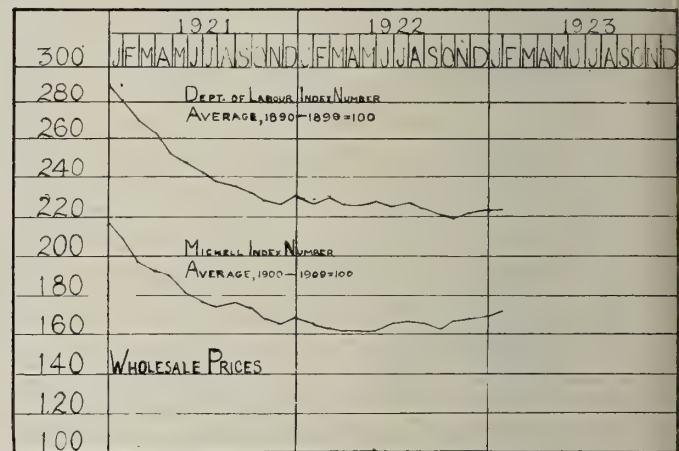
Made in Canada by

**THE Rolland Paper Company, Limited**  
**Montreal - Canada**

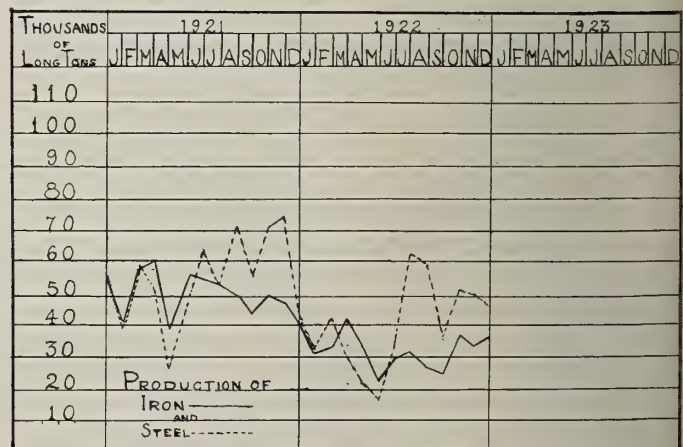
High Grade Paper Makers Since 1882



Bank clearings for February (not shown on the chart) amounted to \$1,043,822,656, a decline from the January figure of \$1,343,155,892. Montreal, Toronto and Winnipeg all showed decreases of fairly large amounts. There were no large increases.



Wholesale prices have been showing little fluctuations during the past few months. For January the Department of Labour index number remained stationary at 223, while Professor H. Michell's number rose to 171.9 in January and to 176.3 in February. The latter figure compares with 163.7 a year ago.



Iron produced during December amounted to 35,891 tons, exceeding the monthly average of 31,921 tons by 12.4%. The steel production was 46,655 tons. Total steel produced during the year came to 485,643 tons as compared with 667,484 tons in 1921.



# If you lived in Hull in 1851



EZRA BUTLER EDDY  
Born Aug. 22, 1827  
Died Feb. 10, 1906

you would probably know Ezra Butler Eddy.

Nineteen-twenty-three will mark the seventy-second milestone in the history of the Company he founded in Hull in 1851—a company which still bears his name and which is still producing **Matches, the Safest, Surest and Best that money can buy.**

The vastness of the present day Eddy organization, the perfection of Eddy products—Matches, Indurated Ware and Paper specialties—is a fitting monument to the enterprise and integrity of the man whose ideals made that perfection possible.

Canadian Clean Through—the organization and the products.

The E. B. Eddy Co., Limited, Hull - Canada



Manufacturers! PREVENT Big Fires by “nipping them in the bud,” with

## IMPERIAL FIRE EXTINGUISHERS

(Every “IMPERIAL” bears the Underwriters’ Label)

If your factory burns, how will you fill orders during the long period of rebuilding? How will you hold your customers? How will you hold your employees? Your **Insurance** won’t do all this!

Every Insurance Company makes an allowance on the premium rate for the installation of APPROVED extinguishers.

Your Insurance Agent can tell the exact amount an “IMPERIAL” will save you.

*“Put the Fire Out Before it Puts You Out”*

SEND FOR BOOKLET AND PRICES

The Booth-Coulter Copper & Brass Co. Limited  
115 Sumach Street - Toronto, Ont.



# STEEL TANKS

Designed and Built  
For Every Conceivable  
Purpose



Heavy and Light  
Steel Plate Construction  
Erected Anywhere

These are a few of our lines:—

STORAGE TANKS for  
Oil Refineries  
Oil Distributing Stations  
Sugar Refineries  
Distilleries  
Packing Houses  
Soap Works  
Chemical Works  
Asphalt Plants  
Cyanide Installations  
Varnish Works  
PRESSURE TANKS  
Filter Tanks  
Air Receivers  
Hydro-Pneumatic Tanks

Hot Water Tanks  
Blow-off Tanks  
Steam Jacketed Tanks  
BINS & HOPPERS for  
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SMOKE STACKS  
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RIVETED STEEL PIPE  
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Acetylene and Electric Welding

THE  
**TORONTO IRON WORKS**  
LIMITED

HEAD OFFICE:  
ROYAL BANK BLDG.

TORONTO

WORKS:  
CHERRY STREET,



## Commercial Failures

Business Casualties Continue to be Numerous in Canada and Newfoundland

Failures in Canada and Newfoundland, as reported by G. Dun & Co., are still numerous. For the two months ending February 23, they averaged 83.6 a week compared with 82 for the corresponding period a year ago. Below are given the number of failures for the period by weeks:

Week Ended	Ont.	Que.	West	East	Total	1922
Feb. 23 .....	26	27	25	8	86	89
Feb. 16 .....	19	34	22	10	85	86
Feb. 9 .....	16	22	26	7	71	91
Feb. 2 .....	15	34	25	10	84	52
Jan. 26 .....	27	26	20	9	82	104
Jan. 19 .....	18	29	34	9	90	90
Jan. 12 .....	30	41	29	8	108	94
Jan. 5 .....	24	22	21	4	71	73
Dec. 29 .....	18	28	24	6	76	63

### James D. Allan

Prominent Toronto Manufacturer, Founder of A. A. Allan & Company

In Toronto on February 7 there passed away one of the city's most interesting business men, James D. Allan, past vice-president, director and one of the founders of A. A. Allan and Co., fur dealers and manufacturers. Mr. Allan was born in Port Rowan, Ont., 74 years ago, and came to Toronto in 1875, where with his brother, the late A. A. Allan, he founded the present firm. Mr. Allan used to buy his furs direct from Russia, up to the outbreak of the war, making an annual trip there. He was an accomplished linguist and probably more closely in touch with Russian affairs than any other Canadian. In 1914 he retired from business and since that time had been devoting himself to a number of his favourite interests, among which was the promotion of the Toronto Board of Trade's work. He was president of that organization for a year. He also greatly advanced technical education in the city and founded the Union Stock Yards, of which he was president at the time of his death.

## Standard Clay Products Limited

Manufacturers of Sewer Pipes and all kinds of Vitrified Ware, also Fire Clay Stove and Range Bricks, and Special Shapes of Fire Bricks and Cupola Bricks

**Sewer Pipes and Connections**  
in all sizes from 4 inch to 30 inch

**Hollow Building Blocks, Inverts, Chimney Tops, Segmental Sewers**

Made in Canada

Buy in Canada

Keep Canadian Workmen Employed

We operate Sewer Pipe Plants at St. Johns, P.Q., and New Glasgow, N.S.

WRITE FOR CATALOGUES





MAIN OFFICE AND PLANT, HAMILTON, CANADA



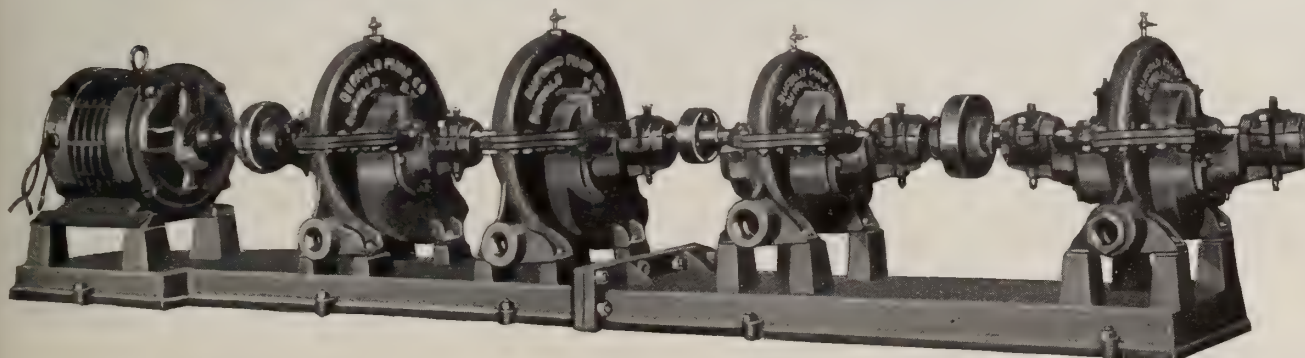
**Tallman Brass & Metal Limited**  
HAMILTON, CANADA.

## 90% Deactivation of Sea Water Greatly Cuts Plumbing Repairs

The Canadian Pumps shown are used by a very prominent seashore hotel in connection with the extraction of oxygen from sea water used in its rooms; and for distributing the sea water to different floors. An immense saving

in plumbing maintenance is reported. The materials used in the pumps insure long and satisfactory service.

Put your special problems up to our engineers for a non-obligating solution. Cat. No. 14 is ready. Where shall we mail it?



**CANADIAN BLOWER & FORGE COMPANY, Limited**  
Kitchener, Ont., Canada

Winnipeg

Calgary

St. John

Montreal

Toronto

Vancouver

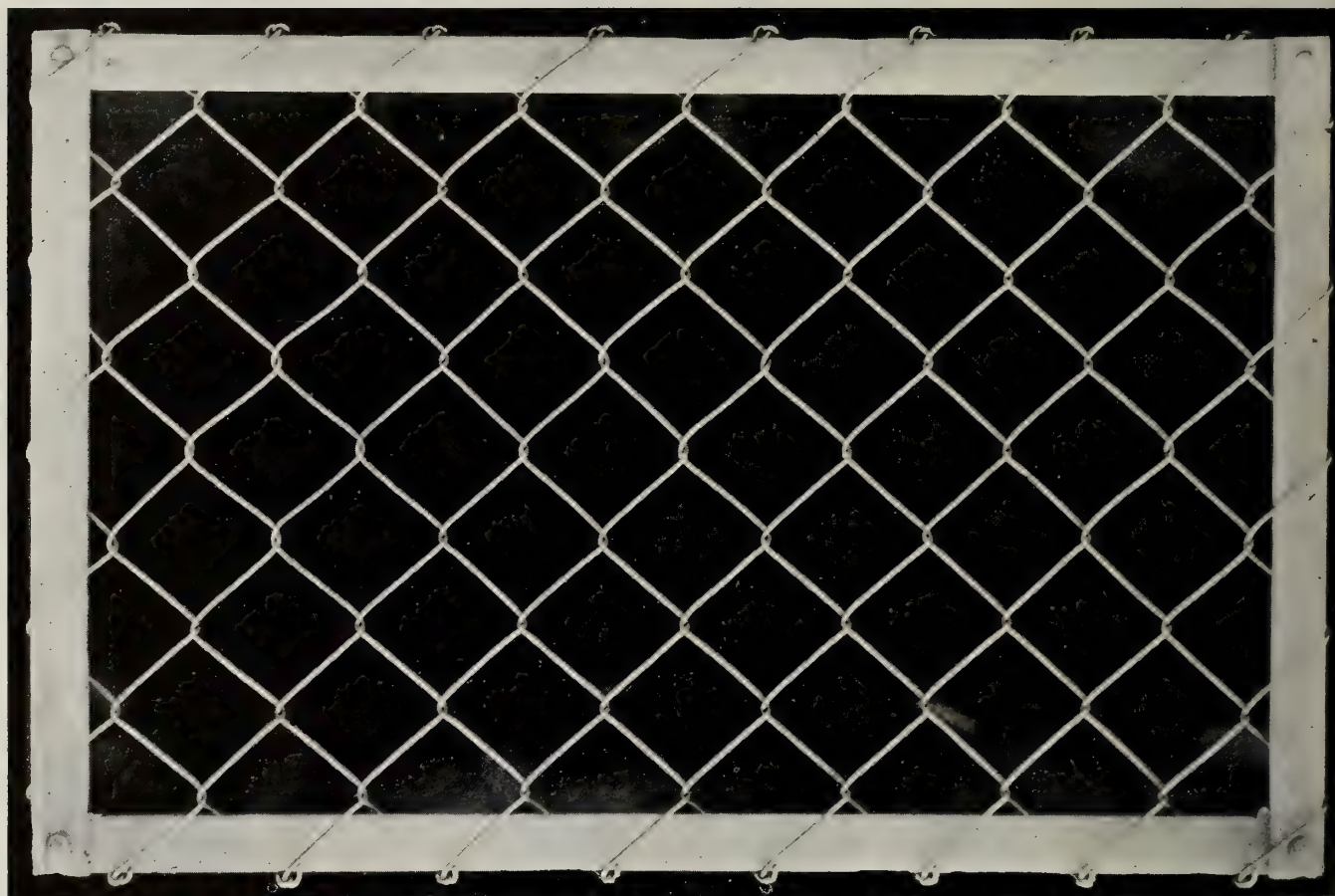


# Many Uses For Chain Link Fabric

Machine Guards; Partitions; Stock and Tool Room Enclosures; Tennis Courts; Baseball Backstops; Hockey Rinks; Fox Farms; Elevator Enclosures, etc.

Made of the following sizes of hot galvanized wire:

15½	gauge, 1½"	mesh, 3	cts. per sq. ft.
15	gauge, 1½"	mesh, 3⅓	cts. per sq. ft.
14	gauge, 1½"	mesh, 3½	cts. per sq. ft.
12	gauge, 2"	mesh, 4	cts. per sq. ft.
12	gauge, 1½"	mesh, 6	cts. per sq. ft.
9	gauge, 2"	mesh, 8	cts. per sq. ft.
9	gauge, 1½"	mesh, 9	cts. per sq. ft.
6	gauge, 2"	mesh, 10	cts. per sq. ft.



Phone, Wire or Write

**FROST STEEL AND WIRE CO., LIMITED**  
HAMILTON - - CANADA

"Makers of fence for every purpose"



# Canada's Industrial Expansion

## RECORD OF PROGRESS

### Combustion Engineering Corporation

**Toronto Company Incorporated to Manufacture and Sell Power Plant Equipment**

The Combustion Engineering Corporation, Limited, have been incorporated under Dominion Charter with head offices in Toronto, to manufacture and sell the complete line of power plant equipment of the International Combustion Engineering Corporation, New York; the Underfeed Stoker Co., Limited, London; the Lopulco Systems, Inc.; the Quinn Oil Burning Systems and the Soci   Anonyme des Foyers Automatiques, Paris. They will also handle all boiler house equipment except boilers.

The company intend to establish a research department to study Canadian fuel problems, particularly in regard to West-ern coal.

A. J. T. Taylor, A.S.M.E., A.I.E.E., is president and man-aging director. Wilfred R. Wood, managing director, the Underfeed Stoker Co., of London, is vice-president. John Anderson is secretary-treasurer and George Usher, a director. By arrangement with the International Combustion Engineer-ing Corporation the new Canadian company will be able to make use of the advice of the eminent consulting engineers connected with the United States company. They will also have their own staff of engineers, headed by John F. Farmer, M.E.I.C., A.S.M.E., Montreal.

### Reliance Engravers, Limited

**New Company Incorporated to Take Over Business of Reliance Engraving Co., Toronto**

Reliance Engravers, Limited, have taken over the Reliance Engraving Co., 70 Centre Ave., Toronto, and will operate it as a thoroughly modern photo-engraving plant, with a com-mercial art studio and a gallery for commercial photography. J. Edwin Hunn, who organized the old company in 1913, is president and general manager. Harry W. Wadland and C. Walter Perry, who were formerly with Grip, Limited, are vice-president and plant superintendent respectively. Mr. Wadland is also sales manager.

### Have New Plant

**Harmer-Knowles Motor Truck Co., Limited, Toronto, Moving Into Larger Building**

The Harmer-Knowles Motor Truck Co., Limited, Toronto, are moving into their new plant on Greenwood Avenue. The building has a floor space of 12,500 square feet, about four times the available area of the old plant. The company make trucks of 1, 1½, 2½ and 3½ tons, assembling them largely from Canadian materials. Over 50% of the cost of the one-ton truck and over 70% of the cost of the larger sizes represents Canadian workmanship. The company are now in their fourth year and are looking forward to a continuance of the steady expansion they have already enjoyed. They will make about 100 trucks this season.

### Completing Great Extension

**Dryden Paper Co., Limited, Make New Power Development and Enlarge Paper Mill**

Extensions to the plant of the Dryden Paper Co., Limited, Dryden, Ont., are nearly completed and will be in full opera-tion by April 1. They include a power development at Wain-wright Falls on the Wabigoon River, consisting of a solid

concrete dam 300 feet long with 150 feet of spillway, and a reinforced concrete and brick powerhouse containing a 1,400 h.p. vertical shaft, single runner J. P. Morris turbine, with Moody diagonal flow runner made by Dominion Engineering Works Co., Limited, Montreal. The turbine is connected to a 1,250 k.v.a. generator. It transmits power at 11,000 volts to the company's present power house where it is stepped down to 600 volts for mill distribution. The control of the new station is from the present power house.

The mill extensions are all of steel reinforced concrete and brick. They consist of a switchboard and motor room build-ing 50 x 25 feet, with two synchronous motors, 450 h.p. each, and all switchboard equipment for power distribution; a grinder room 50 x 25 feet, containing two Waterous three-pocket grinders directly connected to the synchronous mo-tors; a beater room building, one floor and one basement, 98 x 120 feet, containing groundwood screens, decker and wet machines, four Jones and one Waterous beater, driven by in-dividual 100 h.p. motors; a machine room building, 210 x 84 feet, equipped with one 130-inch Yankee paper machine.

The finishing room extension is 140 x 84 feet. Other new buildings are a train shed of 6-car capacity and a pulp and chemical storehouse 210 x 40 feet. A 100 x 50 foot addition has been made to the steam plant and a new pump house for fresh water supply is being built. There will be installed in this two 2,000 gallon centrifugal pumps and a steam-driven pump for fire purposes.

The sulphate pulp plant is also being improved and en-larged by extending the diffuser wash room building and in-stalling two new diffuser wash tanks. The chemical recovery room building is also being extended and a lime sludge filter installed.

When these extensions are finished the company will have a daily production of sulphate pulp of 75 tons, of which 50 tons will be converted into light and heavy weight wrapping papers and sulphate building paper.

### Large Fisheries Deal

**Canadian Fish Co., Limited, Acquire Five Large Canneries On Pacific Coast**

By a deal recently consummated between the Canadian Fish Company, Limited, Vancouver, and the North Pacific Packers, Limited, the former become the owners of four large canneries on the Pacific Coast at Butedale, Margaret Bay, Shushartie Bay and Crab River. They have also pur-chased the Lagoon Bay Canneries, formerly owned by the Ocean Packing Co., Limited. These properties employ about 300 men during the season and will produce at least 100,000 cases of salmon.

### Are Building Addition

**Growing Activity in Motor Industry Causes Expansion of Specialties Manufacturing Co.**

A small addition is being built to the plant of Auto Special-ties Manufacturing Co., Windsor, Ont., who make axle hous-ings and other parts for the Ford Motor Co. of Canada, Lim-ited, and other Canadian motor manufacturers, reports The Contractor. Their plans call for two other units about the same size as their present plant and it is possible that work will have to start on these within the next 18 months as a result of growing activity in the automotive industries. The company built their first plant in Windsor in 1919.

*(For other news items in this department see pages 106-112)*



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# OFFICE and FINANCE

## The Budget System Applied To Business

How Annual and Supplementary Estimates Should  
be Prepared and What They Should Show

By R. W. Robertson

**S**UCCESSFUL business operation at all times demands a careful guard against needless expenditure, and in the present period of readjustment it is especially imperative that wasteful spending be eliminated and unproductive expenditure reduced to a minimum.

The attainment of these objects may be reached in many businesses by the adoption of a budget or estimate system, whereby proposed expenditures are brought under advisement by the directorate and any tendency to waste detected and checked at the earliest possible moment. The periodical preparation of such estimates of expenditure has also the effect of suppressing careless spending and of limiting requirements to those items which are strictly necessary.

The estimates required to give the fullest measure of control fall naturally into two classes—annual and supplementary.

Any estimate covering a whole year's trading must differ greatly from the actual results obtained and is, of course, liable to be completely upset by such unforeseen contingencies as strikes or fires. Consequently, while it forms a valuable basis on which to build business plans, and should never be lost sight of in the course of the year, it cannot be passed upon with any degree of finality. The supplementary estimate is therefore prepared at monthly or quarterly intervals. It covers the ground with much greater accuracy and can be taken to represent funds actually to be expended.

The annual estimate or business budget proper should show not only estimated expenditure but also estimated revenue, and the volume of business it is designated to cover. This information is necessary in order that a true judgment may be formed as to the results to be expected from the ensuing year's trading and as to those items which may be most properly reduced or increased in order to produce the percentage of profit desired.

### Preparation of Annual Estimate

The preparation of an estimate of this nature calls for great care and a keen appreciation of the conditions confronting the business for which it is prepared. It should be based on results of the previous year, or on the average of several years, due allowance being made for any expansion or curtailment which is contemplated and for any expected fluctuation in the price of labor. The market outlook both as to raw materials and finished product should be taken into consideration also in order that expenditures for material and receipts from sales may be fairly estimated. A fair allowance for unforeseen contingencies should be included in the total.

The supplementary estimate is prepared either quarterly or monthly, whenever possible monthly. It should be presented in much greater detail than the annual estimate and should be regarded as an accurate statement of the funds necessary to carry on business for the period which it covers. Once it is passed on but little deviation from it should be allowed; if any occurs it should be fully explained when the following estimate is submitted.

As the supplementary estimate is to be used in conjunction with the annual budget it should be drawn up under the same headings in order that a proper comparison may at all times be made. These headings may be subdivided to any extent necessary to give the required amount of detail, but the total under each should be maintained. Assuming, for instance,

that three items of the budget were labor, fuel and light, these would appear in the supplementary estimate also, but would there be subdivided to show the distribution of these items by departments, as well as the total required for each.

The supplementary estimate should also show under each heading the amount allowed by the budget for the period covered, also the amount by which the actual expenditure to date exceeds or is less than the budget estimate. With this information always available, it is possible to curtail or adjust expenditure where necessary, and to keep the total disbursements for the year within, or near the amount provided for in the annual budget.

Every item of the estimate should be given the fullest explanation, and the form should be such as will enable alterations to be readily made should it not meet with approval as submitted.

### Form of Supplementary Estimate

The form of estimate will, of course, vary to meet each case, but should be broadly divided into two parts—Fixed Expenditures and Variable Expenditures.

The first part includes such charges as rent, salaries, taxes, interest, etc. It may happen that some of these charges are payable at intervals different to those at which the estimate is prepared—for instance, some may be payable quarterly, while the estimate is monthly. In these cases the proportion for the period covered by the estimate should be included.

The second portion of the estimate contains such items as labor, materials, fixtures, office expenses, fuel, etc., and as these charges vary greatly from month to month, great care is necessary in order that requirements may be accurately estimated.

Production records for the previous period together with records of work in progress and planned for the ensuing period form the basis for an accurate estimate of labor costs. These figures also indicate the probable amount of material to be used. By taking the quantities at contract or current prices, as the case may be, an estimate of the cost of material is arrived at.

Though these items form a considerable part of the usual estimate, it is not as a rule possible to effect much alteration in them as they are determined largely by the volume of business done.

There are, however, a large number of expenditures where careful watching and comparison of month with month, department with department, will bring about substantial reductions. In this class fall such items as office expense, purchase of tools, fixtures, repairs, etc.

As previously indicated, full explanations should be made of all items on the estimate; this is particularly so where any increase is shown or where any unusual item of expenditure is included in the estimate. In such case a memorandum should be attached to the estimate setting out in detail the reason for the unusual or proposed expenditures.

Each estimate should show also the amount unexpended from previous estimates, with the necessary explanation for holding this.

After the estimate has been passed on by the directorate it may be acted upon in two ways. First, the sum required may be transferred to a special bank account from which it is drawn as needed, which method, probably, gives the better



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## Union Bank of Canada

control over its expenditure. Second, it may be regarded as an authority to spend the amount estimated for the purposes named.

Whichever method is used, no expenditure should be made until the item has been included in an estimate and passed on in the proper manner. In this way, all expenditures are brought up for the prior judgment of the directorate and some of the tendency to slipshod spending is overcome.

## Penman's Limited

### Considerable Improvement Shown in Textile Business During Past Year

A marked improvement was shown in the business of Penman's Limited, for the year 1922, sales increasing from \$4,789,052 to \$6,224,740. Trading profits amounted to \$731,434 as compared with \$223,855 in 1921 and \$460,305 in 1920. After all charges were allowed for, a surplus of \$195,184 remained to be added to the credit of profit and loss, bringing that balance up to \$1,076,065. A comparison of profit and loss statements for the past three years follows:

	1922	1921	1920
Net Profits	\$531,434	\$123,855	\$360,305
Depreciation	40,000		45,000
Tax	\$491,434	\$123,855	\$315,305
	42,625		
Written Off	\$448,809	\$123,855	\$315,305
	17,077	8,806	
Dividends	\$431,732	\$115,049	\$315,305
	236,548	279,560	274,183
Balance	\$195,184	*\$164,511	\$ 41,122
Previous Balances	880,881	1,045,391	1,004,269
Profit and Loss Balance	\$1,076,065	\$880,881	\$1,045,391
*Deficit.			
Current Assets	\$3,682,530	\$3,344,465	\$5,232,210
Current Liabilities	264,092	202,315	1,846,847
Working Capital	\$3,418,438	\$3,142,150	\$3,385,363

## Profits Are Doubled

### Woods Manufacturing Co., Limited, Montreal, Show Surplus of \$68,052 on Year's Operations

For the year ended December 31, 1922, the Woods Manufacturing Co., Limited, more than doubled their profits, earnings of \$400,551 comparing with \$160,912 in 1921 and with a loss of \$412,324 in 1920. After paying preferred dividends and common dividends at 8% a surplus of \$68,052 was left, which brings the balance at credit of profit and loss up to \$409,175. The working capital is lower than in the two preceding years. The following tables show comparisons for 1920, 1921 and 1922:

	1922	1921	1920
Earnings	\$400,551	\$160,912	*\$412,324
Depreciation	66,631	67,843	123,158
Bond interest	\$333,920	\$93,069	*\$535,482
	20,125	22,050	23,850
Preferred dividends	\$313,795	\$71,019	*\$559,332
	108,255	108,255	108,255
Common dividends	\$205,540	*\$37,236	*\$667,587
	137,488	137,488	214,825
Surplus	\$68,052	*174,724	*\$69,816x
Previous balance	341,123	515,848	1,385,664
Balance	409,175	341,123	515,848
*—Deficit		x—Profit of \$12,596 from property sale	deducted.
Current assets	2,555,690	2,096,949	3,183,711
Current liabilities	1,624,831	917,213	1,829,391
Working capital	\$930,859	\$1,179,736	\$1,354,520

## Bird & Son

### Marked Improvement Shown in Earnings of Hamilton Roofing Manufacturer for 1922

A marked improvement is shown in the earnings of Bird & Son, Limited, for 1922, net profits amounting to \$82,479. There was a good demand throughout the year for the company's products and President P. R. Allen states that the orders on hand this year greatly exceed those for the same period of 1922. Current assets are shown in the report at \$454,796 and current liabilities at \$120,248, leaving working capital of \$334,548.



**Brompton Annual Report**

Earnings of \$1,607,212 Shown by Consolidated Companies for Period Ended December 31

The consolidated annual report of the Brompton Pulp and Paper Co., Limited, shows earnings for the year ended December 31, of \$1,607,212, covering operations of the Brompton Pulp and Paper Co., for 14 months, and the Groveton Paper Co. and the Claremont Paper Co., for 12 months. The directors state that while the first half of the period covered by the report was anything but promising, conditions improved during the latter half so that the outlook for the present year is bright. The company retired \$175,000 of their bonds during the year. The following table gives comparisons of the consolidated financial statement for 1922 with the Brompton Pulp and Paper Co.'s statements for 1920 and 1921:

	1922	1921	1920
Earnings .....	\$1,607,212	\$1,097,784	\$1,853,588
Depreciation .....	366,589	244,000	235,122
Bond Interest .....	\$1,240,623	\$ 853,784	\$1,618,466
Dividends .....	\$877,840	\$ 653,010	\$1,180,886
Net Surplus .....	\$ 860,340	\$ 133,010	\$ 675,886
Current Assets .....	\$5,221,651	\$3,501,125	\$3,802,640
Current Liabilities .....	3,399,393	2,921,134	1,621,287
Working Capital .....	\$1,822,258	\$ 579,991	\$2,181,353

\*Dividend on Claremont preferred stock.

**Belding-Corticelli, Limited**

Operating Profits and Working Capital Show Improvement Over Previous Year

A good showing for the year ended November 30 is made by the annual report of Belding-Corticelli, Limited. The balance at credit of profit and loss now stands at \$449,786 as compared with \$399,409 for 1921 and \$363,565 for 1920. Working capital also increased from \$635,071 to \$752,944. The principal figures for the past three years are given in the following table:

	1922	1921	1920
Profits .....	\$250,478	\$212,943	\$262,153
Interest and sinking fund .....	51,770	51,771	51,771
Depreciation .....	198,708	161,172	210,382
Dividends .....	61,509	58,506	82,846
Surplus .....	137,199	102,666	127,536
Previous surplus .....	60,571	60,571	90,857
Total surplus .....	76,628	42,095	36,679
Debt discount .....	399,409	363,565	338,136
Accident insurance reserve .....	476,037	405,660	374,815
Balance .....	26,250	6,250	6,250
Accident insurance reserve .....	449,786	399,409	368,565
Balance .....	449,786	399,409	363,565

**Statement Shows Improvement**

Howard Smith Paper Mills, Limited, Increase Sales by a Million Dollars During 1922

A million dollar increase in business was made by the Howard Smith Paper Mills, Limited, in 1922, sales amounting to \$3,908,246 as compared with \$2,908,544 in 1921. Operating profits on this amounted to \$691,370 as compared with \$611,793. After payment on bond interest and \$120,000 preferred dividends there was left \$375,599 available for common. Distribution of common dividends at 6% left a balance of \$154,879 as compared with \$71,699 in 1921 and \$671,099 in 1920. The following table compares the three years:

	1922	1921	1920
Operating Profits .....	\$691,370	\$611,793	\$1,087,381
Other Revenue .....	2,169	1,520	2,518
Bond Interest .....	\$693,540	\$613,313	\$1,089,899
Dividends .....	197,941	141,681	78,000
Balance .....	\$495,599	\$471,632	\$1,011,899
Reserves, etc. ....	340,720	399,932	340,800
Previous Balance .....	\$154,879	\$ 71,699	\$ 671,099
Profit and Loss Balance .....	210,510	.....	304,166
Previous Balance .....	—\$ 55,631	\$ 71,699	\$ 366,933
Profit and Loss Balance .....	71,699	.....	.....
Profit and Loss Balance .....	\$ 16,068	\$ 71,699	\$ 366,933

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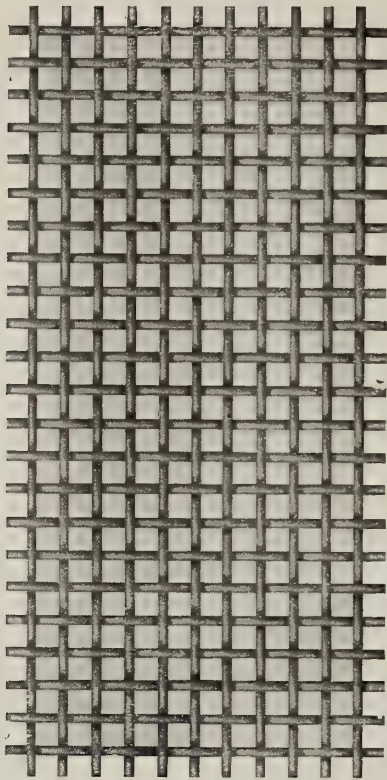
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### Position Has Improved

**Canada Foundries & Forgings, Limited, Show Surplus for 1922 as Compared with 1921 Deficit**

Canada Foundries & Forgings, Limited, report a surplus of \$17,312 on their 1922 operations as against a deficit of \$58,211 in 1921. Demand for their products increased steadily during the year and orders booked at the three plants of the company for 1923 are in excess of last year's record at this time. A comparison of the profit and loss accounts for the past three years is given below:

	1922	1921	1920
Operating Profits .....	\$74,342	*\$3,704	\$39,979
Other Income .....		12,090	77,496
	\$74,342	\$8,388	\$117,475
Bond Interest .....	8,155	6,757	10,139
	\$66,187	\$1,629	\$107,336
Bank Interest and Administration Expenses..	48,875	59,840	66,062
Net Surplus .....	\$17,312	*\$58,211	\$41,274

\*Deficit.

### British Empire Steel

**Working Capital Position Greatly Improved and Bank Loans Reduced During 1922**

While earnings of the British Empire Steel Corporation, Limited, during 1922, fell short of those of the previous year, they come within \$100,000 of meeting bond interest and preferred dividends. By an agreement with the Dominion Government a total of \$4,000,000 was paid the company as settlement for cancellation of contracts, bringing the total revenue up to \$6,917,275. Deduction of interest, dividends, etc., left \$268,273, which brings the surplus up to \$1,024,199.

Earnings ...	\$2,917,275	\$4,416,450
From Federal Government .....	4,000,000	
	\$6,917,275	\$4,416,450
Sinking Fund and Depreciation.....	3,627,798	1,501,178
	\$3,289,477	\$2,915,272
Bond and Debenture Interest .....	1,676,906	1,181,681
	\$1,612,571	\$1,733,591
Preferred Dividends .....	1,344,298	977,664
	\$ 268,273	\$ 755,926
Previous balance... ..	\$ 755,926	\$ .....
Surplus... ..	\$1,024,199	\$ 755,926
Working capital .....	\$17,789,049	\$14,364,860

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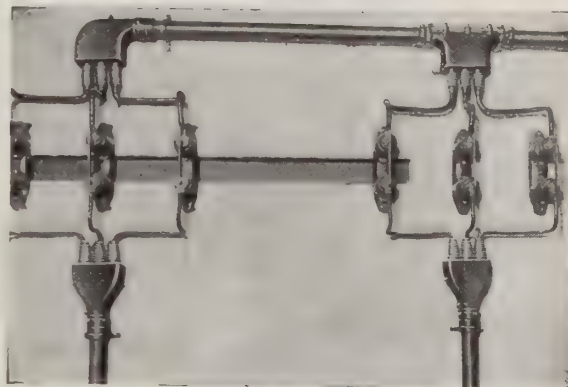




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### Canada Cement Company

#### Earnings During 1922 Show Good Improvement and Working Capital is Strengthened

For the year ended December 31, 1922, the Canada Cement Company, Limited, earned enough to pay dividends and leave a margin of \$39,118, an improvement over the past two years when the surplus had to be drawn upon to the extent of \$284,930 in 1921 and \$525,887 in 1920. The income of \$2,403,101 for the past year is after depreciation had been provided for while in preceding annual reports depreciation was deducted from income. The working capital position of the company has been strengthened, standing at \$2,390,915 as compared with \$1,742,500 in 1921 and \$1,955,335 in 1920. The table below gives comparative figures for the past three years:

	1922	1921	1920
Income .....	\$2,403,101	\$2,636,460	\$2,362,742
Bond interest .....	360,250	376,684	392,622
Reserves .....	\$2,042,851	\$2,259,776	\$1,970,120
Depreciation .....	458,732	184,177	140,516
Dividends .....	\$1,584,118	2,075,599	1,829,604
Surplus .....	\$1,584,118	815,529	810,491
Balance .....	\$1,584,118	1,260,070	1,019,113
Current assets .....	1,545,000	1,545,000	1,545,000
Current liabilities .....	39,118	*284,930	*525,887
Working capital .....	614,040	898,970	1,424,857
Balance .....	653,158	614,040	898,970
Current assets .....	4,289,564	3,849,884	4,661,254
Current liabilities .....	1,898,649	2,107,384	2,705,919
Working capital .....	2,390,915	1,742,500	1,955,335

\*—Deficit.

#### Earnings Well Maintained

#### Provincial Paper Mills, Limited, Make Good Showing in Annual Statement for 1922

Earnings of Provincial Paper Mills, Limited, were well maintained during 1922, the net for the period amounting to \$708,173 as compared with \$727,845 in 1921. The slight decrease is due to additional interest payments in connection with the company's new mill. For the same reason the work-

ing capital is lower than in the previous statement, for the company sold \$393,300 in Victory Bonds, as well as issuing \$600,000 in their own bonds. The tables below give comparisons for the past three years:

	1922	1921	1920
Total income .....	\$763,960	\$761,395	\$1,248,140
Interest .....	55,787	33,550	28,237
Net earnings .....	\$708,173	\$727,845	\$1,219,903
Depreciation .....	150,000	150,000	200,000
Reserves .....	\$558,173	\$577,845	\$1,019,903
Dividends .....	70,000	60,000	10,000
Current assets .....	\$488,173	\$517,345	\$1,009,993
Current liabilities .....	364,000	364,000	376,500
Working capital .....	\$124,173	\$153,845	\$633,403
Current assets .....	2,113,525	2,305,160	2,612,936
Current liabilities .....	780,890	476,160	724,053
Working capital .....	\$1,332,635	\$1,829,000	\$1,888,883

### Montreal Cottons, Limited

#### Annual Report Shows Good Earnings for 1922 and Strong Working Capital Position

A very good year was enjoyed by Montreal Cottons, Limited, during 1922, as is shown by their annual report just published. While operating income is \$412,995 as against \$381,104 in 1921, depreciation of \$282,243 has been taken from the 1922 earnings and nothing was allowed for depreciation in 1921. The working capital position continues strong. Comparison of the profit and loss accounts for the past three years is given below:

	1922	1921	1920
Operating income .....	\$412,995	\$381,104	\$729,304
Other income .....	121,446	99,614	79,510
Total income .....	\$534,441	\$480,718	\$808,814
Bond interest, etc. ....	81,030	52,591	191,562
Net income .....	\$453,411	\$428,127	\$617,252
Dividends .....	390,000	390,000	390,000
Surplus .....	63,411	38,127	227,252
Current assets .....	5,045,468	4,522,683	4,438,918
Current Liabilities .....	1,616,682	1,108,782	881,687
Working Capital .....	\$3,428,786	\$3,413,901	\$3,557,231

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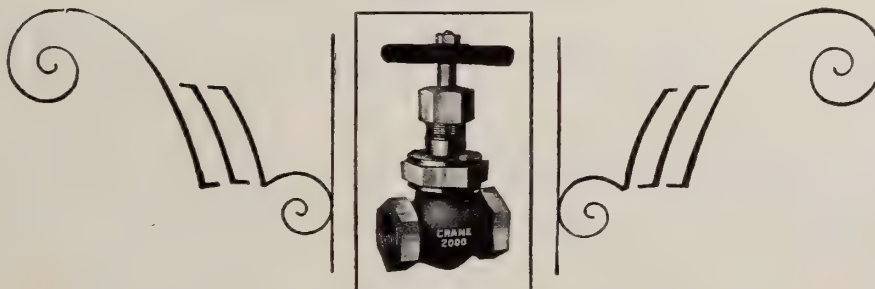
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## Our Birthday List for March

Manufacturers Who Celebrate  
Their Natal Day This Month

**Ashworth, James Johnston**, general manager, Canadian General Electric Co., Limited, Toronto. Born Newmarket, Ont., March 10, 1868.

**Bacon, Joseph Arthur**, vice-president, Lamontagne Limited, Montreal. Born St. Felix de Valois, Que., March 11, 1860.

**Baillie, John**, president Dominion Oilcloth & Linoleum Co., Limited, Montreal. Born Montreal, March 7, 1858.

**Beatteay, Fred Clifton**, of Stetson, Cutler & Co., St. John, N. B. Born St. John, N. B., March 14, 1867.

**Boyer, Aurelian**, sole owner Cascades Silica Products Co., Montreal. Born Montreal, March 20, 1874.

**Bull, Manilius**, managing director Royal Crown Soaps, Limited, Winnipeg. Born Smithfield, Ont., March 1, 1849.

**Butchart, Robert Pim**, managing director Vancouver Portland Cement Co., Limited, Victoria, B. C. Born Owen Sound, March 30, 1856.

**Candee, Charles Newton**, president Gutta Percha & Rubber, Limited, Toronto. Born Rochester, N. Y., March 2, 1860.

**Champ, Walter Baker**, managing director The Hamilton Bridge Works Co., Limited, Hamilton. Born Hamilton, March 22, 1874.

**Chaplin, J. D.**, president Welland Vale Manufacturing Co., St. Catharines. Born Toronto, March 20, 1863.

**Coltart, Robert S.**, managing director Holt, Renfrew & Co., Limited, Montreal. Born Chatham, Ont., March 24, 1874.

**Curry, Hon. Nathaniel**, chairman of board, Canadian Car & Foundry Co., Limited, Montreal. Born King's County, N.S., March 26, 1851.

**Darte, M. A. Emile**, works manager Electro Metals Limited, Welland, Ont. Born Marseilles, France, March 25, 1878.

**Déchêne, Alphonse P.**, president La Cie. Déchêne, Limitée, Quebec. Born Quebec City, March 15, 1877.

**Dennis, William Henry**, controller The Halifax Herald,

Ltd., Halifax, N.S. Born Colchester County, N.S., Mar. 31, 1887.  
**Dube, Anselme**, president Anselme Dube Limited, Three Rivers, Que. Born St. Narcisse, Que., March 2, 1879.

**Fortier, Joseph Herman**, general manager P. T. Legaré Limited, Quebec. Born St. Gervais, Que., March 17, 1875.

**Franz, William Charles**, president Algoma Steel Corporation, Limited. Born Bucyrus, Ohio, March 14, 1871.

**Ganong, James Edwin**, president Lever Bros., Limited, Toronto. Born Boston, March 29, 1866.

**Graham, Hon. G. P.**, vice-president Canada Foundries & Forgings, Limited, Brockville. Born Eganville, Ont., March 31, 1859.

**Harris, Lloyd**, president Russell Motor Car Co., Limited, Toronto. Born Beamsville, Ont., March 14, 1867.

**Heintzman, George Charles**, president Ye Olde Firme of Heintzman Co., Toronto. Born March 7, 1860.

**Irwin, John**, managing director McArthur Irwin Limited, Montreal. Born Kingston, Ont., March 29, 1881.

**Jackson, Herbert Garrett**, managing director The Record Foundry & Machine Co., Limited, Moncton, N. B. Born Cornwall, Ont., March 5, 1873.

**Low, Hon. T. A.**, president Renfrew Machinery Co., Limited, and other companies, Renfrew, Ont. Born Quebec, March 12, 1871.

**McCarthy, William Henry**, mechanical superintendent Maple Leaf Milling Co., Limited, Toronto. Born Cold Springs, Ont., March 14, 1876.

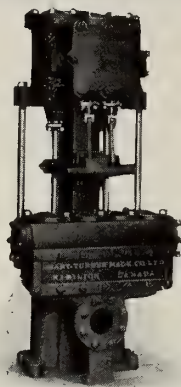
**McDonald, John Haley**, managing director British Columbia Manufacturing Co., Limited, New Westminster, B. C. Born Glasgow, Scotland, March 10, 1878.

**Moisan, Calixa N.**, general manager The Standard Paper Box Co., Limited, Montreal. Born Quebec, March 30, 1885.

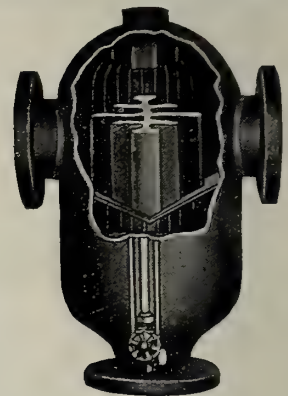
**Molson, Lt.-Col. Herbert**, president Molson's Brewery, Limited, Montreal. Born Montreal, March 29, 1875.

**Moodie, James Robert**, president J. R. Moodie & Sons, Limited, Hamilton. Born Hamilton, March 11, 1857.

**Munro, Hugh**, president Munro & McIntosh Carriage Co., Limited, Alexandria, Ont. Born Glengarry County, Ont., March 22, 1852.



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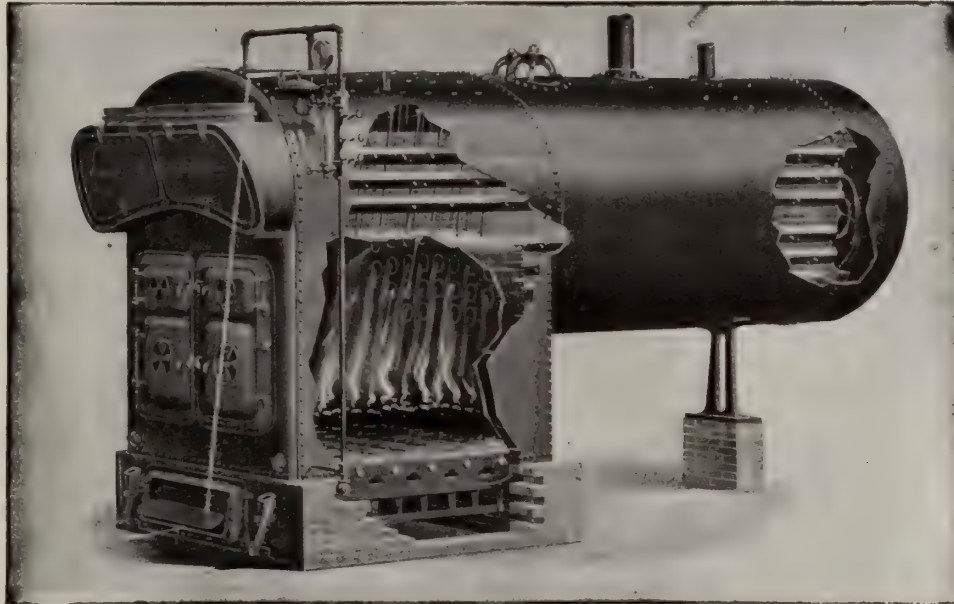
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**Neild, Robert Richard**, general manager Victoria Machinery Depot Co., Limited, Victoria, B. C. Born Manchester, England, March 31, 1865.

**Nicholson, Donald**, tobacco manufacturer, Charlottetown, P. E. I. Born Charlottetown, March 20, 1850.

**O'Grady, F. G. de C.**, general manager Atlantic Sugar Refineries, Limited, Montreal. Born Philadelphia, March 17, 1870.

**Patterson, Edward George**, general superintendent Canadian General Electric Co., Limited, Peterboro. Born St. Catharines, March 20, 1866.

**Ramsay, Walter Bannerman**, president A. Ramsay & Son Limited, Montreal. Born Montreal, March 21, 1881.

**Russell, Adam Lothian**, vice-president Clayburn Co., Limited, Vancouver. Born Alexandria, Dunbartonshire, Scotland, March 27, 1864.

**Shenstone, Joseph N.**, vice-president Massey-Harris Co., Limited, Toronto. Born Brantford, March 28, 1855.

**Soper, Warren Young**, president Ahearn & Soper, Limited, Ottawa. Born Oldtown, Me., March 9, 1854.

**Sparks, Roderick Percy**, Sparks-Harrison Limited, Hull, Que. Born Ottawa, March 7, 1880.

**Speirs, John Tully**, president Speirs-Parnell Baking Co., Winnipeg. Born Glasgow, Scotland, March 10, 1860.

**Stansell, William Riley**, president London Motors, Limited, London, Ont. Born Courtland, Ont., March 26, 1881.

**Taylor, James Frater**, director Lake Superior Corporation. Born Aberdeen, Scotland, March 23, 1873.

**Thorne, R. Edgar**, president Canadian Bronze Powder Works, Limited, Montreal. Born Toronto, March 17, 1870.

**Tremblay, Ferdinand**, of F. Tremblay & Co., Montreal. Born St. Hubert, Que., March 16, 1855.

**Trotter, Wallace Cuthbert**, president Standard Clay Products Limited, St. John's, Que. Born Forest of Dean, England, March 26, 1851.

**Wallace, Frank George**, general manager Canadian Locomotive Co., Limited, Kingston. Born Cleveland, Ohio, March 18, 1853.

**Warnock, Charles Raphael Hunter**, president Galt Knitting Co., Limited, Galt. Born Galt, March 10, 1863.

**Wilcox, Charles Seward**, Chairman of Board, Steel Co. of Canada, Limited, Hamilton. Born Paineville, Ohio, March 16, 1856.

**Wilson, Ernest Albert**, general manager Ingersoll Machine Co., Ingersoll, Ont. Born Dudley, Worcestershire, England, March 17, 1880.

**Wry, Albert Edward**, president A. E. Wry-Standard, Limited, Sackville, N. B. Born Sackville, March 23, 1863.

### Saddlery Plant Damaged

Two Storeys of Great West Saddlery Co., Limited, Calgary, Guttered by Fire

Damage estimated at between \$250,000 and \$300,000, partially covered by insurance, was caused to the stock and building of the Great West Saddlery Co., Limited, at Calgary when fire gutted the two top storeys on February 6. R. J. Hutchings, who represents the company in Calgary, is chairman of the Alberta Executive, C. M. A.

### Banks and Banking

The Canadian Bankers' Association, in anticipation of the possible revision of the Bank Act at the present session of Parliament, have issued a pamphlet under the above heading containing a number of short articles in defence of the Canadian banking system. Special attention is directed to the agitation for a national bank and for a monopoly by the Government of currency issues. A chapter is devoted to the discussion of government inspection, which is regarded as a futile undertaking and objectionable not only from the standpoint of banker and shareholders, but of depositors as well. The strong points of the branch bank system are pointed out and other good features of the Canadian system emphasized. Altogether, the booklet advances pretty strong reasons against any radical revision of the Bank Act.

The Industrial Accident Prevention Association, Inc., Toronto, have sent out several thousands of their 1923 safety calendars to industries in Ontario, and to members of a number of Toronto clubs. The calendar is illustrated by a number of colored drawings showing accidents caused through carelessness.

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## Canada's Industrial Expansion

### Electroplax Company, Limited

Have Leased Factory in Toronto and Will Resume Operations  
Early This Month

The Electroplax Co., Limited, whose plant at Mount Dennis, Ont., was burned some months ago, are moving into Toronto and have leased a plant of about 10,000 square feet at 163 Dufferin St. from Garlock Machinery, Limited. They expect to resume operations about the 10th or 15th of this month and a steadily increasing business is in prospect. The new premises are well suited for the company's purposes, having a siding running into the plant, a sprinkler system and concrete bases for the heavy hydraulic presses used in stamping out the bakelite products manufactured by the company.

### Oil Stove Industry

Sun Ray Manufacturing Co., Limited, Arranging to Establish  
Plant in Guelph

The Sun Ray Manufacturing Co., Limited, manufacturers of oil stoves, have been incorporated at \$350,000 under Federal charter, and are arranging to establish a plant in Guelph. They will take over the premises recently vacated by the Moncrief Furnace and Manufacturing Co., and expect to commence operations shortly, employing about 40 men. They have already several large orders booked for their stores.

### Extending Cotton Plant

Wabasso Cotton Co., Limited, Three Rivers, P. Q., Planning  
Large New Addition

The Wabasso Cotton Co., Limited, Three Rivers, P. Q., will build an extension to their plant this summer by which they will considerably increase their output of fine cotton goods. The addition will be a five storey building, concrete, brick and steel.

### New Dairy Plant

Modern Building Completed by Crystal Dairy, Limited, at  
Lethbridge, Alberta

Crystal Dairy, Limited, Lethbridge, Alta., have just completed a new \$60,000 plant and installed \$40,000 worth of the latest modern machinery for the manufacture of butter and ice cream. The building is three storeys and basement, brick and concrete. The refrigerating machinery is in the basement as well as the butter-making room and some butter refrigerators. On the ground floor are the offices, bottling and pasteurizing departments. The ice cream plant and ice-making room are on the second floor and the top floor is for storage of goods used in manufacture.

D. P. Carlyle, manager of Crystal Dairy, Limited, opened his first plant in Lethbridge in 1914. The company have since had a steady expansion, of which this new plant is the latest evidence.

### Montreal Cottons, Limited

Completing Plant for Manufacture of Yarns from Wool and  
Cotton Waste at Valleyfield, P. Q.

Montreal Cottons, Limited, are completing at Valleyfield, P. Q., a new plant for the manufacture of yarns from wool and cotton waste. It is a four-storey building, 132 x 102 feet, built as an extension to the present mill, with brick walls with steel frame and reinforced concrete floors. A fourth storey has also been added to the old mill.

In addition to the waste plant the new building houses the dye house and picker room and space has been provided for combing Egyptian cotton and doubling. The plant, as is the whole mill, will be motor driven throughout. The company control the Lost Channel of the St. Lawrence River and have developed about 8,000 h.p. for their own use out of a possible total estimated at 16,000 h.p. The waste plant will use 405 h. p.





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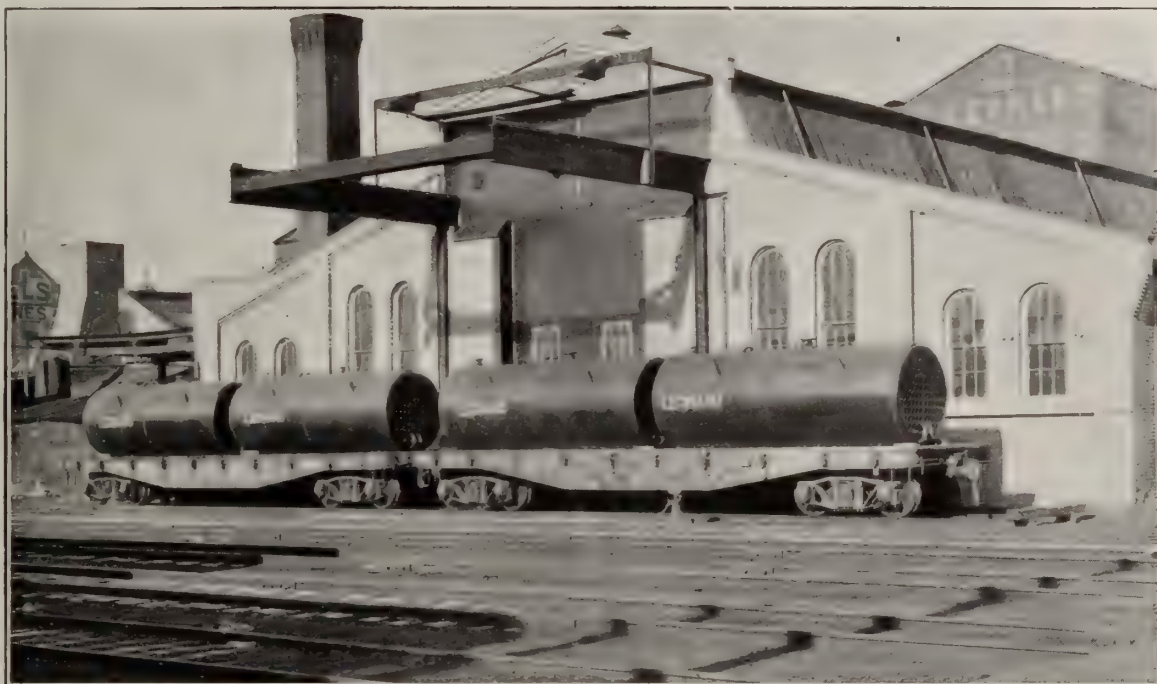
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# Agricultural Implement Industry for Western Canada

Canadian Farm Implement Co., Limited, Make Contract With  
Alberta Foundry & Machine Co., Limited

The Canadian Farm Implement Co., Limited, have made a contract with the Alberta Foundry and Machine Co., Limited, Medicine Hat, Alberta, whereby the latter will manufacture 500 rotary harrows. The foundry is also preparing for the manufacture of Van Allan field grain cleaners and double shearing cycle mowers.

The machines to be made have been tried in the field for several seasons and have proved very efficient. The rotary harrow has no gears or driving mechanism. The harrows rotate and pull the weeds to the surface of the ground, leaving them in two rows. In some soils the machine will take the place of the disc harrow. The mower, the invention of P. A. Campbell, will cut anything from

wet tangle bottom grass to young willow trees.

The Van Allan grain cleaner is designed to separate weed seeds from the grain in the field. It is placed alongside the separator and operated under its own power.

The Canadian Farm Implement Co., Limited, are a purely western concern, no stock being held east of Winnipeg.

93% of the shareholders are farmers. The Alberta Foundry and Machine Co.'s plant is very suitable for the production of farm machinery, being equipped with nearly all the necessary machinery. T. L. Van Allan will supervise the manufacture of the machinery for the Canadian Implement Co. He has had experience with the Joseph Nathan Co., Ltd., and Geo. Driver & Sons, London, England.



PLANT OF ALBERTA FOUNDRY & MACHINE CO., LIMITED.  
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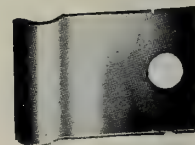
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M-87-A

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### Form Separate Company

**Dictaphone Department of Columbia Graphophone Co. Becomes the Dictaphone Corporation**

Announcement is made that a group of bankers have bought the Dictaphone Department of the Columbia Graphophone Company and have established it as an independent business under the name of the Dictaphone Corporation. The new corporation will manufacture and sell dictaphones and dictaphone supplies and will render service to dictaphone owners from their offices in all the principal cities of the United States and Canada.

In Canada the Dictaphone has been handled in the past by the Columbia Graphophone Company, Toronto, but has not been manufactured by them in this country. T. R. Crayston, sales manager, who will manage the Canadian business of the Dictaphone Corporation, states that they are applying for a Dominion charter and that they hope to establish a plant for the assembling of Dictaphones in Canada inside of a year.

The American, or parent company, have as their chairman of the board, Richard H. Swartwout of Swartwout & Appenzeller, who is also chairman of the board of Intertype Corporation, and a director of New York Railways Co., Norfolk Southern Railroad Co. and American La France Fire Engine Co., Inc. The president and active head of the corporation will be C. K. Woodbridge, who for the past five years has been head of the Dictaphone organization and its sales manager. His assistant and sales promotion manager, L. C. Stowell, becomes secretary and assistant to the president, and Morgan L. Mercer, New Haven, Conn., has been elected treasurer.

Since its invention the dictating machine has always been manufactured and sold by companies doing a major business in phonographs and other musical machines. With the launching of the Dictaphone Corporation, the dictating machine industry will take its place in the office appliance group as a separate and distinct industry.

### Buy New Factory

**Canadian Sidway Co., Limited, Toronto, Will Move to Larger Premises in April**

The Canadian Sidway Co., Limited, 864 Dufferin St., Toronto, have bought a plant at Pelham and Osler Avenues and will move into it in April. The building is of mill construction, 4 storeys, with about 30,000 square feet of floor space available for manufacturing purposes. It was built in 1915 by Samuel May & Co., for a billiard table factory and was later taken over by the National Cash Register Co.

The Canadian Sidway Co. expect to increase their output of children's vehicles from 50 to 75% in their new quarters. New machinery to the value of about \$70,000 is being installed so that the move can be made without interruption of operations. The Sidway Mercantile Co., Elkhart, Indiana, the parent organization, have authorized and are financing the new development.

### Will Make Salt

**North Atlantic Salt and Chemical Co., Limited, to Build Two Plants in Maritime Provinces**

Incorporation of the North Atlantic Salt and Chemical Co., Limited, to manufacture high grade fish and meat packing salt, is announced from Sydney, N. S. They propose to erect two \$120,000 plants, at Bucklaw, N. S., and Gatereau, N. B. Hitherto Cape Breton fishermen have not been able to secure a uniform grade of salt, and the new company's product, which will be kept at a certain standard, will permit the packing of a higher grade of fish than before. P. G. Petrie, H. W. Ingraham, W. Petrie, A. S. Prowse and George Ross are organizers of the new company.

### Building Branch Plants

**Orange Crush Bottlers, Limited, Increasing Manufacturing Facilities at London and Hamilton**

Orange Crush Bottlers, Limited, 100 Claremont St., Toronto, are building branch factories in London and Hamilton for the manufacture of their soft drinks, orange crush, lime crush and lemon crush. The plants will be of brick and steel construction, 51 x 88 feet, two storeys in front and one storey at the rear, and will cost about \$30,000 each.



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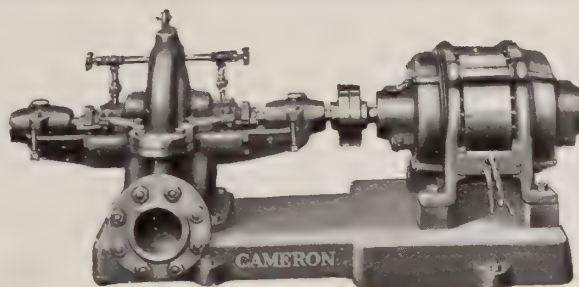
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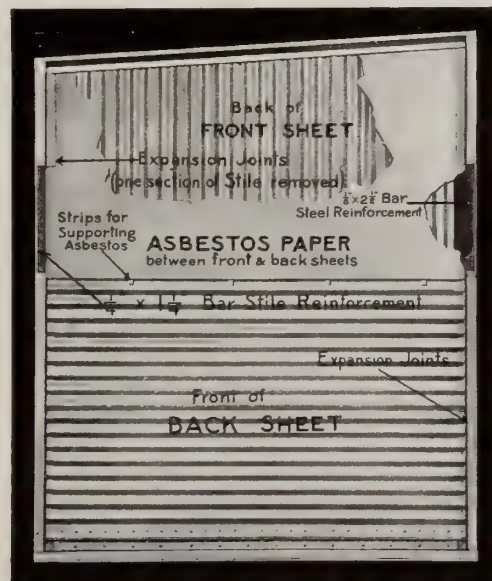
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### Building in Toronto

#### Independent Concrete Pipe Co., Limited, Will Open Branch Factory About April 1st

The Independent Concrete Pipe Co., Limited, Woodstock, Ont., are building a branch plant in Toronto on the old Belt Line, west of Bathurst St., where, about April 1, they will commence the manufacture of cement concrete sewer pipe. This plant is a one-storey building with about 20,000 square feet floor space and represents an investment of about \$75,000. J. Carnwath will manage the Toronto branch and the John E. Russell Co., Limited, are the selling agents.

### Have Enlarged Plant

#### National Brass & Aluminum Foundry Commencing Brass Finishing and Spinning Business

The National Brass and Aluminum Foundry, makers of brass and aluminum castings, 117 St. Patrick St., Toronto, have added a storey to their plant and are commencing a brass finishing and spinning business in the new space. This part of their business will probably be operated under the name of the Atlas Brass and Spinning Co.

### Streetsville Lumber Company

#### Large Modern Sash and Door Mill Now in Operation at Streetsville, Ont.

The Streetsville Lumber Co., Limited, Streetsville, Ont., have completed their mill and are in full operation. They were organized in August, 1922, to supply doors and sash to the Pannill Door Co., Limited, Toronto, who had not been able to secure enough stock doors to keep up with their orders. The Streetsville company have a ten-year contract with the Toronto concern by which the latter take the entire output at a price giving a fair profit. The Pannill Door Co. have also guaranteed payment of the Streetsville Lumber Co.'s preferred dividend for ten years.

The Streetsville plant consists of one two-storey building, 60 ft. x 110 ft., one two-storey building 50 ft. x 70 ft., a large boiler house, a dry shed, a large lumber shed and a 15-car siding. About 9,000 square feet is used entirely for the manufacture of sash, the cutting room alone using over one-third

of this space. About the same space is used for the manufacture of stock doors, of which 200 cars can be made daily.

The company have been employing 38 men and as soon as the dry kilns are completed an establishment of about 60 will be needed.

### Glengarry Pulp Company

#### Pulp Mill at Cornwall, Ontario, Again in Operation Under New Management

The pulp mill at Cornwall, Ont., has been purchased by the Glengarry Pulp Co., of which W. W. Thompson is sole owner, and is now in operation. The plant has a capacity of 30 tons of mechanical wood pulp and its product will be sold both in Canada and the United States. It is modern in type and has direct connection with three railways and the canal which may be used for transportation of raw material and manufactured product.

### Buy New Building

#### A. J. Kirstin Canadian Co., Limited, Sault Ste. Marie, Ont., Now Kirstin-Hase Co., Limited

The A. J. Kirstin Canadian Co., Limited, Sault Ste. Marie, Ont., manufacturers of stump pullers, have recently reorganized and will be known as the Kirstin-Hase Co., Limited. They have purchased a new modern building 50 x 130 feet, and are moving into it this month.

The National Brick Co., of Laprairie, Limited, 51 St. Catherine St., Montreal, will move their office to the Canada Cement building about May 1.

The York Knitting Mills, Limited, 993 Queen St. W., Toronto, have bought the Crawford Street Methodist Church, and will use it for storage purposes.

The Montreal Shirt and Overall Co., Limited, have changed their name to The Faultless Manufacturing Co., Limited.

Notice is given in the Canada Gazette of February 17 of a change in the name of the Red Star Refineries, Limited, Montreal, to The Nations Oil Refineries, Limited.

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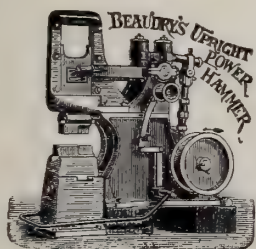
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## Books and Catalogues

### Export Merchandising

*Export Merchandising.* By Walter F. Wyman. McGraw-Hill Book Company, Inc., 370 Seventh Avenue, New York, N.Y.

Mr. Wyman, the author of this book, is one of the best known export men in the United States. For a number of years he has been export manager of a large American firm; has sold goods in many countries of the world, and has taken an active interest in several export organizations: The Export Managers Club of New York, The Boston Export Round Table, and the National Foreign Trade Council. In "Export Merchandising" the author, with the collaboration of several other export authorities, has produced a book that should prove useful to every exporter. Theoretical as well as technical phases of export trade have been dealt with, and the following chapter headings give some indication of the scope of the book: The Export Department, Co-operation with the Export Salesman in the Field, The Export Catalogue, Samples in Export Selling, The Fundamentals of Foreign Credits, and Elements of Foreign Collections. This book is up-to-date, written in an interesting style and well worth reading.

### New Work on Cost Accounting

*Cost Accounting Procedure.* By William B. Castenholz, Director Department of Higher Accountancy, LaSalle Extension University, Chicago. Published by LaSalle Extension University, Michigan Avenue at 41st Street, Chicago. \$3.50, postpaid.

The first half of the book is given over to a single plan of cost accounting, by production orders. To illustrate the procedure an assembling industry has been taken. The importance of proper physical and accounting control of inventories has been emphasized. In connection with material costs a special feature of this work is a carefully worked-out

plan to apply stores and storeroom expenses to material as burden. A predetermined percentage of stores expenses to average normal purchases is made and applied to the invoice cost of all incoming materials. There is no question about the principle of adding material burden to material cost being sound. There is, however, some difficulty in properly applying the principle to certain conditions. For this reason there will be some opposition to the method set forth when conditions are not the same as those stated.

The author recommends the use of a separate cost sheet for both material and direct labor chargeable to a production order. This is an important feature, because the forms suggested afford a means of analyzing the material and labor costs so that comparisons are made with standards and the variations per unit are determined. This sort of cost information can be used in many ways. The author particularly emphasizes the value of the analysis that may be made when these cost sheets are arranged to give the proper information.

Predetermined rates of overhead are fully explained. This explanation naturally leads to a discussion of the basis of fixing the rates. A budget of factory expenses for the various producing departments in relation to normal production time is considered. In applying the rates to production orders through machine-hour or direct-labor-hour rates the problem of unearned burden comes up. The performance of individual machines should be reported, in the opinion of the author, in very much the same way that direct-labor time of workmen is reported for each production order. The suggested individual machine report brings out clearly the earned and unearned burden of each machine.

Beginning with the twelfth chapter we are shown the principles of the process plan of cost finding, and comparisons of this method are made with the production-order plan. The author is thoroughly opposed to the inclusion of interest on plant investment as a factory cost. He advances some very persuasive arguments to win the reader over to his viewpoint. Cost accountants, however, are in disagreement on this sub-

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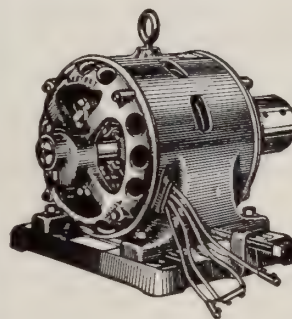
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# INDUSTRIAL CANADA

Issued by  
*The Canadian Manufacturers' Association*  
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Vol. XXIII

TORONTO, APRIL, 1923

No. 12

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## Editorial Comment

### **The Gospel of Hard Work**

SO MUCH attention has been devoted to the story told in the House of Commons last month by R. A. Hoey, M.P. for Springfield, of the young immigrant who landed in Quebec fourteen years ago with less than \$35 in his pocket and who, by dint of energy and application, is to-day a member of Parliament, that it is hardly necessary to repeat the details.

While it is not open to all youths in this country to achieve such conspicuous success, there is a salutary lesson in the story for those who complain of the handicaps imposed by our economic system and who clamor for its destruction. It teaches that the gospel of hard work is still and always will be the only effective force tending to the betterment of conditions in this world.

### **The Fire Loss Tax in Canada**

FROM time to time those who are interested in bringing forcibly home to the Canadian people the seriousness of the annual fire loss of the country, produce new and startling comparisons to arrest public attention. At the recent annual meeting of the Dominion Fire Prevention Association, Mr. G. D. Finlayson, secretary of that organization, placed the 1922 fire loss over against certain other figures with which people to-day are very much concerned.

For example, he showed that, to meet the loss caused by the ravages of fire in Canada last year, the entire income tax raised in 1920-21 and over \$4,000,000 more would be needed. Similarly, it would take the total business profits tax raised during the same year, plus \$10,000,000 to cover the loss. The Post Office revenue would be required practically twice over and a third more would have to be added to the sum raised by excise taxes to make good the damage. As for the customs revenue, which is estimated at about \$100,000,000 for the present fiscal year, over half of it would be needed to pay for the loss.

With all these taxes, any suggestion to alter or increase them would be met immediately by clamorous objection. They are taken very seriously by the people. But how little attention is paid to the fire loss, which after all is in its nature very much more a tax than any of those mentioned. As Mr. Finlayson pointed out, the levying and collection of such taxes, however much it may weigh on the tax-

payers, merely involves the transfer of money from one hand to another and in the end maintains or increases national prosperity. The fire tax is essentially different. It goes to replace something which has been irrevocably lost. The former taxes are in a sense a measure of individual prosperity; the fire loss tax is a measure of our national shame!

### **Diversifying Western Agriculture**

IN WESTERN Canada, a movement is on foot, about which we hope to have something further to say next month, to extend and enrich the agricultural activities of the Prairie Provinces. The "Grain Growers' Guide" describes one direction in which development is taking place, in an interesting article in a recent number. This has to do with the raising of bees and the production of honey.

J. T. Floyd, Manitoba's Provincial Apiarist, who wrote the article on bee-keeping, quoted figures to show that, on the average, it was about as profitable to keep a hive of bees as to grow an acre of wheat. This assertion would undoubtedly stimulate interest in the subject and induce many farmers in the West to look into the possibilities of bee culture. In fact, we are informed that the production of honey in Manitoba is increasing by leaps and bounds; that there will soon be sufficient to meet all domestic needs and that it is only a question of a short time before a surplus will be available for export.

The "Grain Growers' Guide" points out that the prairies are now admitted to be the greatest bee pastures on the continent; that the honey "crop" is heavier per colony than anywhere else and that the average quality of the honey produced throughout the summer months is superior to that produced elsewhere. The long hours of sunlight, the luxuriance in quantity and the variety of native blooms and the extreme heat combine to make Western Canada a great honey-producing region.

### **The Loss From Absenteeism**

ADDRESSING an audience in Montreal recently, Professor George Chandler Whipple, professor of sanitary engineering, Harvard University, quoted some rather startling figures to demonstrate the serious effect on industry of absenteeism. Dr.



Whipple stated that the average time lost by factory operatives on account of sickness was not far from ten days in each year. When other causes of absenteeism were included, the lost time would amount to almost a full month in a year. Not infrequently it was 10 per cent. of the total productive time of a plant.

Putting it even more impressively, it meant that for every thousand persons employed, a hundred must be hired, trained and carried on the payroll; housed somewhere, provided with a water supply and otherwise taken care of, in order to make good the shortage from absenteeism. In other words, were absenteeism completely eliminated, 900 hands could do the work now requiring 1,000 for its handling. The financial loss accruing from this situation is readily apparent.

Dr. Whipple was advocating greater attention by manufacturers to sanitation in its various aspects, as a remedy for many unfavorable conditions in factory operation. He expressed the belief that, if the combined effect of the various health agencies which he described would add three, four or five days to the average working time of the employees in a plant, the sum total of financial benefit to the owners would be large.

Apart entirely from the humanitarian side of the question, which should impel every manufacturer to maintain the working conditions of his plant on a healthy basis, there is on economic side, as pointed out by Dr. Whipple, which offers a financial inducement to him to take action along the lines of providing better and more sanitary surroundings for his workers.

### More Careful Attention to Correspondence

IN HIS addresses throughout Western Ontario in the interests of export trade, the Director of the Commercial Intelligence Service of the Department of Trade and Commerce, Mr. H. R. Poussette, used some vigorous language with regard to the necessity of careful attention to correspondence. Neglect to answer letters, he pointed out, did not end with the condemnation of the careless recipient, but went much further and reflected on the courtesy and reliability of the entire Canadian business community.

Referring particularly to the export field, Mr. Poussette reminded his hearers that the Dominion had a reputation to uphold and it was incumbent on each and every exporter to do his part in maintaining it. The lapses of a few individuals might do a world of damage to the progress of Canada as an exporting nation.

It is not only with foreign correspondence that care should be taken. We have recently heard some severe criticism from British Columbia of alleged discourtesy on the part of certain Eastern manufacturers in dealing with inquiries from that part of Canada. In these cases, letters appear to have gone unanswered and even telegrams have been ignored. It is a situation which, we feel sure, the principals of all eastern manufacturing companies will regret and will take immediate steps to remedy.

Even if no immediate prospect of doing business is apparent, ordinary business courtesy would suggest prompt acknowledgement of all inquiries.

Now that the matter is receiving consideration, it might not be out of place for heads of companies to direct the attention of their staffs to the importance of handling all correspondence with despatch. In the case of letters coming to Ontario and Quebec centres from British Columbia, employees might well be reminded that it takes the better part of two weeks for correspondence to come and go and that, on this account, inquiries from the coast province should receive even more prompt attention than those from near at hand.

### Ontario's Favorable Showing

NO STATEMENTS made at the meeting of the Industrial Accident Association of Ontario were received in pause than those contained in a report supplied by Mr. Samuel Price, chairman of the Ontario Workmen's Compensation Board, dealing with comparative cost of compensation to the employees of Ontario. In this memorandum, Mr. Price pointed out that, apart from the cost of the Accident Prevention Associations, more than \$98 out of every \$100 paid in by Ontario employers went directly for the benefit of injured workmen and dependents, besides which there was no litigation and a minimum of trouble and expense to both parties.

A comparison was made by Mr. Price with the State of Pennsylvania. Here, during the five-year period ending December 31, 1922, the Department of Labor Review, April, 1922, reported that employers paid \$80,290,028 in premiums to the State for insurance in benefits. If the Pennsylvania system of operation in Ontario, rates of assessment would be two and one-quarter times what they were now that is, for every \$1.00 of assessment, employers would have to pay \$2.25. In Great Britain in 1920, the cost of insurance premiums to pay benefits amounted to £2,980,755.

The present system was well worth preserving, declared Mr. Price, and he urged everyone to do what was possible to support it and make its operation as smooth, efficient and satisfactory as it could be made. How this could be done, he indicated, but concluded with the emphatic assertion that the best support would come through accident prevention. This is surely being realized more conclusively each day by employers.

### Work for Graduates in Applied Science

IN HIS address before the Research Conference at Ottawa, Professor J. Watson Bain, of the University of Toronto, made an appeal, which we gladly endorse, on behalf of the several hundreds of virile young Canadians who are graduating this spring from the departments of applied science of our universities. He was, of course, dealing with the subject of research work and of the services which these young men might render to manufacturers in this connection, but his point was that the cost of carrying on useful research work in almost any plant was comparatively light and that it would be a paying proposition for a manufacturer to secure the services of one of these young graduates and let him make a study of his product and the processes by which it was manufactured.

"I believe that perhaps too much stress has been



laid upon the expensiveness of conducting research work," said Professor Bain. "We are training a large number of men annually, many of whom are capable of conducting research work of a more or less advanced nature. This year 250 men will graduate in the Faculty of Applied Science. These men, as a rule, do not demand high salaries; we might say on the average they get \$125 to \$150 a month. These men, on entering a factory, would devote themselves for a period of time varying from six months to two years to familiarizing themselves with the details of the manufacture. They would be in a position to investigate those points at which trouble had developed, and consequently it appears to me that the manufacturer could, at the expense of a relatively low salary, commence to study his product intensively, and the processes by which it is manufactured."

It is highly desirable that this promising body of young men, the large majority of whom are returned soldiers, should be retained in Canada. Too many of their class have left the country in the past, largely through lack of opportunity. They will now be looking for positions and we feel quite justified in urging the members of the Association to give careful consideration to their request for an opportunity to demonstrate their capacity for doing useful work. We believe that the advantage will be mutual.

#### The Situation in the United States

**P**REMISING that the true measure of the industrial, commercial and physical situation at any time is the relation between physical output, productive capacity and the actual movement of goods into final consumption, the National Bank of Commerce in New York in its latest market report makes an examination of these factors at the present time.

Regarding output, it finds that there is conclusive evidence that this is at or near record rates. With unimportant local exceptions, labor is fully employed and further market increases in production seem unlikely unless conditions alter in directions which cannot now be foreseen.

As to the rate at which goods are passing into final consumption, there are no reliable data, but the Bank points out certain indications that the output of industry is still passing promptly into the hands of ultimate consumers. Car loadings of merchandise, for instance, are at a record level for the season. General retail trade is good and retail stocks are not excessive. Buying of agricultural implements and of other equipment and supplies used by farmers is more active than at any time since the beginning of the depression of 1920-21. Building materials are being rapidly consumed and stocks are light.

The Bank is inclined to question the statements frequently heard that further business expansion is to be anticipated. It views with concern the rapid rise in prices and the tendency for wages to increase. It argues that, unless there is available not only plant capacity but men to do the work, there cannot be an increased physical volume of goods. This being so, higher prices merely indicate bidding by one buyer against another to secure the supplies already available. The outcome is sure to be curtailed buying power on the part of domestic consumers and lessened exports as a result of a domestic price level above that prevailing in other countries. With stable prices and wages this might be avoided and business activity at present levels be maintained indefinitely, but there is a danger to be apprehended in price increases.

#### A Helpful Remedy for Unemployment

**A** USEFUL service is being rendered by the Employment Service Council of Ontario in directing public attention to ways by which unemployment may be lessened. While these are sufficiently obvious when definitely stated, there is yet a need for their frequent repetition and the more strongly they can be emphasized, the sooner they will become effective.

Government and other public service bodies are known to be among the largest purchasers of supplies in the country. We have frequently urged these bodies to adopt the policy of buying Canadian products whenever possible. To this suggestion, which in itself is a valuable remedy against unemployment, the Employment Service Council adds another,—that, insofar as such a policy is feasible, supplies should be ordered during the advanced stages of a trade depression, rather than during times of brisk trade.

If, it is pointed out, orders are placed at the height of a trade boom, when labor and capital are already in full employment, the influence of these orders serves only to raise the price of the supplies still higher and so to increase the shock which is felt when the bubble bursts and a trade depression follows. On the other hand, if ordered during a depression, they would serve to lessen the unemployment inevitable at such a time.

Two supplementary suggestions are made,—one, that orders be allocated to districts where unemployment is most acute, thus substituting for relief work, work of a purely commercial character; the other, that orders be placed during the months of the most severe unemployment. We believe that the practice of both methods of buying would be very helpful and that they might be adopted not only by government and public service bodies, but by other large purchasers of supplies.

#### ANNUAL GENERAL MEETING, 1923

This year's annual general meeting of the Association will be held in Toronto on June 11, 12, 13 and 14. Members are requested to keep these dates free so that as large a number as possible may be present. General sessions will be confined to the mornings, leaving the rest of the day open for committee meetings, private business and entertainment. No member who can possibly do so should miss being present at this important convention. Details of the programme will be published in next month's issue of "Industrial Canada."



# Organizing for Industrial Research in Canada

## The Nature of the Organization Which Should be Provided for the Purpose of Encouraging and Promoting Research

By Hon. Sir Clifford Sifton, K.C.M.G.

WHEN the Secretary of the Canadian Manufacturers' Association asked me to come over and speak at this gathering, I demurred on the ground that I did not feel confident to offer anything of value to a number of gentlemen who were engaged in discussing scientific research, inasmuch as I was not a scientific expert and could not undertake to give any advice as to the methods by which it should be carried on. But it was suggested that I should say a few words on the nature of the organization that ought to be provided for the purpose of encouraging and promoting scientific research. That is a subject to which I have given some attention and I thought it was quite possible that I might be able to say something which would be of benefit, because it is largely a matter of organization at the present time that is important for the purpose of getting this all-essential work properly on its feet.

We are not suffering particularly from lack of experts, because knowledge has no nationality. If there is an investigation to be carried on in any particular department, if the expert is not in Canada, he can be procured from abroad. But we ourselves have to work out the organization which will function, and it is necessary to work out an organization that will function tirelessly and systematically while the rest of the country is going about its business.

### Some Reminiscences

It is just twenty-six years since I was sworn in as Minister of the Interior. At that time the Department of Geological Survey was attached to the Department of the Minister of the Interior for administrative purposes, and I received my first experience in connection with a scientific department as Minister in charge of the Geological Survey. Dr. Dawson was the deputy head, and he was a scholar of international reputation. I used to feel humiliated when he would sometimes sit for a couple of hours in the ante-room of my office, waiting to see me for ten or fifteen minutes, to discuss some of the important work of the Geological Survey. I was rather a busy man. I was the only Minister who represented the territory west of Lake Superior, which now constitutes four provinces; and when I got through the ordinary work of the Department of the Interior, attended the House of Commons, managed by-elections, and advised my colleagues about various matters that arose from time to time, there was not very much time left for geology. One thing that was impressed upon my mind very early was that a busy Minister was not the man to administer

a scientific department. It is not fair to the Minister, nor fair to the Department.

During the twenty-six years that have elapsed since I got my first experience, my natural inclination has been to keep more or less in touch with that class of work, and during later years as head of the Conservation Commission, my connection with it was a great deal closer. There are just two remarks I want to make in a preliminary way with reference to what I have to say. The first is that in an address of this kind, in speak-

*The keynote of the recent conference on Scientific and Industrial Research, held at Ottawa under the auspices of the Canadian Manufacturers' Association, was struck by Sir Clifford Sifton, who was the principal speaker at the dinner that wound up the proceedings. In his speech, which we reproduce in full, Sir Clifford gave his ideas of what should be done in order to carry forward the work inaugurated by the Honorary Advisory Council. His proposals take concrete form and should be carefully studied by all interested in the subject.*

—The Editor.

ing of organization and dealing with a large subject in a few minutes, one can speak only in very general terms, and any general statement that one may make must necessarily have a great many exceptions and qualifications. It is impossible to go into these exceptions and qualifications and they must, therefore, be understood.

In the second place, nothing I say directly or indirectly is to be taken as a criticism of any of the work of the government departments, nor of the Honorary Advisory Committee on Industrial and Scientific Research. On the contrary, during the whole of the time that I have been more or less familiar with what they have been doing, I have formed the general conclusion that the work has been extraordinarily well done, especially in view of the very slight amount of assistance which they have received. When I say "slight amount of assistance," I am speaking necessarily of financial assistance, because, generally speaking, if a reason can be given for liberality, Parliament is willing enough to be liberal. The advice and assistance that I mean are advice and assistance in the way of systematic help and co-operation. That, according to my experience, has been woefully lacking during the whole period of twenty-six years, and it is woefully lacking now. A very noticeable feature of the scientific work of the

government, efficiently as that work has been carried on, has been its entire lack of any co-ordination or affiliation with other scientific and colleges. That was much more marked in earlier years than it is now. I believe that to a slight extent since been rectified, but it requires to be done to bring about a satisfactory condition.

An attempt to organize for the establishment of the Honorary Advisory Committee on Industrial and Scientific Research. The result has been that the committee has done good work at a sacrifice of the members. Dr. Dawson, after a few months, after other gentlemen, a few months, friend Dean Adair, combining it with his other onerous duties. This, I believe, is not a state of affairs which can last, as no one man can do all the work without it becoming too great a burden. The feeling has been expressed to me by some of the committee that it is necessary to organize on a better basis.

What then is the solution? I mention the organization is radically different. That any organization which depends upon one man for its decisions, upon one man for everything that makes it valuable to the country, and which requires that man to go before the political head of a department in order to justify the existence of his committee and its work once every year is properly adapted to solve the problem of the connection of the government with research. I do not believe any great institution of research was ever built up which had an organization of that kind. I do not believe there ever was an organization of that kind that succeeded in producing a great institution, and I do not believe it will succeed in this case.

### Burden on the Chairman

Consider the position. The chairman has to do everything. The committee is large in numbers. It is too large, because when a committee is of that size, no particular member feels that he is personally responsible for the decisions of the committee. That is the defect of having a very large committee. The result is that the chairman has to decide everything. He has to form all the conclusions; he has to investigate every sub-



ject that is presented in every department. My friend, Dean Adams, is a geologist of national and international fame; but he has to go outside of his department and consider every department. These matters are presented to him and he has to take the responsibility of the decisions; he has to decide how much money is to be spent and how it is to be spent. This is an intolerable burden for one man. Then he has to go to Mr. Robb, Minister of Trade and Commerce. Mr. Robb is just back from Australia, and I have no doubt that he has six months' correspondence piled up in his office. Yet he is supposed to take every department of science under his consideration and study the details and decide what is to be done, how much will be done and how much will be spent on each matter that is brought before him. It is an impossible position. An archangel could not do it. Something has to be put in the place of the committee, and the organization has to be changed in such a way that it will function. I am very frank in speaking of this because there is no use in speaking if one is not perfectly frank.

#### Reorganization Needed

What is the remedy? The remedy is, in my opinion, an opinion which I hold very positively and strongly, which I have held for some years, and which I held before I resigned from the Commission of Conservation, an entire reorganization of the scientific services of the government. That is one of the

statements to which qualifications must be attached by those who are familiar with the case. When I speak of an entire reorganization of all the scientific departments it will be understood that there are certain services connected with such departments which it would not be necessary or desirable to attach to a central institute on research.

#### Department of Agriculture

Take the Department of Agriculture. The Department of Agriculture has certain purely scientific work to do. It tests seeds, for instance. That is purely a laboratory operation. It makes biological tests. That is also purely a laboratory operation. But it has other work in connection with seeds and biological matters, work which can be done only on experimental farms and under the Director of Experimental Farms. On the other hand, it is of no assistance to the Director to have under his charge the laboratory for the purpose of testing seeds or for the purpose of making biological investigations. It would be just as well if that were handed over to a central institute. In that way the experimental farms would not be loaded up with the necessity of getting appropriations for purely laboratory work and of superintending and looking after it. The other class of work explains itself. I make that explanation in order to make clear to you that the general opinion I expressed that every department of the government's scientific work which has to do with the application of science,

should be, so far as possible, put into one central institute, requires certain exceptions and qualifications.

Such a central institute should be based upon certain principles, and unless these principles are given effect to in the organization, the organization is sooner or later bound to fail. In the first place, it must be permanent. An organization that may come to an end next year has no real value, because the men who conduct the work cannot make effective plans. It must have adequate financial provision. It must provide against overlapping work which is constantly taking place in the government departments, and which will take place as long as you have the present haphazard organization.

#### Relation to Cabinet Minister

Then the attachment of the organization to a Minister should be merely nominal. No Minister should be expected to understand the work of scientific investigation, or pretend that he does, or be directly responsible for it. I think the responsibility should be placed in another quarter. Then the institution must provide for competent consultation. On that I place great emphasis. It is most unfair that any single man, as Dr. Macallum, formerly chairman, or my friend Dean Adams, should be under the necessity of assuming the responsibility for everything that is done. There should be at the head a body large enough to insure adequate consultation, so that, in regard to any particular subject that



THE APPLICATION OF SCIENTIFIC RESEARCH TO CANADIAN INDUSTRY.

Part of the Wood Structure Laboratory in the Forest Products Laboratories, Montreal, where study and research in connection with the anatomy of woods is conducted.



may come up, the responsibility may be shared by a number of men who have time to consider the subject fully and are able to bear their share of the responsibility.

It is most important, if an institution of that kind is founded, that the greatest possible care be taken to prevent duplication of equipments. I would have very strong objection to duplicating in this institution any equipment that could be found in McGill University or Toronto University, or any other place within reach of the Central Institute. We are not rich enough to do that. A careful investigation of every facility that is afforded at the present time should be made, before any attempt is made to put equipment into the Central Institute.

#### Care Must be Exercised

All necessary time should be taken. Every man who has anything to do with scientific investigation or with scientific apparatus knows how easy it is to waste money, how easy it is to spend money without getting value for it. A very competent scientific professor, a man who had done very valuable work with meagre equipment, told me that if he were given \$250,000 for his laboratory the next day he would not spend any of the money for a year. It would, he said, take him that long to learn how to get value for his money. If that is true of a man who has spent his life in a single department and who has devoted his whole time and attention to it, what length of time and what care and investigation is required when we cover the whole field of research in every department? It is evident that the most thorough care must be exercised before any attempt is made to spend large sums of money on equipping an institution of that kind. But the ultimate object should be that when the institution is equipped, whether it be in one, two, five

or ten years, there should be in the Central Institute and in the various institutions throughout Canada, full, adequate and up-to-date equipment for the purpose of carrying on any investigation that may be necessary.

Then there ought to be a thorough organization for the purpose of collecting industrial and scientific data, data which could be procured from other countries in regard to the application of science to industry. You are aware that in older and wealthier countries, scientific research is further advanced than it is in Canada, that very extensive laboratories have been established as scientific adjuncts to factories and industries. When I was talking one day to a director of one of those industries in England, he casually remarked to me that the board of directors of his institution had appropriated twenty thousand pounds sterling the day before for the purpose of commencing the establishment of a laboratory. There are very extensive laboratories, thoroughly equipped, in England, France, Germany, the United States and other countries. In these laboratories investigations of the utmost value are going on. One of the functions of this institution should be to provide for a thorough examination into all the research that is going on in the different countries where it is available, to keep detailed information in regard to such investigations on file, properly indexed and made available in the best possible way for any person who chooses to consult the files.

#### Take in Government Services

Having regard to these basic principles I think we should have in Ottawa a Central Institute of Research. That institute should embrace practically all the government services of which the subject is mainly applied science. The institute should not be placed in such a

position that a Minister is responsible for it. Parliament should be asked to deliberately delegate the management of this institute to a Board of Governors, just as the British Parliament delegates the management of the British Museum to a Board of Governors. The British Parliament does not ask a Minister to be responsible for the British Museum. It is managed by a Board. It is permanent. Its policy extends over ten, fifteen or twenty years. The Board does not have to go before a Minister and justify its existence every twelve months. There must be permanent the men who are know there is permanency, and that the place great trouble and died out even if it five years.

#### Fixed Grant

Upon the establishment of the institute there should be grant of a certain as a capital grant equipment of the necessary to vote all of that amount the first year. Perhaps not more than one-fifth of it, or not so much, would be voted the first year. The would not be in a position money wisely for a constant But the amount should the directors will to count on, and thus know how to make their plans. It should be appropriate when called for, from year to year as required. Then there should be a fixed annual grant for a period of, say, ten years. I know I shall be told that is a matter of law you cannot tie Parliament up to vote money in advance. But if statute were passed with the approval of both Houses, if Parliament were satisfied that it was desirable to have an institute of this kind established with an initial endowment for equipment and an annual grant, everybody would be perfectly satisfied that Parliament would not dishonor the obligation, but would vote the money from year to year as expected. Any amounts required beyond the initial endowment and the annual grant as fixed for a period of ten years would have to be got by the Board of Governors going before a parliamentary committee and convincing them of the advisability and desirability of the expenditure.

#### Board of Governors

As to the appointment of the Members of the Board of Governors, that is the all-important matter. They will have charge of the conduct of the institute. My opinion is that the Board of Governors should consist of about twelve members. If you have too large a number you have no sense of responsibility. There are so many that no one man feels that he has particularly to answer for what is done. If you get it too small the opposite takes place, the burden is too heavy. Twelve seems to be about right. The Board of Governors would, in reality, be an executive committee, like the



USING AEROPLANES IN RESEARCH WORK.

A machine used by the Geodetic Survey in primary triangulation reconnaissance in British Columbia.



executive committee of a railway company, or a bank, and it would come together at fixed intervals and consider fully all the details of the business in connection with this institute. Its expenses would have to be provided for, and a liberal honorarium would have to be provided, to compensate the members of the board for their time and attention.

The chairman should be a man of wide scientific culture and proven administrative capacity; the same type of man as would be accepted as principal of a great university, except that in this case his department of learning would be applied science of one kind or another. Then under him you would have a board of twelve. I would take half of the number from the scientific faculties of the universities and scientific schools in this country. My reason for suggesting that they come from schools of science and faculties of universities is that by so doing you get men of proven scientific capacity and also of some administrative experience. Therefore I would appoint half a dozen men eminent in some branch of applied science and possessing the requisite administrative capacity. I would appoint three engineers, eminent in different branches of their profession and three or four business men, manufacturers probably, whose attention had been particularly directed to the question of industrial research, and who would add a necessary element to the deliberations of the board.

#### Should Get Best Men

As the chairman and the directors I would appoint men who are resident in Canada, all Canadians. Under this Board, as the actual executive working head of the institute, I would appoint the best man I could get anywhere in the world. The same principle should apply to the appointment of any scientific experts other than the head. This is especially necessary in the case of Canada, because as yet we are infants in the matter of industrial research. We have done some very valuable work, as you have been told during this conference; but after all, we are only in our infancy. Industrial research has been carried on upon a very large scale in other countries, and immense amounts of money have been expended. If we are to get the very best value for our money, we must get the benefit of the acquired experience of people in other countries. These countries expend immense amounts of money in investigating various departments of applied science, and there is no reason in the world why we should not have the advantage of the mass of information and experience which has been accumulated. For the men who are actually to be the working experts in charge of the operations of the institutions I would go, wherever I could find them. If the right man was in Canada I would hire him. If he was not in Canada I would go to the country where he was, and at any cost and at any expenditure of trouble I would get the man best qualified to do the work.



#### MEASURING THE GROWTH OF TREES.

Illustrating some of the research work done by the Forestry Branch of the Department of the Interior.

One other point has to be considered, that of embracing within this institute the different government branches of scientific research. That is a pretty serious subject, and any man who has ever been a Minister knows something about it. A man may raise salaries, and he may increase the staff of a department. That is the easiest thing in the world to do, but let him try to reduce the staff or move a branch of a department, and he will find out what he is up against. Changing an organization requires an ironclad determination. I think, however, the difficulties in this case are rather apparent than real.

#### Relation of Different Branches

My idea about the different branches of scientific work is that the personnel and the organization of each branch should remain exactly as it is at the present time. The only change would be that instead of each of these branches of scientific work being attached to some particular department, and nominally in charge of the Minister of that department, it would be in charge of the Board of Governors of the Central Institution. So when the head of the branch was making up his estimates for the year, instead of getting an interview with a Minister, he would go to the Board of Governors of the Institute, who would have plenty of time to talk with him, who would be his equals in scientific knowledge, who would be just as able to understand his plans as he was himself, who would be in entire sympathy with his work and who would consider them fully and leisurely, so that he would have a fair chance of his case being thoroughly understood. It seems to me a scientific branch in this way would be infinitely better off than it is at the present

time. Instead of a very hurried and inadequate attempt to impress a hard-working Minister with the merits of his department, he goes to men who are of the same class in scientific scholarship as himself, who are interested in the subject as he is, who will sympathize with him, and who will endeavor in every way to co-operate with and help him. Think of the improvement in the position of such a branch. Instead of going its lonely way, few people knowing of its existence, everyone of these branches will come in and help to form a great institute which, in a very short time, if it functions successfully, will have not only a national but an international reputation. The whole service would be put on a much more satisfactory basis, and one which, in the end, would be a source of profound satisfaction to everyone who was connected with it.

#### What Object Should Be

It would be entirely beyond the scope of these few and inadequate remarks on the question of scientific organization for me to endeavor to point out the potentialities of an institution of this kind. To the best of my ability I have endeavored to outline the framework of an institution which we may hope would, if established, successfully grapple with the problem of scientific research. In establishing such an institution we must recognize the principles which are essential to success. We must take cognizance of the defects of the present position. We must face realities and do what is necessary to cope with them regardless of prejudices or pre-conceived ideas. Only one idea should be present to our minds, that of founding an institution which shall achieve the great work committed to its care.



# The Inception of the Research Movement

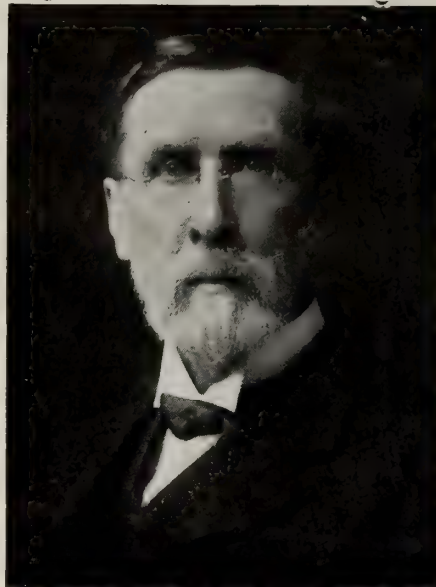
## How the Honorary Advisory Council Originated, Its Early Work, and the Services That It Has Rendered to Canada.

By Senator, The Rt. Hon. Sir George E. Foster

I WILL not attempt to take you over the field so widely trodden by my friend Sir Clifford Sifton. But after all, the baby must creep before it can walk. This Advisory Council was about the initiatory step in what has progressed very well since, and is now opening out, I hope, into a broader and still more practical field. But when the Advisory Council was first put into operation, it seemed to be all that the government was justified in attempting. I do not think at that time the Manufacturers' Association was very enthusiastic over the question of research as practically applied to the operations of manufacture. The manufacturing processes commenced in the rough and have progressed up to their present perfection, and they are not yet perfect. But the old idea was that the manufacturer had got as far as he had got, not by anything in the nature of research, but through his own practical, handy rule of thumb, and he had made fair products in different lines. He was making some progress, and the last thing that the great majority of the makers in Canada at that time had any thought of was that there was any practical knowledge for them amongst men who spent their time in dark holes in laboratories, trying to fish out the secrets of nature. They have progressed largely since that time, and to-day, there is, I believe, a wide and intelligent interest amongst the best manufacturers in Canada, as to their absolute dependence, if manufacturing industries in Canada are to hold their own with the manufacturing industries in other countries, upon research and upon finding out methods which will cheapen manufacture, which will tend to thrift and saving in the processes of manufacture, and which will contribute to an efficiency and a perfection that will keep them in line with their competitors in different countries.

I had something to do in fathering the Council. I am not going to give away my opinion of any of my colleagues; but in the House of Commons, in the Senate, and amongst the members of the government, there was a pretty low flow of enthusiasm for scientific re-

search. Now things are different. At that time, I do not believe anything of a more advanced nature could have been put into practice. I do not think anything calling for a larger appropriation could have been passed through Parliament, and I think we did just about the best that it was possible to do at that time. The matter was put under my charge and I got the appropriation and recommended to Council a plan of organization. That plan of organization



Rt. Hon. Sir George E. Foster

has not been a failure; it has been a success. Still it is not to be argued from that that it is the last plan and the best plan; but it was a plan which served its purpose and was the practical commencement at that time.

### Was a Liaison Officer

I had some little knowledge, not very much, of scientific work; I had enough knowledge of scientific work not to attempt to run the machine in the way of scientific appropriations or of scientific investigations, the nature of them, the line they should take, or anything of that kind. That was not my business. My business was to get together a set of men in whom I had confidence and to whom I might leave that work of directing the operations. My purpose was to get them a sufficient appropriation to enable them to carry on, and their business was to carry on the operations. I was the liaison officer between them and the government and Parliament. In no way did I, as the liaison officer, attempt to influence the line of work or the methods employed by that Council. To those that were good enough to give their services, the country owes a debt

for that, and I am sure you will bear me out in that respect.

They have done many good things; they have been a light set up here in Ottawa that the whole country has seen and has learned from. There is such a thing as investigation, which has sympathy and co-workers in Canada. These have gone from one end of the country to the other; they have placed themselves alongside of the scientists at the universities and of the teachers, and they have canvassed the country with them with tact and good success. They have endeavored in every way to have been successful in producing a sympathetic feeling of co-operation and goodwill towards scientific research. In all cases they have acknowledged the work that has been done in the universities, and they have tried in their best way and have been fairly successful in getting the cooperation of the universities with them, without any feeling of rivalry or of suspicion that one was trying to oust the other.

They had a work to do in Ottawa, to get on with the departments. When a man grows up in a department and has a passion for it for his work, and has thrown his life and his genius and his spirit into it, there is a certain amount of personal ownership. He feels interested in it, and he does not care to hand it over to another. There was a very delicate question to be carried on, that the Advisory Council should not antagonize the good work which was being done in the different departments, and that the officers and those in the departments that were engaged in different lines of scientific research in their particular ways should not feel that here was an interloper who wished to displace them, but rather a friend and a sympathiser and a willing co-worker. Now, the influence that was carried on for four, five, six or seven years in that direction had its result; it has borne fruit, and there is a far better feeling in that respect than there was when the Advisory Council was first organized.

*In this article, which reproduces the speech delivered by Sir George Foster at the conference on Scientific and Industrial Research, the man who fathered the Advisory Council tells how the council was established in the face of much indifference and lukewarmness of support. He indicates the services that it rendered to the country and adds his plea for more interest in the subject of research.*

—The Editor.

*There is, I believe, a wide and intelligent interest among the best manufacturers in Canada, as to the absolute dependence, if manufacturing industries in Canada are to hold their own with the manufacturing industries in other countries, upon research and upon finding out methods which will cheapen manufacture and which will tend to thrift and saving in the processes of manufacture.*

—Sir George E. Foster.



Again, what we found was that there was a very great lack of young men growing up in our universities and colleges devoting themselves to scientific investigation. They would go through the courses, and they would go out to their businesses. But there always was a surplus of men with particular bents and particular aptitudes, and it was very necessary for the country itself that it should continue them upon those lines of special research, and so get experts versed in practical work, and turn these, as an asset, into the future research work of the country. The Advisory Council was diligent in that respect. I am not able to give you the number of scholarships which have been granted through the Advisory Council; but they have been numerous, and they have had the double effect of keeping within our country men of aptitude who, after having passed their college courses, were enabled to devote themselves to special lines of research, and thus to make an asset for the country itself, an asset of very great worth, and a very essential asset. These are some of the things that have been done, outside of the actual accomplishment in practical results. I am quite satisfied, as I was satisfied at first, and as those who sympathised with me in the Cabinet and the House of Commons were, that that was but the beginning, and the merest beginning, and that it should lead to something else.

The thing to be done now is to convince Parliament that there is in Canada to-day nothing which is just as important as this question of Canada putting herself into this work of scientific research, and applying it to her industries, and doing that within the very shortest space of time. You cannot travel in other countries and keep your eyes open without seeing the immense strides they are making in scientific research, and without going further than that, and seeing the immense advantage in competition this gives to those who

are our competitors in worldwide markets. Canada can grope about and fish around and it can put to its own advantage a great deal that is found out in other countries; but it will never do its work and hold its position if it becomes simply a parasite and is willing to remain a parasite, and if it does not do its own original investigation, drawing in from every source the world over, all that has been perfected and that has been found out so far, but at the same time with an eye to Canada's needs and to Canadian conditions. That is what

*The thing to be done now is to convince Parliament that there is in Canada to-day nothing which is just as important as this question of Canada putting herself into this work of scientific research and applying it to her industries and doing that within the very shortest space of time. You cannot travel in other countries and keep your eyes open without seeing the immense strides they are making in scientific research and without going further than that, and seeing the immense advantage in competition this gives to those who are our competitors in world-wide markets.*

—Sir George E. Foster.

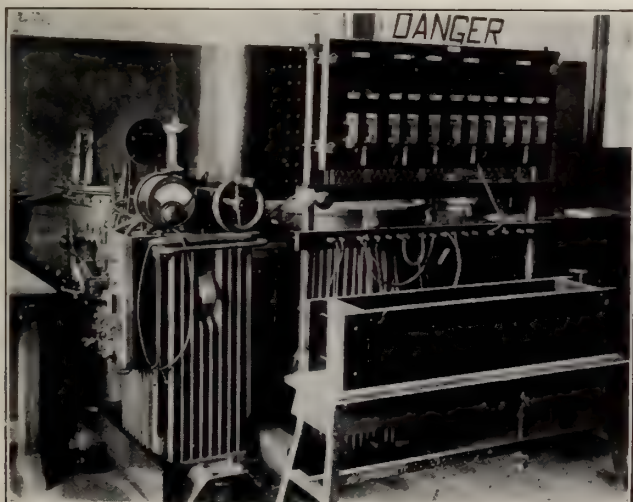
we need in this country, and it is perfectly competent for Parliament to-day to make a vote of half a million dollars in order to commence this work, just as competent for it to do that, and as easy, if you can once convince members of Parliament and the government that it is a necessary thing to do, as it is for Parliament to vote money for certain other necessary things.

Somebody comes up and wants some millions, tens of millions of dollars, to be applied to completing the Hudson Bay Railway. I would willingly see the Hudson Bay Railway stay very much as it is

to-day, and have every one of those millions applied to scientific research in this Dominion of Canada, and bring that work up, and then maybe we shall be better able to cope with the Hudson Bay Railway difficulty. But the Hudson Bay Railway was simply an instance that came into my mind. There are dozens of other things. It is not at all impossible to cut out half a million dollars here, and half a million there, and lump it in a sum, and put that into this, the best of all investments that we could put into Canada to-day. That is not difficult, if you can once convince members of Parliament and the government that it is a proper and necessary thing to do.

#### Early Action Necessary

How long are we going to wait for it? These taxes will be on us for many years. We are not paying off our debt at the rate of many millions a month at the present time, so far as I am informed—I have not been in the House of Commons lately—and we probably will not be any less in debt ten years from now than we are to-day. Are you going to wait until you get out of debt, or go on adding to the debt in other ways, before you do anything for scientific research? But I forget I am not talking either to members or to senators; but what the men who are practical and interested in this, have to do is to consider the matter first. Do they believe it is a necessity? If they do, they should then translate their beliefs to the government and the members of Parliament, and the money is theirs absolutely, whether you believe it or not. There is some three or four hundred million dollars that the government has got hold of, or will get hold of, during the year. Cannot a sufficient amount of that be fished out and some other services which would not be so important just left over for a time until this can be established, because it will take time to bring it up?



SOME INSTRUMENTS USED FOR HIGH TENSION ELECTRICAL TESTS.

Close-up views of some of the equipment used by the Northern Electric Company, Limited, Montreal, for carrying on their experimental work in connection with the manufacture of wires and cables. On the left are shown switchboard and transformer and on the right another transformer equipped with potential regulator.



# Shall it be Raw or Manufactured Products?

Minister of Trade and Commerce, Speaking at Research Conference, Urges Export of Goods in Finished Condition.

By Hon. J. A. Robb

IN THE presence of so many distinguished professional men and so many industrial experts, I am sure that you do not expect a lengthy address from an ordinary, every day trader, who is trying to carry on and provide money for the work of industrial research. Last evening when my good friend and former fellow-citizen, Mr. Walsh, manager of the Manufacturers' Association, invited me to this gathering, he promised me a good meal, and that, for once, I would be in good company. Now, the menu has been excellent, and the company is so good that I am almost persuaded to abandon duty and remain here for the balance of the evening. But I am reminded that parliament is in session; that the estimates of the Department of Trade and Commerce may be called, and that some person should be there to defend the appropriation for industrial research work.

As the chairman so well said in his opening remarks, the Advisory Research

Council is the baby of my distinguished predecessor, Sir George Foster, and I am only trying to carry on what Sir George Foster initiated. I regret that the finances of the country are not such that we are able to give it more active and tangible support, because I want to say to you—and I think it is the unanimous view of Parliament—that we realize the great work that is being done by the Industrial Research Council and by all those who are associated with them in that work. I am willing, however, to leave to others better qualified than I am the privilege of speaking about industrial research work.

I come here to-night, not to make a speech, but to listen for a few moments to others. But may I say this to you, that, in my judgment, Canada enters upon the year 1923 with renewed confidence. Of all the countries that participated in the Great World War, few, if any, have recovered as quickly or as fully as Canada. We are blessed with good crops in all the nine provinces of Canada. Labour throughout Canada is fairly reasonable, more reasonable than it is in some countries. We are well situated geographically, and in consequence we are rapidly becoming an export nation.

It may be interesting for you to know that, while some years ago our exports were largely raw products, we are gradually getting away from that condition of affairs throughout Canada. I have had submitted to me recently some details of the exports of this country, and I find that in the year ended March, 1922, we exported \$329,000,000, roughly speaking, of raw products, \$107,000,000 worth of partly manufactured products, and \$303,000,000 worth of completely manufactured products. So you will ob-

serve that more than one-half of our exports to other countries are of partly and totally manufactured products. 44 per cent. of our products go out as raw material; 41 per cent. as finished, and 14 per cent. as partly finished. It should be the ambition of all, even of those who produce raw materials, so far as possible to develop within our own country the manufacture of our own products, and to send them to the markets of the world in a finished condition. That will provide additional labour within our country who if we build up all our own country, there is no fear from those

## A WORD TO THE SUBJECT

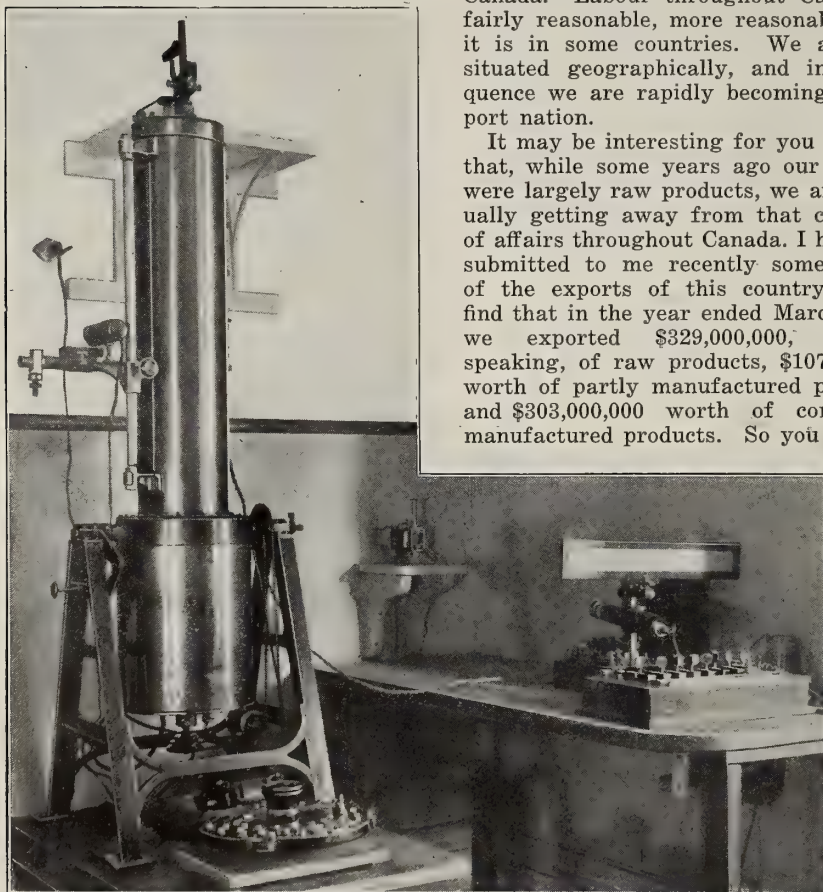
Forty-four per cent. of our products go out as raw material; 41 per cent. as finished, and 14 per cent. as partly finished. It should be the ambition of all, even of those who produce raw materials, so far as possible to develop within our own country the manufacture of our own products and to send them to the markets of the world in a finished condition. That will provide additional labour within our country; it will produce a market for those in our country who produce food stuff.

—Hon. J. A. Robb.

a hostile tariff against the natural products of this country.

But, if we are going to increase our manufactured products, and if we are going to cultivate markets in other parts of the world, the people who manufacture the goods have some responsibility; they must send out their goods so that they will send forth quality. Never mind the question of price. Let it be understood that when a man buys Canadian products he is buying quality. I take this opportunity of emphasizing that before a gathering of gentlemen who are closely associated with the Canadian Manufacturers' Association.

Quite recently, in a far away country, where we are building up some export trade, a man came to me with a sample lot of some small bolts that he had bought in Canada, and I was ashamed to have to admit that it must have been a very bungling mechanic who packed and sent out those goods, because the bolt was such that the nut would not go on. I am giving you that just as an instance. A condition of that sort does not help the export business of Canada, and so I hope that my manufacturing friends, the next time they are in ses-



IN THE TOPOGRAPHICAL SURVEYS LABORATORY.

The Surveys Laboratory undertakes research into problems affecting engineering and physical measuring instruments, fundamental and practical standards of measurement and the calibration of instruments in terms of fundamental standards. The machine illustrated is known as a water bath comparator.



sion, will have a heart-to-heart talk with their fellow-members and impress upon them, what I believe we are all united upon, that Canada should send out her goods in the very best condition.

Now, I wish to keep my promise not to make a long speech. I want to assure the gentlemen who are associated in the Industrial and Scientific Research Council that the government are fully in sympathy with their aims and aspirations; and so far as the financial resources of the country will permit, and the Senate will allow, we are prepared to support them.

### British Scientists Meet Next Year in Toronto

The British Association for the Advancement of Science will meet in Toronto in September, 1924, and will bring to the Dominion a distinguished company of men eminent in science. This year's meeting takes place in Liverpool and the Secretary of the Association has suggested that members of the Canadian Manufacturers' Association might like, in view of the Toronto meeting in 1924, to insert announcements in the programmes, etc., issued for the Liverpool meeting.

These consisted of the preliminary programme, circulated in May to all members and enquirers in all parts of the British Isles, Dominions and abroad; the journal and daily programme, circulated principally among members attending the Liverpool meeting and "The Advancement of Science," a publication containing the principal addresses delivered at the meeting. These publications have a wide circulation, reaching persons practising and actively interested in every department of science.

## Accident Prevention Receives Encouragement

Annual Meeting of Industrial Accident Prevention Associations of Ontario Well Attended

THAT manufacturers are taking an increasing interest in the subject of accident prevention was evidenced by the excellent attendance at the annual meeting of the Industrial Accident Prevention Associations of Ontario, held at the King Edward Hotel, Toronto, on March 6. Fewer than 25 cities and towns in the province had representatives present.

Features of the meeting were the presentation of a memorandum from Samuel Price, Chairman of the Workmen's Compensation Board, and the reading of the general manager's report, summarizing the work of the year. Brief addresses were also delivered by J. S. McCannell, Milton Pressed Brick Co., Limited, retiring chairman, who presided; by J. E. Walsh, general manager of the Canadian Manufacturers' Association, and by W. C. Coulter, chairman of the Industrial Relations Committee of the C. M. A. The election of officers resulted in the return of A. R. Goldie, Goldie & McCulloch Co., Limited, Galt, chairman; George Valentine, Massey-Harris Co., Limited, Toronto, first vice-chairman and J. C. Callaghan, Steel Co. of Canada, Limited, Hamilton, second vice-president. Other members of the Executive Committee were elected at previously held class meetings.

In his memorandum Mr. Price stated that during the early part of 1922, accidents had been light but they had increased as the year advanced and in October had exceeded those of any previous month in the history of the act. Total number for the year was 50,411, comparing with 45,191 in 1921 and the record of 54,851 in 1920. He pointed out, however, that increase in the number of accidents did not, so far as tabulations had proceeded, indicate a bad accident cost experience. Total benefits awarded had amounted to \$5,692,896, as compared with \$6,189,263 in 1921, decrease being accounted for to considerable extent by decrease in workmen's average earnings, as well as by the good accident experience in a large number of the industries. The amount paid for medical aid was \$692,819, as compared with \$662,793 in 1921, this including doctor, hospital



A. R. GOLDIE.  
Goldie & McCulloch Co., Ltd., Galt.  
Chairman, 1923-24, Ontario Accident Prevention Associations

and nurses' bills. The Board's administration expenses showed a slight decrease.

Mr. Price pointed out that the figures were for the work handled during the year and did not represent either the number or the cost of the accidents actually happening during the year. The amount awarded during the year was therefore not a correct basis for fixing rates of assessment. Provisional statements of accident costs were being tabulated and these had been completed for 14 of the 24 classes, of which 9 belonged to the Industrial Accident Prevention Associations.

In 8 of the 9 classes, there was a balance on the right side. Class 6 (quarries, stone crushing and brickmaking) had an unfavorable experience. Wood-working industries, which had for long shown a bad experience, continued their improvement and rates in Classes 3 and 4 would be somewhat reduced. The foundry class (No. 8) had held its own.

Rolling mills (Class 7) and the heavy iron class (Class 9) had balances on the right side. The light iron class (Class 10) had an exceedingly good showing. Class 11 (agricultural implements, automobiles, etc.) was also good. The abattoir class (Class 14) had a good showing.

The general manager, R. B. Morley, after explaining the organization of the Industrial Accident Prevention Associations and the authority under which they operated, stated that the various constituent bodies had all held their annual meetings and that these had been well attended and productive of worth-while results. He reported that the Association had at present an inspection force consisting of the chief inspector and six assistant inspectors and that there was a marked improvement in the manner in which employers were co-operating with the inspectors.

Referring to the publication of safety literature, Mr. Morley stated that in March, 1922, distribution of a confidential memorandum to employers had been started and, with the memorandum, safety bulletins for shop posting had been forwarded. In June prizes were offered for drawings to be used in a safety calendar. About 7,000 plants in Ontario were supplied with copies of the calendar and over 500 employers purchased approximately 30,000 calendars for distribution among their employees. Over 1,000 had been distributed in schools in the larger centres. During the year 134,712 circular letters, with 425,000 enclosures, were sent out.

Reference was made to the formation of the Joint Safety Committee, with the Canadian Manufacturers' Association and other bodies interested in accident prevention work; to the Joint Safety Convention, held in April; and to the securing of new offices, with larger space. Approval was expressed in the action of the Workmen's Compensation Board in changing its merit rating plan from an annual to a triennial basis. Mr. Morley concluded with an appreciation of the work of the directors and staff and of the courtesy accorded by the Workmen's Compensation Board.



# Give Our Young Industrial Chemists a Chance

Well-Trained University Men Can Undoubtedly do Much for Canadian Industry and Should be Given Opportunity.

By Graduate

AT a time when divergent views are held as to the relative importance of our various national assets, it is worth reflecting that in a larger sense Canada's most valuable possession is her men. Of these not the least important to the country are the men of the professions, a class in which must now be included the professional men in industry.

The chemical engineer has been a comparatively recent and very interesting development in modern industry.

The manufacture of chemical products on a large scale is two-fold in nature,

indispensable. Combined with this is a varying proportion of the subjects usually taught in courses in mechanical engineering, with the result that the chemical engineer enjoys an exceptionally broad and thorough education.

Although the original intention was to train men for service in the industries producing what are commonly known as chemicals, it was soon discovered that other lines of activity lay open to the graduate in this branch of engineering. In many lines of manufacturing, raw materials undergo more or less transforma-

1. Business men under proper guidance.
2. Salesmen, since they know what the other fellow will never know about a manufacturer's product and can quickly grasp specific sales methods.
3. Factory superintendents.
4. Purchasing agents.
5. Chemists, applying well-known methods of production.
6. Chemists, advancing technique and developing the absolutely new.

## How Should Chemical Engineers be Handled?

**First**—Give them a clear understanding of their position. They will learn a business more quickly than others who have not had general and technical training. They do know a business, they know it in a most thorough manner.

**Second**—Give them a clear understanding of business end.

**Third**—If an establishment is so situated that it can afford to employ a chemical engineer apply his knowledge to the sales or to the production of goods with courage general enough to cover all contingencies.

**Fourth**—Be patient; give them time with a sturdy and yet a flexible management.

## Exodus to the United States

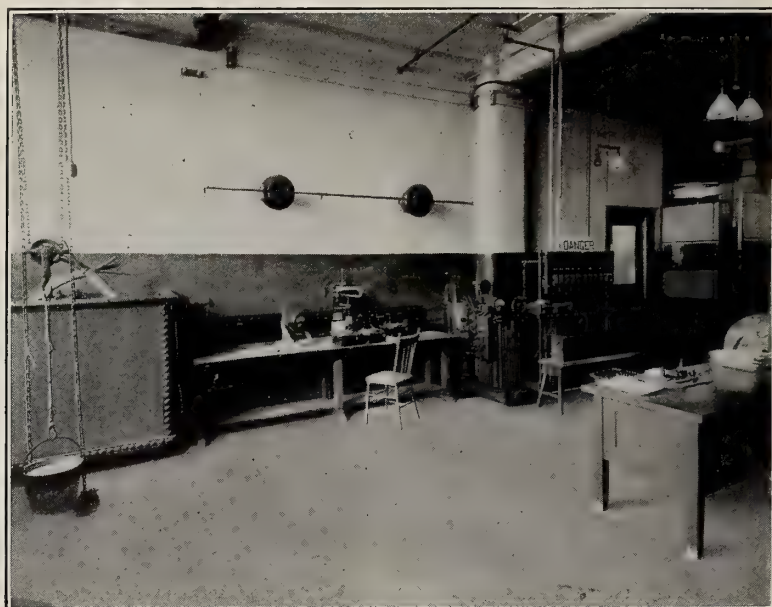
Heretofore there has been a steady exodus of university graduates in chemistry to the United States. There they have found a fuller understanding of their place in the industrial world and, perhaps, more ready recognition of their worth and success.

All industries are in a state of continuous progress. If Canada is to remain on an equality of technical development with other countries, let alone the making of industrial progress of her own, it is only by and with the aid of the chemical engineer that this can be done.

The whole of Germany's industry was and is based on the large number of chemists directing manufacturing operation. On the contrary, a serious weakness of British industry was admittedly due to her undeveloped chemical industries. Much of the best in American industry to-day is a direct outcome of intelligent application of chemical engineering in industrial plants, backed by the twenty thousand research chemists employed.

## Worth an Investigation

Canada has the natural resources, the opportunity and the chemists. Why not introduce these three to one another and watch results? Any first-class chemist could give a dozen reasons why a manufacturer should apply chemistry to his industry. Would it not be worth an investigation?



WELL-EQUIPPED FOR RESEARCH.

Laboratory installed by the Northern Electric Co., Limited, Montreal, for the purpose of conducting high tension tests of wires and cables. The tank to the left is equipped with steam coils, so that lengths of specimen cable under test can be raised to any desired temperature.

since the transformations of the materials which must be controlled by the chemist are carried out, as a rule, in large and complicated apparatus which requires the oversight of the engineer. The very rapid growth of the chemical industries has accordingly created a demand for men who are familiar on the one hand with the principles and practice of chemistry, and on the other hand with the design and operation of machinery and the production of power. To meet this need, many universities have, during the last quarter century, established courses leading to the degree of Chemical Engineer, which have rapidly grown in popular favor.

While there is still much discussion as to the subjects which should most properly be included in the curriculum of such a course, the broad general principle has been recognized everywhere that a thorough training in chemistry is absolutely

indispensable. Combined with this is a varying proportion of the subjects usually taught in courses in mechanical engineering, with the result that the chemical engineer enjoys an exceptionally broad and thorough education. Although the original intention was to train men for service in the industries producing what are commonly known as chemicals, it was soon discovered that other lines of activity lay open to the graduate in this branch of engineering. In many lines of manufacturing, raw materials undergo more or less transforma-

tion chemically in addition to the physical changes which are produced by mechanical means. Here, again, the manufacturing operations may be viewed from two standpoints, that of the chemist and that of the engineer, and a man possessing the technical education referred to above is unquestionably the most desirable for supervision and control. There is now being produced from Canadian universities this type of trained men. They have prepared themselves for what is recognized as a stiff course. They have spent a good deal of energy and money in four years of training for industrial work. Now they are looking for an opportunity to make good. Canadian manufacturers should realize the possibilities inherent in these men and make proper use of them. Their training fits them for leadership as:



# Generating Steam with Hydro Electric Power

Advantages of the System for Industrial Purposes and Extent to Which it Has Been Applied in Canadian Industry.

By H. E. M. Kensit, M.E.I.C.

**S**TEAM boilers operated entirely by hydro-electric energy have been used in Europe for some ten years and their use has rapidly extended for a number of industries since the war in countries where coal is dear and water power abundant. Over 300 are known to be in use.

In Canada and the United States a comparatively small number, now totaling some 200,000 h.p. capacity, have been in use for a short time with great success, mainly, if not entirely, in pulp and paper mills. In Europe, however, they are also used for producing process steam in cotton and woollen mills, chemical works, and other classes of factories.

The Chicago Tribune's paper mill at Thorold, Ont., has a 5,000 h.p. unit. The Belgo-Canadian Pulp and Paper Company has a 20,000 kw. unit, 60,000 lbs. of steam being evaporated per hour with a thermal efficiency of 98%. The company is reported to save coal at the rate of 27,000 tons per annum and to make a net saving of \$4,000 per month. The mills of the Laurentide Paper Co. and the International Paper Co. are similarly equipped. It is reported that the Quebec Development Co., which has commenced the development of 1,000,000 h.p. on the Saguenay River, has a contract with a pulp and paper company for 120,000 h.p., of which 60,000 h.p. is to be used for electrically heated steam boilers.

The particular advantage is the remarkable facility afforded for utilizing all surplus hydro-electric power at whatever odd and irregular hours it may occur.

Most manufacturers who purchase power on a horsepower year basis have a considerable margin of power at certain hours and on holidays which they pay for but do not utilize.

Mr. F. T. Kaelin, Chief Engineer, Shawinigan Co., speaking of cases where all the power is required on working days, states that: "the saving of coal during the 52 Sundays and 3 holidays would easily pay for the installation of the steam generator in less than a year." Further opportunities may be pointed out as occurring during nights, periods of light load and the summer months when steam flow is above the normal. Mr. Kaelin, than whom probably no man is better qualified to

judge, states emphatically, however, that: "no power company could afford to develop hydro-electric power for the main purpose of generating steam electrically in competition with coal."

The specific case of a comparatively small paper mill is given in the General Electric Review of Dec., 1919, in great detail, and may be briefly summarized thus: The hydro-electric capacity is 6,750 kw. but the peak load runs up to 7,200 kw. for 2 hours. For 15 hours the load is 1,000 kw. below capacity and for 6 additional hours 666 kw. below. All this surplus power is used for electric steam generation and saves about 490 tons of coal per annum.

## Power Absolutely Wasted

This example is of particular interest as the peak load exceeds the capacity of the plant and yet the use of the surplus power at other hours for steam generation produces substantial coal economy. There are a very large number of plants in a similar position where the surplus power is absolutely wasted.

Mr. P. S. Gregory of the Shawinigan Co. states that: "The water resistance type of electric steam generator has now been developed to such a point that there is on the market to-day an apparatus suitable for the conversion of sur-

plus electric energy into steam under almost any given conditions."

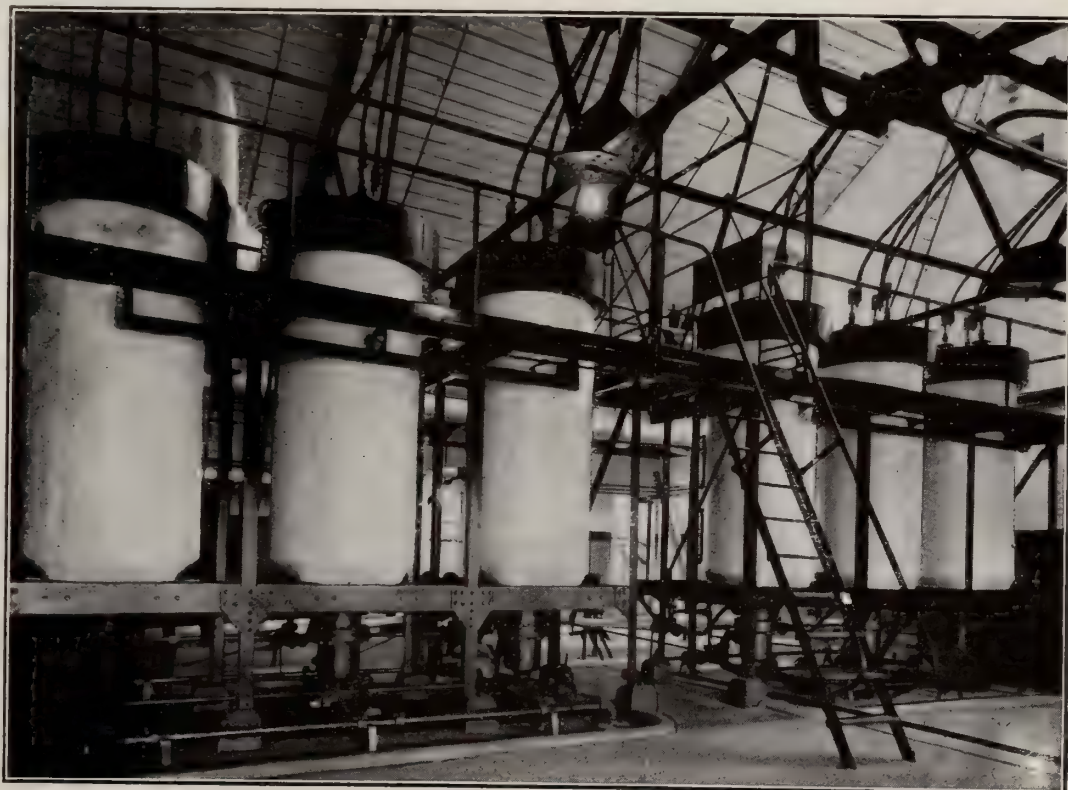
These steam generators can be paralleled with existing coal and oil fired boilers, using surplus power as available—an automatic relay appliance insures that all power not otherwise required is utilized in the steam generator—starting and stopping takes only a few minutes—the floor space required is very small—the heat can be accumulated under pressure in storage boilers during the night and be available during the day as required—electric boilers give both good load factor and good power factor—the labour required is about 10 to 1 in favour of the electric plant.

The type developed by Mr. F. T. Kaelin, Chief Engineer of the Shawinigan Co., is manufactured in sizes from 5 to 3,500 boiler h.p. Each 1,000 kw. so applied is equivalent to 100 boiler h. p. One Kw. H. produces about 3.1 lbs. steam.

The first cost is far below that of coal-fired plant. In the case of the Belgo-Canadian Co. it is stated to have been 40% less.

## Cost is Feasible

Mr. P. S. Gregory states that if hydro-electric power is available at not over 1.65 mils. (0.165 cent) per Kw. H.



Electric Steam Generators Installed at the Laurentide Company's Mill, Grand Mere, P.Q.



where coal costs \$8 per ton, the production of steam by electric power is commercially feasible. If coal is \$10 per ton delivered this becomes 0.206 cents. This price for power, used continuously (100% load factor) for this purpose, is equivalent to \$13.50 per H. P. year—at less load factor the equivalent is proportionately lower.

This example applies to the purchase

of power for the primary purpose of raising steam.

It must be remembered, however, that there are a very large number of cases where manufacturers own their hydro-electric development and then surplus power otherwise wasted costs nothing—also if power is purchased on a H. P. year basis there is almost always a considerable proportion that is paid for but

not utilized at certain hours—often a large proportion of the whole time.

There appears to be no doubt that the application of these electrically heated steam boilers will meet with extensive development in Canada, as in Europe, wherever surplus hydro-electric power is available during any appreciable period of the 24 hours, or even only during Sundays and holidays.

## Results of British Industries Fair 1923 Summarized

While Number of Exhibitors Was Smaller, Business Done Was Greater—A Canadian Section Included

By John C. Kirkwood

**F**OR the ninth time the British Industries Trade Fair has been held. It was in two sections, one in London, the other in Birmingham. The period of the Fair in both places was the same, February 19th—March 2nd.

In London, the lighter industries were represented; in Birmingham the heavier industries—machinery, railway equipment, agricultural equipment, hardware, mill furnishing, building construction, etc. In London the number of exhibitors was about 850; in Birmingham about 400. These numbers show a heavy shrinkage from the numbers of 1921.

### Business Was Better

In spite of the herculean efforts of the Department of Overseas Trade to make the British Industries Fair a great international market, partial defeat has been the history of its attempts. But it would be quite wrong to conclude that the failure has been due to either the organizers or the exhibitors. The main explanation is the unsettled condition of world trade, and the disturbed condition of exchanges.

Try as one may, one cannot hope to sell to buyers unable to buy, or thoroughly out of the mood to buy.

This year, as in other years, great efforts were made to attract buyers: 250,000 invitations to attend were sent to domestic buyers; and 50,000 to overseas buyers.

Buyers from many countries were present, and Canada sent as many, if not more, as did any other country.

### Where Buyers Came From

The European buyers came chiefly from Holland, Norway, Sweden and Denmark, countries where the exchange rate has not collapsed. Spain sent many buyers, as did, also, Czecho-Slovakia. Buyers from the United States were numerous, for in spite of the severe barriers of the American tariff, British-made products enter the United States, and have a good sale. This applies to high-grade goods. Always the impression that one receives from a visit to the British Industries Fair is that Britain excels in the manufacture of highest quality goods.

While it cannot be said that the volume of business, in all classes of manufactures was thoroughly satisfactory, yet it can be said that orders were larger and more numerous than last year and in former years.

The lines in which most business was done were chemicals, musical instruments, leather goods, pottery, dyes, druggists' sundries, cutlery and electroplated ware.

In leather goods there is a fall of about 10% from last year's prices.

The toy trade is taking some comfort from the collapse of the German ex-

Possibly the decline in the number of exhibitors this year is due to the fact that many firms were hungry for orders than they were 12 and 24 months ago.

### Canadian Section

At this year's Fair a Canadian section—a general exhibit organized by the Canadian Chamber of Commerce in London. The firms exhibiting were:

James Latham, Ltd., manufacturers of fibre, wood carvings, mouldings, and veneers.

R. Lehmann, manufacturers of full cr

Shredded Wheat Co., Ltd.

Howard Smith Paper Mills, Ltd.

V. K. Manufacturing Co., Ltd., manufacturers of evaporated milk.

Apart from the Howard Smith Co., the Canadian origin or connection of the above named firms was not indicated in the official catalogues.

### Canada's Participation

One is glad to see Canada's participation in the British Industries Fair, and also to note the activity of the Canadian Chamber of Commerce in London, in the organizing of the Canadian section.

One has confidence in this reflection, namely: The British Industries Fair is destined to realize the aims and optimism of the Department of Overseas Trade, the organization behind the Fair. The Fair was a war-baby, and both during the war and since, trade conditions, both domestically and abroad, have been abnormal.

France and Germany have their trade fairs—great international markets. To compete with them Britain's comparable Fair will have to be maintained, and, because of the excellence of British-made products, Britain's Fair ought to be high in world-wide estimation.

It is to be hoped that Canadian exporting manufacturers will make a growing use of this medium of access to world-buyers. Nothing else so good and cheap, as a means of advertisement and contact with buyers, is at their command.

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change and the disordered state of German industry. Last year, at Leipzig, the exhibitors were quickly oversold; but deliveries were so bad that buyers are unready to trust German manufacturers again—until industry and the mark become stabilized. The last year's experience of Leipzig patrons is favoring British manufacturers.

### Stabilized Prices

A factor which favoured both buyers and sellers at the Fair is the stabilized position of prices. Two years ago prices were at a peak point. Last year they fell to a point which was near bottom, but still there was hesitancy on the part of buyers. A year's history has convinced both buyers and sellers that present prices are normal, and that variations will be minor.

Also, British manufacturers are in a position to guarantee deliveries according to contract. This fact has given buyers great confidence.



# How Canada is Bidding for Chinese Business

An Exhibition and Sales Room, Containing Samples of Over Seventy Producers and Manufacturers is Established.

By Alex. Marshall

Manager, Commercial Intelligence Department, C.M.A.

ONE of the most interesting and encouraging of recent developments in connection with the promotion of Canadian export trade has been the establishment of the Canadian Government Exhibition and Sales Room in Shanghai, China, under the direct supervision of Dr. J. W. Ross, the Canadian Trade Commissioner to China. Over seventy Canadian producers and manufacturers have supplied exhibits

The formal opening of the sales room took place early in February. On this occasion the public was invited to inspect the extensive assortment of Canadian manufactured goods there displayed. Among the visitors to the sales room were the British Minister to China, Sir Ronald MacLay, and Mr. Sidney Barton, British Consul General in Shanghai. Both of these gentlemen congratulated Dr. Ross and the Canadian

which will be the installation of a greater mileage of railroads, many other improvements in inland communication, and the establishment of numerous industrial enterprises on a factory scale, important changes in Chinese demand will take place that will greatly widen the scope of Canadian manufacturers for that market.

It is a characteristic of the Chinese market that they like to be able to see the



INTERESTING GLIMPSES IN THE SHANGHAI SAMPLE ROOMS.

A few of the many samples of "Produced-in-Canada" goods, now on exhibit for the benefit of Chinese importers. Note the wide range of articles.

and the samples present a wide variety of Canadian products to the visitor.

The movement is an experiment of the Department of Trade and Commerce, who arranged to pay the rental of the rooms and sublet the space on a sliding scale to manufacturers and producers in Canada on such a basis as to have the original amount expended returned to the department.

The manufacturers forward their samples and have them installed in charge of their own agents, and agents make full use of the sales room during business hours, bringing in their customers to look over samples and to take orders based on the samples.

Government on the enterprise shown, and the approving comment of many of the visitors testifies to the popularity and effectiveness of this new move.

The markets of the far East in recent years have been looked to with great eagerness by many Canadian manufacturers. At least half a dozen salesmen have made arrangements with groups of manufacturers to handle their lines in far eastern countries, including, of course, China. Many other manufacturers have brought additional selling pressure to bear on the merchants or brokers on whom they at present rely for their Chinese business. There is no question that, with the stabilizing of conditions in China, the effect of

goods that they are going to buy. On special occasions, the sales room gives the native Chinese an opportunity to see the variety of goods that are produced in Canada but more important than that it gives the representatives of the big merchant houses an opportunity to study at close range goods of Canadian production and when they make their selection, they do so with the knowledge that the goods will "catch on" with the Chinese. Once that happens, provided goods that prove satisfactory can be identified by a mark, design, or "chop" as they call it in China, the consumer will keep asking for it, tell his friends about it, and thus assure a steady market.



# Some Recent Additions to the Membership

## Brief Notes About Manufacturing Concerns Who Have Lately Joined the Canadian Manufacturers Association.

**I**N THIS department of **Industrial Canada**, information is published about manufacturing companies and firms who have recently come into the membership of the association. A general invitation is extended to all new members to send in particulars of their industries for publication, and those who have not already been referred to in this department are requested to comply with this invitation.

### C. H. Petch

C. H. Petch, 622 Strathcona Street, Ottawa, has recently joined the Association. He is a manufacturer of awnings, tents and canvas goods and also of the "modern" waterproof duty coat for firemen. His plant consists of a 3-storey cement-block building, 34 x 57 feet, and the business, which was established in 1913, is conducted under his own name.

### The Celtic Knitting Co., Limited

The Celtic Knitting Co., Limited, 14 Turgeon Street, Montreal, are recent additions to the membership in Quebec Division. This company started business in January, 1920, and are engaged in the manufacture of ladies' silk and cashmere hosiery, men's silk and cashmere hose and children's ribbed hosiery. E. P. Gordon is president; A. C. Howatson, vice-president and manager and E. D. Gordon, secretary-treasurer.

### The Canadian U. S. Knitting Co.

The Canadian U. S. Knitting Co., St. Hyacinthe, are new members of the Quebec Division. The business, which consists of the manufacture of knitted piece goods of cotton, wool and silk, was started last July. George L. Miller is president; W. H. Parker, secretary; Earl L. Miller, treasurer and these with A. Schwartz and J. W. Morton are directors. The company propose building a new plant as soon as its size and capacity are determined.

### The Carritte Company

The Carritte Company, recent additions to the membership in the Maritime Division, are manufacturers of tarred roofing and building papers and tar products. Their factory is at Coldbrook, N. B., and offices at 89 Water St., St. John, N. B. R. de B. Carritte, manager and owner, was manager of the Carritte-Paterson Mfg. Co., Limited, until that concern was taken over, after which on June 1, 1920, he started the Carritte Company. The present plant produces 1,000 tons per annum, but a new plant is to be erected in the spring.

### Samuel Share

Samuel Share, who conducts a job printing establishment at 366 St. George

Street, Montreal, has recently joined the Association. He started business in January, 1917, and specializes in fine printing of every description.

### J. E. Samson, Enr.

J. E. Samson, Enr., 20 Arago Street, Quebec, who are in the list of new members of Quebec Division, are manufacturers of medium McKay and standard screw shoes, making a specialty of hockey, ski, baseball, rugby and fancy skating shoes. They have two plants, one with capacity of 4,500 pairs a week and the other 2,100 pairs a week. The business was started in May, 1914, being a partnership between J. E. Samson and J. A. Cloutier. In 1919, J. E. Samson purchased J. A. Cloutier's interests and is now sole proprietor.

### Home Brush Works

Home Brush Works, 579 McDermot Avenue, Winnipeg, are new members of the Prairie Division. They are manufacturers of solid back brushes, twisted-in wire brushes, floor brooms and special brushes to order and their plant has capacity of 35 to 50 gross scrubs and 15 gross twisted-in wire brushes per week. They started business on July 4, 1921, with one machine, making twisted-in wire brushes. In January, 1922, they moved to larger quarters, installing machinery for making solid back brushes. They have more recently added machines capable of turning out the finest of bristle and hair work and their plans call for the opening of a branch warehouse in Vancouver. M. Romanek, who represents the company in the Association, is sales and general manager, and J. Welligan, factory superintendent.

### J. J. Joubert, Limitee

J. J. Joubert, Limitee, 975 St. Andre Street, Montreal, new members of Quebec Division, are engaged in the pasteurizing of milk and cream and the manufacture of butter and ice cream. They started business in a very small way in 1902, having only one horse and rig. They now have 130 rigs. Their plant contains 61,000 feet of floor space and, not only do they manufacture their own product, but they build their own wagons and ice cream cabinets and have a well-equipped tinsmith shop. J. J. Joubert is president; Z. Joubert, vice-president and N. Charest, who represents the company in the C. M. A., secretary.

### Consolidated Asbestos Limited

Consolidated Asbestos Limited, new members of Quebec Division, with offices in Canada Cement Co. Building, Montreal, are a consolidation, formed in 1920, of four asbestos mines in the Eastern Townships of Quebec brought about

for the more economical management and operation of these properties. They are producers of asbestos crudes and fibres in the raw state and have a capacity of approximately 50,000 tons of finished material a year. Sir Mortimer B. Davis is chairman; C. J. Stover, president and managing director; J. Waddell, vice-president; A. M. Reaper, secretary-treasurer; and Samuel Davis, H. A. Allan, Henry Joseph, H. M. Marler, Mortimer B. Davis directors.

### Canadian Sturdy Chain Co., Limited

Canadian Sturdy Chain Co., Limited, Sherbrooke, new members of Quebec Division, are affiliated with Sturdy's Sons Co. of U. S. A., and started business in 1920. They are manufacturers of jewelry and are operating a 160 x 40 feet building as to permit of 160 feet floor. F. E. Sturdy, E. W. Lyster, vice-president, W. Bridges, secretary.

### Manganese and Steel Foundry

A recent addition to the membership is Manganese and Steel Foundry Limited, Water Street, manufacturers of steel castings by electric furnace. The company were founded under Dominion charter by P. McCullough, formerly of the Canadian Brakeshoe Co., Limited, and started operations, August 1, 1922. Their foundry floor is 60 x 40 feet and they have capacity of from two to three tons per day. P. McCullough is president; D. J. Salls, vice-president; G. D. MacKinnon, treasurer and managing director; J. P. Wells and C. Picard, directors and A. S. Bayles, secretary.

### Saxonia Fruit Preserving Co., Limited

The Saxonia Fruit Preserving Co., Limited, new members of Quebec Division, are a young firm, who only started manufacturing in August, 1921. Their product, sold under the name of the "Saxonia Brand," consists of cut mixed peels and candied citron, orange and lemon peels; glace cherries; maraschino cherries and glace assorted fruits. These are used by housewives, mince meat and Christmas pudding manufacturers, cake manufacturers, candy manufacturers and operators of soda fountains. Their present factory at First Avenue and Ernest Street, Montreal, has a floor space of 10,000 square feet, but so rapidly has their business grown that they have found it necessary to acquire new premises with three times this floor space. Their new plant was illustrated on page 136 of the January issue of *Industrial*



**Canada.** Silvio W. Narizzano, vice-president and managing director, represents the company in the C. M. A.

#### J. S. Fry & Sons (Canada) Limited

An interesting addition to the membership of the Quebec Division is the firm of J. S. Fry & Sons (Canada) Limited, who are, of course, a branch of the historic English house of J. S. Fry & Sons, Ltd., Bristol and London. While the Canadian industry, which is located at 101 Masson Street, Montreal, was only started in 1921, the parent company dates back nearly two centuries to 1728. It was founded in that year by Joseph Fry, a young Quaker doctor from Wiltshire, who settled in Bristol and in a little shop in Wine Street traded in many commodities but principally in "chocolate, nibs and cocoa." The company's immense factories in Bristol have developed from this modest beginning and are to-day one of the greatest manufacturing enterprises in the world. Officers of the Canadian company are:—Claude B. Fry, president; W. H. Raye, vice-president; J. H. Collis, secretary-treasurer and Arnold Wainwright, Arthur Lyman, —Brown, E. Littler, directors.

#### Latour & Dupuis, Inc.

Among the new members in Quebec Province are Latour & Dupuis, Inc., St. Jean, who are manufacturers of all kinds of sash, doors, blinds, and do a general woodworking business, making a specialty also of plate-glass of all kinds. The business started in 1908 and since then, to accommodate the growing business, the plant has been enlarged four times and a further enlargement is now contemplated. At present it contains 26,000 square feet of floor space. Valentin Trahan is president, J. E. Dupuis, vice-president and general manager and J. R. Courtemanche, secretary-treasurer.

#### The Omega Machinery Limited

This company are located at St. Hyacinthe, Que., where they manufacture a variety of machinery products. The industry started in 1913 when the

company were organized to manufacture a newly-invented automatic windmill, which possessed several unique features. Business grew gradually and other lines such as house fire pumps, pump jacks, steel tanks, gasoline fire engines, ensilage cutters, friction clutch pulleys, oil engines, composition burrs, etc., were added. Assets increased from a few thousand dollars to very nearly \$200,000 at December 31, 1922. At first the company had their products manufactured in other plants, but since 1919 they have operated their own factory, which consists of a main building, 40 x 110 feet, with extension, 50 x 50 feet. Ample land is owned to provide for expansion. The president of the company is O. Brouillard; vice-president, E. H. Solis; managing director, Emile Ponton and secretary-treasurer, J. L. Champagne.

#### Corman Engineering Co., Limited

The Corman Engineering Co., Limited, who are recent additions to the Toronto membership, started a general machine work business in 1919 at 58-60 Stewart St. In 1922 they were incorporated with a capital of \$250,000, and in the fall of that year bought the Chapman Double Ball-Bearing Co. business, 347 Sorauren Ave., and added the Chapman bearings to their former engineering work. They now manufacture Chapman line-shaft bearings, ball-and-socket pillow blocks, ball-bearing loose pulleys, fan bearings, power table bearings, clutch sleeves, factory elevating trucks, tools, dies, jigs, etc., oversize pistons, rubber moulds and patent models. They intend to expand the ball bearing branch of their various lines. They also are fully equipped for auto cylinder regrinding.

Their plant has a floor space of 16,000 square feet. At full capacity they could employ 100 men. They have agencies in Australia and England and the Dodge Manufacturing Co. of Canada, Limited, are handling their bearings with their own lines.

W. E. Corman, president of the company, is a mechanical engineer, a 1909 graduate of the University of Toronto.

Others in the company are: L. W. Corman, vice-president, D. M. Fraser, secretary-treasurer, H. Thompson and D. Shepherd, directors.

#### Pioneers in Canadian Silk Dyeing Industry

The Guaranty Silk Dyeing and Finishing Co., Limited, whose plant at St. Catharines, Ont., is illustrated on this page, are pioneers in one branch of the Canadian textile industry. Before they commenced operations, 18 months ago, the Canadian silk buyer had to import his wares in a finished condition and, owing to frequent and unforeseeable changes in fashionable colours, was often liable to incur serious loss when he overbought. In order to meet these constant changes Ben S. Griffin and his associates established their company, and now the silk importer can buy raw material in the greige, send it to St. Catharines in small lots for dyeing and finishing and on two weeks' notice meet any change in colour that fashion may dictate.

The company's plant on the old Welland Canal is well lighted, sprinklered throughout, and designed so as to facilitate careful handling of delicate fabrics. Soft water is used exclusively in the processes. The machines are all electrically driven, the majority from individual motors.

Silk as received is protected by gum and is a tough wiry material. The processes of degumming, dyeing, drying and finishing change it to the fine commercial article. The company also dye hosiery, pure and artificial silk skein and artificial silk piece goods and weight silk in the piece and in the skein.

With Ben S. Griffin, president, are associated Frank W. Kreuger, chemist and general superintendent and W. Gordon McGhie, secretary-treasurer and C. M. A. representative.

Since the company's formation the plant has been considerably enlarged and much expensive equipment installed. They have trained Canadian employees for their highly skilled positions and are doing much to make St. Catharines a Canadian silk centre.



Plant of Guaranty Silk Dyeing & Finishing Co., Limited, St. Catharines, Ont.



## News Relating to Export Trade

Published by Arrangement with Commercial Intelligence Committee  
and Export Clubs of Montreal and Toronto

### Successful Outcome of Series of Export Trade Meetings

The series of meetings of manufacturers held in Hamilton, London, Windsor, Kitchener, St. Catharines and Brantford, during February and March, for the purpose of hearing officials of the Department of Trade and Commerce tell of their experience in foreign markets and discuss the future possibilities of Canadian export trade was a decided success. The meetings were held under the auspices of the Canadian Manufacturers' Association and the Department of Trade and Commerce, Ottawa, and were arranged by the Commercial Intelligence Department of the Association in co-operation with local boards of trade, chambers of commerce and branches of the Canadian Manufacturers' Association.

H. R. Poussette, Director of the Commercial Intelligence Service, Ottawa; W. J. Egan, Canadian Trade Commissioner for South Africa; P. W. Ward, Canadian Trade Commissioner for Straits Settlements; and J. S. McKinnon, former President of the Association, who has been appointed by the government to make space arrangements for the Exhibition Train of Canadian Goods to be sent to France this spring, spoke on each occasion.

Another interesting feature at each meeting was the showing of motion pictures, "Export Trade and Prosperity," and "Export Packing." The former picture traced the course of important export orders and brought out right and wrong methods of handling export business. The latter illustrated how to pack goods for export, as applied to the various kinds of cargo.

All the meetings were well attended, and it was the general opinion that meetings of a similar nature would be welcomed from time to time. In Hamilton over 200 were present, and the average in the other five cities was well over 100. At Windsor the officers of the Department of Trade and Commerce and the Canadian Manufacturers' Association were guests of the Windsor manufacturers at a special dinner at the Prince Edward Hotel, and in Hamilton, London, Kitchener, St. Catharines and Brantford, they were entertained at small dinners before the opening of the general meeting at 8.30. The chairmen of the meetings at the various centres were as follows:

Hamilton: H. P. Hubbard, E. C. Atkins & Co., Ltd., Chairman of the Hamilton Branch.

London: J. J. Foot, McClary Mfg. Company.

Windsor: Walter Duck, Canadian Salt Co., Ltd.

Kitchener: A. S. Capwell, Canadian Blower & Forge Co., Ltd.

St. Catharines: C. G. McGhie, Welland Vale Mfg. Co., Ltd.

Brantford: W. G. Matthews, Niagara Silk Co., Limited.

Great interest was taken in the series by the local press and from various quarters assurance was given that a great deal of educative work had been accomplished not only as to the necessity for and national value of export trade, but also in connection with important detail work that is essential to success in carrying it on.

### Venezuelan Conditions

A slight improvement in Venezuelan economic conditions was noticeable in February, due principally to a rise in prices of the most important export commodities of the country.

### Standardization of Statistics

One of the important subjects which is to be discussed at the meeting of the International Chamber of Commerce being held at Rome this month is the standardization of foreign trade statistics.

### Welsh Tin Plate Trade

There was a rapid recovery of foreign markets by the Welsh tin plate industry during 1922, the total exports being only 45,590 tons (about 9 per cent.) below those of 1913. In Canada the Welsh trade not only recovered its pre-war market but increased it by nearly 235 per cent. The total exports of British tinned plates and tinned sheets were 448,907 tons in 1922 as compared with 494,497 in 1913.

### British Foreign Trade

British foreign trade for 1922 shows a marked improvement over that of 1921. The average of exports for the 12 months, 1922, was £60,000,000 as against £58,600,000 in 1921. Import values were lower, the average monthly value being £83,700,000 as compared with £90,557,000 in the preceding year. In the above comparison allowance must also be made for a shrinkage of from 15 to 20 per cent. in the general average of prices.

### Ruhr Trade Restrictions

The principal products of the Ruhr district are now completely embargoed from going into unoccupied Germany, only minor products being allowed to be shipped into Germany upon a payment of a 10 per cent. duty to the French occupying authorities. All goods for export abroad will in principle be granted ex-

port licenses under similar conditions as under the former German regime, but it is understood these licenses will be subject to payment to the French of the regular export taxes.

It has also been announced that the Rhineland Commission exempts from the ten per cent. tax products ordered before the occupation of the Ruhr by nationals of those countries allied with France during the war.

### Argentine Wool Exports

The wool exports for 1922 from the Argentine reached the unprecedented figure of 452,192 bales. Not only was the entire new prices and conditions grades permitted large quantities of wool which been holding for the last two. Steady buying firmness through. Quotations on 60 to 80 per cent. ing on December by far the large wool, her purchases in 1922 036 bales as compared with bought in 1921.

### An Important Exhibition to be Held in London

A Shipping, Engineering and Machinery Exhibition is to be held in London, from August 22, 1923. This Exhibition is under the auspices and has all the leading shipping, engineering and manufacturing industries in the United Kingdom. The committee in charge are particularly anxious that the shipping and engineering productions of Canadian manufacturers should be exhibited. Further particulars can be secured from the Commercial Intelligence Department, Canadian Manufacturers' Association, Toronto.

### Important Exhibition to be Held in Gothenburg, Sweden

M. Clarholm, Royal Swedish Consul General, Montreal, informs the Association that a Jubilee Exposition to celebrate the 300th anniversary of the foundation of the city will be held in Gothenburg, Sweden, from May 8 to September 30, 1923. The exhibition will be the largest ever held in Sweden and will present a complete review of industrial progress and expansion in that country.

Gothenburg is the principal port and shipowning town in Sweden and is now of considerable importance in European and overseas trading. Considerable manufacturing is done. The Commemorative Exhibition in its different sections will present a most vivid and comprehensive review of the historical development of the city and the trades and arts pursued there and in other parts of the country. One of the sections will constitute a grand muster of Swedish export industries.



# Industrial Relations Bulletin

Supplied by Industrial Relations Department C.M.A.

## Recent Hours Legislation in United States

(1) Rhode Island—48-hour week for women and children.

(2) Wisconsin—8-hour in all factories.

## Capital and Labour "Truce"

A two-year "truce" has been concluded between the Federation of Labour and the Open Shop Conference and Manufacturers' Association of Connecticut. Each side dropped drastic bills it was seeking to have passed.

## Kansas Industrial Court

Contrary to expectation, this Court (of compulsory arbitration) has not been abolished but has been given a new lease of life. This is significant, in view of the determined attack which has been made upon it by organized labour.

## Wage Increases in U.S.

The National Industrial Conference Board reports that during the period 15th Feb. to 15th March, out of 38 wage changes, there were 37 increases and 1 reduction. The increases covered a wide range of manufacturing.

## Status of Trade Unions

The Trades and Labour Congress is calling a special meeting in Montreal to consider carrying an appeal from the judgment of Judge Galt of Winnipeg to the Privy Council. The decision of Judge Galt was to the effect that the International Brotherhood of Locomotive Engineers was illegal and existed in restraint of trade.

## Labour Conditions in Norway

The International Labour Office reports that there are likely to be widespread labour disputes in Norway in the near future. Employers of 70,000 workmen have given notice of termination of agreements on 1st April. It is understood the employers will demand reduction in wages and thorough revision of working conditions.

## Annual International Labour Conference

The Annual International Labour Conference at Geneva, the fifth of its kind, to which representatives of the 55 nations composing the International Labour Organization are accredited, will probably open on October 18. The Governing Body of the Organization recently met in Geneva and completed the agenda for that conference.

Four major questions are given places on that agenda. The first is a discus-

sion of the provision of facilities for the utilization of the leisure of workers. The second question will be the problem of equality of treatment of neutral and foreign workers in respect of workers' compensation. The third (a very large question) will be the determination of general principles of factory inspection, which the Office has already studied from a world standpoint. The fourth is a study of the possibilities of providing a rest period of 24 hours a week in the glass industry where processes are continuous. Other items may be added later.

## Success of Canadian Cottons Co-operation Plan

In September, 1919, Canadian Cottons Limited, inaugurated a co-operative plan in their mills, under which the company and its workers were to share equally in profits accruing from all increased production and in direct ratio to such increase. Taking as a base a production of 65 per cent. of the rated capacity of looms installed, the company agreed to pay its operatives at the end of each quarter a sum equal to 1 per cent. of

each operative's wages for every 1 per cent. of increase of production over the 65 per cent. For example, if production was increased to 75 per cent. of possible efficiency, each worker would receive the additional sum of 10 per cent. of regular wages earned. The amount of wages earned under the plan might be re-invested with the company and on all such money the company agreed to pay interest at the same rate as the shareholders received in dividends on the common stock.

At a recent convention of mill managers, the question of whether or not this co-operative plan was a success from the company's standpoint was taken up and managers were unanimous in their opinion that it was distinctly advantageous. Naturally all of the increase in production attained since the plan was inaugurated could not be attributed to the scheme, as labor conditions were very different now from what they were at that time. Unquestionably, however, the company did attain a higher state of efficiency and greater production through the incentive to remain steadily at work throughout the quarter. The individual operative also applied himself more diligently than he would without some such incentive.

During the quarter ended December 31, 1922, there was paid to the workers under the plan approximately \$60,000, while for the year the total payment approximated \$250,000. This illustrates the benefits derived by the workers from the scheme.

## COST OF LIVING IN CANADA

The weekly cost of a family budget of staple food, fuel, light and rent, in terms of the average prices in sixty Canadian cities, as compiled by the Department of Labour was as follows for February and comparative months:

	Feb. 1923	Jan. 1923	Feb. 1922	Feb. 1921	Feb. 1920	Feb. 1919	Feb. 1914
Food .....	\$10.53	\$10.52	\$10.61	\$14.08	\$15.77	\$13.41	\$7.75
Fuel and Light .....	3.64	3.60	3.48	4.12	3.24	3.03	1.90
Rent .....	7.01	7.01	6.93	6.61	5.66	4.85	4.86
Total, inc. Laundry .....	\$21.23	\$21.18	\$21.07	\$24.85	\$24.71	\$21.34	\$14.54

## STRIKES IN CANADA

The following table shows the number of strikes and lockouts in existence in Canada during February, together with the number of employees involved and the time loss in working days, as compared with the previous month and with February, 1922. Of the seventeen disputes in existence during February, ten were in the printing and publishing trades. Two new strikes were reported, one of woodworkers in furniture factories at Hanover, Ont. the other of steel workers at Sydney. Both were terminated during the month. Twelve strikes were in effect at the end of the month

	Disputes	Employees Involved	Time loss in Working Days
February, 1923 .....	17	4,939	51,258
January, 1923 .....	16	2,175	54,545
February, 1922 .....	20	2,569	62,737

## EMPLOYMENT CONDITIONS IN CANADA

The volume of employment at the end of January, as indicated by returns tabulated by the Dominion Bureau of Statistics, showed a considerable increase, although recovery from the heavy losses registered at the close of December was not yet complete. The situation, however, was very much more favourable than in January, 1922.

Month ending	Firms Reporting	Total Payroll	Employees At Work	Index Number
January 31, 1923 .....	6,253	745,878	733,063	89.5
December 31, 1922 .....	6,221	733,067	707,703	86.3
January 31, 1922 .....	5,944	630,344		78.9



## Legal Decisions Affecting the Interests of Manufacturers

Reviewed by Hugh Macdonald, Legal Secretary, C. M. A.

### Assets Comprising Security for Lien to be Applied Otherwise

In an appeal by the Royal Bank to the Supreme Court of Ontario, from the refusal of the Trustee-in-Bankruptcy, of the Estate of Guaranteed Batteries, Limited, to pay over certain monies realized from bank accounts, of which the bank had an assignment, the bank moved for an order directing the trustee forthwith to pay over to the bank the amount of monies in his hands, without deduction for wages and trustees' expenses, including remuneration for personal services.

Justice Fisher, in giving judgment, said that immediately after the assignment, the trustee notified the manager of the Royal Bank of the assignment, personally, and that they intended to proceed and realize on the assets. There was no evidence of any objection or protest by the bank. The bank duly filed with the trustee the usual declaration, valuing its security on certain assets, under Section 46 of the Bankruptcy Act, at \$3,500, and the trustee acknowledged the receipt of the declaration on the same day. The trustee, not having elected within the statutory period, the bank could have taken possession. Under Section 46, the bank had absolute power to realize and deal with its security, as if the Bankruptcy Act had not been passed.

It turned out that there was not sufficient monies, apart from those realized from assets, subject to the bank's secured claim, to pay the preferred claims for wages, the expenses of the liquidation and remuneration of the trustee's services. The bank demanded from the trustee all the monies realized from such of the assets as were subject to its lien and assignment. In response, the trustee notified the bank that he would pay over the monies he had in hand, less the amount of the wages and expenses mentioned. The trustee, not having elected, the bank asked the trustee to elect whether he could or would not exercise his power of redeeming the security, or whether he would require it to be released. The trustee, without having elected in writing, notified the bank that he accepted its valuation of \$3,500. Shortly after this, the trustee sold for \$4,200, the goods upon which the bank held a lien. The trustee realized from all sources on assets, subject to the bank's lien and assignment, \$7,210, and from other assets \$473.

Under Section 88 (7) of the Bank Act, salaries of employees are privileged to the extent of three months, provided the bank takes possession of such security, as is mentioned in the enactment. If the bank had taken possession, in pursuance of Section 88 (7) of the Bank Act,

it would have been obliged to pay the preferred claim for wages. Again, if the bank had taken possession of its own secured assets, it would have been obliged to pay certain expenses in connection with the realization thereof. The court said that the evidence justified a finding that the trustee's possession was, to all intents and purposes, the bank's possession.

All monies in the hands of the trustee realized from sources other than those subject to the bank's lien and assignment, should be applied upon the claims aforesaid, and the balance of those claims should be paid out of monies realized, from assets, subject to the bank's lien. As soon as the amount had been ascertained, the trustee should pay the balance remaining to the bank, without bank's costs of the appeal.

### The Legal Position of Acceptances by Company Officers

A bill drawn on an incorporated company should always be drawn on the company, and not on any officer or director. It is the same with a partnership firm. A partner in accepting a draft or signing a firm note, should sign the partnership name only. If he accepts simply in his own name, it binds him personally, and not the firm.

A recent decision of the Manitoba Court of Appeal relating to the validity of negotiable instruments—adopting the ruling in a prior decision of the Alberta Court of Appeal en banc—is to the effect that when executives of companies are signing notes, for or on behalf of a company or any other principal, it is necessary for everyone who has such duties to perform, to couple with the signature of the principal, words such as "on behalf of," "for," "by," "per," "per proc," or words of like import to indicate that the signatures are in reality but one signature, and in particular, that the signors are mere scribes on behalf of the company. Otherwise they will be held to have made themselves parties to the note, in their individual capacity.

Section 5 of the Bills of Exchange Act is as follows:

"5. In the case of a corporation where, by this Act, any instrument or writing is required to be signed, it is sufficient if the instrument or writing is duly sealed with the corporate seal; but nothing in this section shall be construed as requiring the bill or note of a corporation to be under seal."

Section 52 of the same Act states:

"52. (1) Where a person signs a bill as drawer, endorser or acceptor, and adds words to his signature indicating that he signs for or on behalf of a principal, or in a representative character, he is not personally liable thereon; but the mere

addition to the signature of words describing him as an agent or as filling a representative character, does not exempt him from personal liability."

The decision is, on the surface, strictly legal, and in no way equitable—as is admitted by their Lordships—for reasons given in the judgment, but the fact remains that though notes are signed in this way, every day, the president or manager or executive who also signs, believes himself to be signing only in a representative capacity. The judgments referred to, however, negative that belief, for in order to relieve themselves of this personal liability, it is necessary that they include on the face of the note some words signed on behalf of the company as a representative capacity merely.

### Where Workmen's Compensation Cannot be Claimed

In the face of an effort that has been made for some years to secure a more uniformity in the workmen's compensation legislation covering construction workmen in the various provinces of Canada, the Supreme Court has given in connection with a case brought by a workman against the Canadian & Foundry Co., Ltd., a decision that damages, for an injury sustained while he was at work for the company, may not be claimed.

The plaintiff declared that he had slipped and fallen, in his work, which there were no feet to prevent it. He had mounted several ladders, and one of them slipped and plaintiff fell to the ground and was so badly hurt that he suffered partial permanent incapacity. Defendant claimed that the accident was due to plaintiff having neglected to place the ladder in a secure position.

Mr. Justice Mercier, in his judgment for the defendant, stated that as plaintiff was receiving a salary of \$42 a week, his wages were too high to bring him within the scope of the Workmen's Compensation Act. In the circumstances, therefore, it was incumbent upon plaintiff to prove fault against the defendant. This he had failed to do in the opinion of the judge. In the absence of proof of fault against defendant, the court was obliged to conclude that the accident happened as the result of a false movement on the part of the plaintiff, for which defendant could not be held responsible, or through a fortuitous event for which defendant likewise could not be held liable. The plaintiff's action therefore, was dismissed with costs.

### Revival Winnipeg Exhibition

A move is on foot to revive the Winnipeg Exhibition. It is proposed that the city should raise \$250,000 for this purpose and that the Winnipeg Exhibition Association raise an additional \$250,000 to make a start. Members of the committee agreed that matters should take modest proportions for the first few years as the city could not assume the responsibility of imposing any burden on the taxpayers.



# News from British Columbia Division

Headquarters of Division—701 Board of Trade Building, Vancouver

Chairman.....F. E. Burke, Wallace Fisheries, Limited, Vancouver  
Vice-Chairman....Edwin Tomlin, B. C. Cement Co., Limited, Victoria  
Secretary.....H. Dalton

IN anticipation of the annual meeting of the B. C. Division which is expected to be held in Vancouver in April, various branch and trade sections meetings are in progress. The annual meeting of the Box Manufacturers' Section was held in Vancouver on the 27th of February, when J. H. McDonald of the B. C. Manufacturing Company, was unanimously re-elected chairman of the section for the ensuing year. J. W. Wheeler of the Summerland Lumber Company, West Summerland, was re-elected vice-chairman.

Mr. McDonald, as chairman of the section, presented the following report on the last year's activities of the section and 1923 prospects:

"This is the seventh anniversary of the B. C. Box Manufacturers' Association, and while it may not have proved all that was hoped for it, I believe it has amply justified its existence by interchange of market experiences; standardization of sizes; market extension and helpful co-operation in many ways, improving the industry and making for a better service all round.

"The spirit of fairness and give and take that has always characterized deliberations and discussions has been the keystone upon which our organization has been built, until to-day it embraces practically every box manufacturing establishment within the borders of the province.

"At our last annual meeting we met with a measure of hope (that beacon to all lumbermen and box manufacturers), but with an uncertainty as to whether bottom had been reached in the general deflation. The trend during the season established beyond all doubt that prices had reached the low mark and improvements were realized during the season.

"Market extension work has also been carried on abroad by several of our members in a position to serve export trade, and several new countries are now purchasing British Columbia boxes, and countries that were purchasing previously are increasing their purchases monthly in this market. Your chairman also visited Australia and New Zealand, and is hopeful that the measure of reciprocity, likely to be made effective with Australia, will have a very special interest for box manufacturers.

"The Okanagan Valley is passing through a growing pain period, and we are hopeful that steps will be taken to put the fruit districts on a sound basis that will make for a happy and contented people. The best minds in the trade are agreed that we are far from overproduction. A wider, intelligent distribution will transform losses to profit. Every citizen is interested in the putting of the fruit business on a proper

basis under sufficient management, and we as manufacturers of a great necessity in their business, are especially linked up with their position.

"Business prospects were never brighter for the lumber trade than they are to-day. Steel plants are six months and more behind with their orders and steel is the barometer of trade. When steel is in demand, lumber is in demand, and trade conditions in all lines are good, necessitating containers for all classes of commodities.

"I want to take this opportunity of thanking the officers and each member of the several committees who gave their whole loyal support during the past year, and specially I wish to thank our very efficient secretary, Mr. Hugh Dalton, to whose never failing tact and general business acumen the accomplishments of the Box Association are made possible."

## British Columbia Freight Rates Appeal Case

Premier Oliver of British Columbia and G. G. McGeer, counsel for the provinces of British Columbia and Alberta, in the appeal to the Privy Council for the removal of the Mountain Scale of rates, returned to British Columbia recently after spending some time in Ottawa in connection with the freight rates case. It having been found impracticable for the Cabinet, owing to the pressure of work during the session, to hear the freight rates appeal at the present time, arrangements are being made to argue the appeal after the close of the present session at Ottawa, when Mr. Oliver and Mr. McGeer will return east.

The B. C. division have taken an active part in this case since its inception in 1920, and the following letter has been addressed to the Secretary of the B. C. Division by Premier Oliver, acknowledging the assistance rendered to the B. C. counsel:

"I wish to convey to your Association the sincere appreciation of the assistance and co-operation that has been extended to the Government of British Columbia

in its application for the removal of discriminations charged under Mountain Scale of rates.

"I wish to extend that appreciation particularly to your good self and to your past and previous presidents, and to the members of your Association who gave of their time and knowledge in preparing the submissions that have been made to the Board of Railway Commissioners, and to those members of your Association who accompanied Mr. McGeer through the prairie provinces and who, at their own expense, attended the hearings at Ottawa during the last and present years.

"It is extremely gratifying to note that, through the medium of your organization, British Columbia was able to secure the splendid assistance rendered to Mr. McGeer by the officials of the Canadian Manufacturers' Association at Toronto.

"I sincerely trust that we will be successful in our application, and that the day is not far distant when British Columbia manufacturers will be supplying a very substantial portion of the requirements of the people of the prairie provinces."

## Annual Meeting of the Clay Products Section

The annual meeting of the Clay Products Section was held in Victoria on March 19, J. Parfitt of the Victoria Brick Company being elected as chairman of the section and D. W. Campbell, of Furnell & DeLong, vice-chairman. Mr. Parfitt, in reviewing last year's work, laid particular emphasis on the successful efforts of the Association in safeguarding the interests of members in legislative matters, particularly those matters affecting the brick and clay products manufacturers.

## Victoria and Vancouver Island Branch's Annual

The annual meeting of the Victoria and Vancouver Island Branch of the Association was held in Victoria on the evening of March 23. It took the form of a dinner and was largely attended and very successful. Edwin Tomlin, B. C. Cement Co., Limited, was re-elected chairman, and H. A. Leigh, Brackman Ker Milling Company, Limited, vice-chairman. A more detailed report of the meeting will be published in the next issue of *Industrial Canada*.

## Idle Car Situation

The idle car situation in Canada for two-week periods ended on the dates indicated, was as follows:—

	Dec. 1	Jan. 1	Feb. 1	Mar. 1	Mar. 15
Total cars on Canadian lines.....	196,148	194,611	190,878	187,776	184,563
Allowance for bad order cars (A.R.A. Basis) .....	13,730	13,623	13,361	13,144	12,919
Actual bad order cars .....	10,135	10,965	10,952	11,113	11,850
Less bad order cars than A.R.A. allowance .....	3,595	2,658	2,409	2,031	1,069
Surplus of cars in good order.....	none	244	none	none	none
Total idle cars .....	none	2,902	none	none	none
Shortage .....	6,823	none	3,542	4,810	5,332



# Activities of Month in Prairie Division

Headquarters of Division—408 Avenue Block, Portage Avenue, Winnipeg

Chairman....E. G. Rogers, Canadian Rogers Sheet Metal & Roofing Co., Ltd., Winnipeg  
 Vice-Chairmen...W. A. Lawson, Bemis Bros. Bag Co., Ltd., Winnipeg  
 H. B. Lyall, Manitoba Bridge and Iron Works, Ltd., Winnipeg  
 Secretary.....G. E. Carpenter

A BRIEF report of the annual meeting of the Alberta members of the C. M. A., which was held in Edmonton on February 20, was published in the March issue of *Industrial Canada*. A feature of this meeting was an address delivered by Major E. Y. Rogers of Winnipeg, chairman of the Prairie Division, who went to Edmonton for the special purpose of attending the gathering.

After expressing his pleasure at being present and paying a tribute to the work of the seven active branches in the Division and their honorary secretaries, Major Rogers gave a brief explanation of the extent and general organization of the Association, and continued:

## Seeks Views of Members

"The thing that has struck me most since I was elected chairman of the prairie division is the apparent desire of the association to secure the views of its whole membership before taking a position on dominion questions. All of you receive circulars from the head office asking for your views, but in addition to this I want to tell you that hardly a week goes by that the head office at Toronto does not write me, as division chairman, asking what ideas are in the west upon one subject and another. Now they want to get our ideas down east and I think you will agree with me that it is up to us to let them have them."

## Advertising Is Desirable

The speaker voiced a criticism of the lack of advertising given by manufacturers to their products, declaring that Canadian manufacturers were very poor advertisers. "It is true that many of them advertise extensively to sell their products, but Canadian manufacturing as an enterprise does not receive the publicity that it should. For instance, during the war period Canadian exports reached large figures. It was freely predicted that when the war was over Canada would go back to a country largely exporting agricultural products. But what do we find? We find that Canada has maintained her war position as the fourth largest exporting nation in the world, sending its products to 44 different countries. I wonder if the people who slam the Canadian manufacturer ever stop to realize the actual effort and patience, and in many cases serious financial loss which the Canadian manufacturer has had to stand in order to make this splendid record. Another thing, Canadian manufacturers are making over one thousand new articles in Canada that were not made in this country five years ago. I will leave it to you if it does not show

splendid initiative and courage on the part of Canadian manufacturers.

"In reaching such a prominent position in the world, the Canadian manufacturers have had the support of a splendid organization in the C. M. A., and really, gentlemen, it is wonderful the service that it renders to individual manufacturers. I was told of a case in Winnipeg recently where a manufacturer had been asked to send samples to British Guiana. In the past when this firm received orders from outside of Canada it had made inquiries as to the financial standing of the customer from banks and other sources, but this proved very slow and sometimes unsatisfactory. On this occasion they telephoned our Winnipeg office and inside of three days had the advice to only ship C. O. D. Now, gentlemen, that was service.

## Value of Ottawa Office

"Again, many of our members have had difficulty with the Department of Customs and Excise, the Finance Department or other departments of the government. Do you realize that you have a representative at Ottawa who will serve you without expense far better than you can engage some outside person or firm to do? Quite recently a firm with whom I have business connections spoke to me about a matter of sales tax. From my reading of the advice received from the C. M. A. I thought they were paying too much. I had them take the matter up with the Association with the result that they are receiving a large refund that was overcharged by the local collector. The same thing has happened at other points throughout the west and with different government departments.

## Other Association Services

"Then in the matter of transportation charges. The Association maintains experts to assist members and many in the prairie division have availed themselves of these services to their advantage. The same thing is true of the Legal Department, the Tariff Department, Commercial Intelligence, Industrial Relations, etc.

"What I have said refers more particularly to your individual business. The Association is quite as active in policing your interest in matters of insurance, labor legislation—such as workmen's compensation—taxation measures, both provincial and dominion. The Association stands on guard to protect your welfare, and with its information as to what is going on throughout the country, it is particularly fitted to do so.

"May I revert to a subject which I touched upon before? In order to get

the best possible expression of opinion from prairie division members on important matters which arise from time to time, it would be a splendid idea if branch members would submit their views to their branch secretary. He could then forward results to the division secretary at Winnipeg. The division executive would then be in a position to act intelligently for the whole membership. I would appreciate your individual co-operation in this matter."

## Special Committee of Executive Reports on Bank Act

On February 16 a committee of the Division appointed, composed of J. H. Larsen, to study the Bank Act and report.

"(1) The committee, in the opinion of the committee, is Section 88 of the Act, and your committee is of the opinion that so far as manufacturers are concerned, the Section admirably serves the general interests. It has experience, and believes, been development of manufacturing in Canada (and at the same time as we are aware, has a ship to any other profitable and safe. While we do not the policy of widening the section, we should be very opposed to any restriction of its operation, or to any amendment which would curtail its general application. In fact we consider it vital to the manufacturing interests of Canada that the Banking Act should contain such a section and this section has no doubt been completely interpreted by the courts, and is now fully understood in the financial world, and while it may be a matter for consideration as to the advisability of widening the scope of the section, so as to meet the views of the agriculturists, mining interests, and others, there should, in the opinion of your committee, be no question of amending it in any way so as to restrict its present application.

"(2) The second question of importance seems to be as to whether banks should be compelled to register their securities so that the public could ascertain what these were, and whether a person or company has assigned all their securities to a bank, or in other words, to assist in establishing their credit rating.

"This is a very serious and much debated question. While it would no doubt be useful in assisting the ordinary business community to establish in some degree a customer's credit rating, it might on the other hand have very far reaching and disastrous consequences, and owing to concentrated restriction of credit by the public with whom he dealt,



might force a perfectly solvent person or firm into bankruptcy, whereas had the bank been the sole assignee of the securities he might have been carried past the danger point and enabled to retain and conduct a profitable business. As arguments of considerable weight can be adduced on both sides of this question, and as your committee feels that when the matter comes up in Parliament it will be discussed by experts who will bring out all the points on both sides, your committee refrains from expressing a definite opinion at the present time on this point.

"The other points suggested in your circulars do not appear to your committee to be of such special interest to manufacturers as to warrant their taking an active stand either one way or the other, except to express in a general way the opinion that the Bank Act of Canada seems to have carried the country through the most critical period of modern history, as well as any other, and has been generally satisfactory, and we are not inclined to advocate any considerable amount of experimental legislation at the present time."

### Prairie Division Member Honored

A. Mihalko, manager of the Saskatoon Producers Milk Co., Saskatoon, was recently honored by his associates in business on the occasion of his departure from Saskatoon to take up his new work with the Holland Creameries, Limited, Winnipeg. Mr. Mihalko and his wife were the recipients of handsome presents from the employees of the firm and others in the dairy industry in Saskatchewan. Mr. Mihalko has for a long time been an active worker in the C. M. A. and his fellow members wish him every success in his new position.

### Place and Date of Annual Meeting Discussed

Members of the Division are being circularized with a view to ascertaining their opinion as to when and where the annual meeting of the Division should be held. In previous years the meeting has always been held in Winnipeg because the large volume of the membership, as well as the office of the Division, is there. However, the fact that points west are not well represented at the annual meeting has suggested the desirability of a change. Questions asked are: (1) Are you in favor of holding an annual meeting of all members of the Prairie Division? (2) If so, would you attend such a convention? (3) At what point do you suggest the meeting should be held? (4) What time of the year would you suggest the meeting be held—May or November?

In 1921 Canada produced 2,418 tons of salt cake, valued at \$54,804 and 1,239 tons of glauber salt, valued at \$42,719. In the United States, production was 178,770 tons of salt cake valued at \$2,049,102 and 50,655 tons of glauber salt, valued at \$990,541.

## News of Month from Maritime Division

Headquarters of Division—Amherst, Nova Scotia

Chairman.....J. E. McLurg, Halifax Shipyards, Limited, Halifax, N.S.  
Vice-Chairmen...J. A. Reid, Hartt Boot & Shoe Co., Ltd., Fredericton, N.B.  
C. S. Sutherland, Amherst Boot & Shoe Co., Ltd., Amherst  
J. L. Macdonald, Atlantic Underwear, Ltd., Moncton, N.B.  
Secretary.....H. R. Thompson, Box 470, Amherst, N.S.

**A**T A well attended and representative meeting of New Brunswick employers called by the Maritime Division of the Canadian Manufacturers' Association, held in St. John, March 21st, it was decided to take advantage of certain sections of the Workmen's Compensation Act providing for the formation and recognition of an employers' association. A temporary executive committee was appointed and instructed to draft a constitution for submission to the Compensation Board. As soon as the approval of the Board is obtained, another meeting will be called to elect such permanent officers as the constitution provides for and otherwise complete the organization.

The two chief objects of the new association will be:

1st. To establish a medium through which the employers, assessed under the Act, may secure and discuss among themselves and with the Compensation Board, all details in connection with the administration and operation of the Act, and thereby endeavor to safeguard their interests.

2nd. To carry on, if later deemed advisable, a properly organized accident prevention campaign with the view of reducing industrial accident hazards and thereby reducing the assessment or insurance rates.

### A Steel Strike Possible

In a communication addressed to the general superintendent of the Dominion Iron and Steel Company, Limited, Sydney, N. S., the Steel Workers' Union demanded a 30 per cent. increase in wages, an eight hour day, recognition of the union and the inauguration of the check-off system for collecting union dues. The union also demanded an answer by April 1st with a strike as an alternative.

In view of the fact that the steel company have already emphatically stated it cannot grant an eight hour day until all competitive concerns do likewise, and that President Wolvin recently issued a statement that the policy of the company is to maintain an open shop, and that the proposal to establish a check-off system will not be accepted, it is probable that a strike will be called on April 1st, unless the union withdraws its demands by that time.

### Farmers and the Elections

At a recent meeting of the executive committee of the United Farmers of Nova Scotia, it was decided that the farmers should take an active part in the next provincial elections. A general conference of the organization is to be

held in Truro during the last week of April, when the matter will be further discussed.

### Legislatures in Session

The three Maritime Legislatures are now in session and the usual crop of bills, private and governmental, affecting the employers of labor, is beginning to appear. In Nova Scotia some contentious amendments have been proposed to the Workmen's Compensation Act and are receiving opposition from the employers. A bill has also been introduced in this province providing for "part-time" schools and making it compulsory that employed adolescents, between the ages of sixteen and eighteen, attend the schools for at least eight hundred hours each year. The employers would be required under penalty to allow adolescent employees the necessary time to attend the classes and pay them at their regular rate of wages while doing so.

A delegation representing the New Brunswick Federation of Labor, recently waited on the provincial government and submitted its yearly demands for legislation. The chief items on the program are, the establishment of a Department of Labor; the enactment of legislation covering the recommendations of the International Board of Labor; improved regulations for the operation and inspection of mines; the abolition of employment agencies; amendments to the factories act; minimum wage and mother allowance acts; free school books.

### Workmen's Compensation

The fourth annual report of the New Brunswick Workmen's Compensation Board, covering the year 1922, shows that 5,216 accidents were reported in the province during the year, being an increase of 382 over 1921. Fatalities numbered 25, a decrease of 18. Permanent disability cases were less by 69. There were 1,069 minor accidents on which no compensation was paid beyond medical fees, this being the class of accidents which showed an increase during the year.

Income of the Board for 1922 was \$68,842.10; expenditure, \$441,640.75, leaving provisional balance of \$27,237.35. Costs of administration, including equipment, have advanced 10 3/5 per cent. The balance sheet shows \$576,558.84 reserves for pensions and \$27,237.35 at credit of classes.



## Recent Activities of Ontario Division

Headquarters of Division—Bank of Hamilton Building, Toronto

Chairman... Arthur F. Hatch, Canada Steel Goods Co., Ltd., Hamilton  
 Vice-Chairman... George Brigden, Brigden's, Limited, Toronto  
 Secretary... J. M. McIntosh Travelling Secretary... O. C. Pease

**M**EMBERSHIP work has been progressing very favourably and the month of March shows an appreciable addition to the membership of the Division. Members of the Division staff have made numerous calls with gratifying results.

Preparations are being made for the annual meeting of the Division and of course, for the annual convention of the Association. The Ontario Division this year is honoured in being chosen as host to the annual convention which is to be held in June in Toronto.

### Minimum Wage Board

The Minimum Wage Board for the Province of Ontario proposes to take advantage of the amendment to the Statute passed in the 1922 session of the Legislature and fix a maximum number of hours for which the minimum wage shall be paid.

It is likely that the Board will follow the policy adopted when fixing minimum wages, that is to say, to consult with representatives of the various branches of industry and endeavour to develop a proposal that will be acceptable to those concerned. A conference was recently held with representatives of the Textile Industry. It was shown by the Board that hours varied from 44 to 59½, although very few factories were shown to be working longer than 55 hours per week. It was also shown that a very small number of female employees engaged in the textile industry in the province of Ontario were paid a wage as low as the minimum wage set by the Board, and hence, if an order were made respecting hours, it would apply to very few. In view of the fact that in the textile industry particular processes are interlocked it was conclusively shown that all employees must be required to work the same number of hours, so that if a maximum number of hours were fixed for a few employees it would simply mean that these employees would continue to work the number of hours in vogue in the factory, but an overtime payment would apply.

The suggestion was advanced that young girls should not on humanitarian grounds be required to work longer than 48 to 50 hours per week, a suggestion which always meets with a sympathetic response, but nevertheless, in any discussion of hours of labor wherein rates of wages for over-time may be provided for, the humanitarian argument becomes irrelevant, because of the fact that the discussion resolves itself into one of rates of wages only. If a maximum number of hours is fixed for

which a certain number of employees shall work and no longer, the case is quite different. Those who draw the minimum wage rates in the textile industry in the Province would not be equal in number to 10 per cent. of the women employed.

It would, therefore, look as if the hours in vogue will be continued, and overtime rates apply if the Board proceeds with the proposal as recently outlined.

### Vice-Chairman Returns

Mr. Geo. Brigden of Brigden's Ltd., Toronto, Vice-Chairman of the Division, returned about the middle of March from an extended trip to the British West Indies. He visited the principal points in the Islands and while his trip was a pleasure one, of course, paid some attention to business prospects. He re-

### Joint Annual Meeting Ontario Division and Toronto Branch

*A decision has been reached to hold a Joint Annual Meeting of the Ontario Division and Toronto Branch in Toronto on Thursday, the 10th of May.*

*Full particulars respecting the program of the meeting will be supplied to all members of the Division at a later date.*

ports a strong sentiment towards Canadian goods and says that everywhere buyers were anxious to have a chance to handle Canadian products.

Over 90 per cent. of the flour used throughout the British West Indies is Canadian and so high a standard has this set that the West Indians are anxious to sample in large quantities the other products of the Dominion.

Mr. Brigden spoke before the Trade Development Board of Bermuda and to a group of representative business men in Montserrat and was interviewed by the newspapers in every town he visited. In these interviews the Vice-Chairman blew Canada's horn loud and long and, judging by one the writer saw, Canadian manufacturers have enjoyed excellent publicity.

From the importers who have been doing a certain amount of business with Canada, Mr. Brigden heard (with the exception of some lines) some criticism. The importers claim that insufficient attention is paid to proper documentation, that the packing often is bad, and one or two complained that in some cases they had been drawn upon before the goods arrived. As one importer pointed out, practically every firm in the West Indies large enough to do business with

this country is of the highest financial rating. They feel that with the Canadian exporter there is apt to be a certain amount of copying of American business systems and they state that manufacturers will not make up their goods in accordance with the buyer's specifications.

"It is pointed out," stated Mr. Brigden, "that the English manufacturer, if only selling one article, will make it up in accordance with the buyer's desires." He stressed this as very important. "Throughout the place," he said, "English thoroughness is held up as an example."

"Despite these criticisms," he added, "which are offered in a constructive spirit, there is a strongly pronounced feeling in favour of Canada. Everywhere I went and introduced

was introduced and I was greeted with enthusiasm. I want to do business with and I am to pass this welcome news along.

He said in conclusion that he sent to the West Indies as many possible, plant trailers, their products to answer.

He referred to Canadian products and doubt a concerned products to meet the field as a regular market rather than a market for excess products would win the field.

### Exhibition Time to Show

The Division is lending every possible assistance and is co-operating fully with Mr. J. S. McKinnon, Past President of the Association, who has undertaken the collection of exhibits for the Government. He reports that the Ontario manufacturers are well represented amongst the exhibitors and that a good deal of interest is being displayed in the project. Meetings have been held in many of the more important cities throughout the Province and in each town and city members of the Association have expressed themselves as being heartily in favour of the Exhibition.

### Luncheon Meeting of Division Held at Hamilton

A luncheon meeting of the Ontario Division took place in Hamilton on Wednesday, April 4. It was featured by an address delivered by C. Howard Smith of Montreal, first vice-president of the Association, who has recently returned from a business trip to Australia, New Zealand and other trans-Pacific countries. Mr. Smith spoke on the outlook for Canadian trade in these markets. A full report of his remarks will be published in the next issue of Industrial Canada. Following the luncheon, a meeting of the Executive Council was held.



# LA SECTION FRANÇAISE

## L'Économie de la Lumière

Nous avons suivi depuis quelque temps les polémiques et les discussions que soulève l'économie de la lumière, qui, bien considérée, a sa raison d'être, car malgré les objections plus ou moins triviales à cette innovation, il est logique que l'avance de l'heure ne cause pas les inconvénients qu'on se plaît à invoquer.

Si on envisage la question au point de vue économique, il est un fait certain que, non seulement nos industries, mais, la masse du peuple en bénéficieraient, car en été on est porté à se lever plus à bonne heure et l'heure supplémentaire du soir serait profitable pour ceux qui ont des travaux à accomplir en dehors de leurs occupations ordinaires. De plus cela permettrait aux artisans en général de commencer leur travail à une heure où la chaleur est moins obsédante, ce qui en somme permettrait de poursuivre la tâche journalière avec plus de confort.

Dans certains quartiers on invoque le fait que cela causerait beaucoup d'inconvénients aux enfants qui fréquentent les écoles, en les forçant de se lever plus à bonne heure. Cette raison est en elle-même des plus triviale, car l'enfant comme l'adulte jouirait de plus de confort pour commencer ses études de la journée, et l'heure supplémentaire du soir lui donnera une heure de plus pour se récréer.

D'après les données publiées dans certains grands quotidiens, il est avéré que l'heure d'été n'est pas en accord avec la véritable heure solaire, vu qu'avec le solstice d'été elle est en retard d'une heure, ce qui fait que nos compagnies de chemins de fer changent leurs horaires à partir du 1er mai au premier octobre.

Il nous semble, qu'à tout événement, un compromis satisfaisant pourrait être effectué avec les adversaires de l'avance de l'heure, en adoptant, pour cela, la même période durant laquelle les chemins de fer font leurs changements d'horaires, et par le fait obvier à toutes objections sous ce rapport.

Il nous semble que le gouvernement fédéral ou les autorités provinciales devraient statuer sur ce sujet et mettre fin à toutes les agitations intempestives que l'on fait à cette innovation des plus avantageuse pour toute la population en général, car il faut revenir à la charge chaque année pour décider cette question. D'autant plus que nos principaux corps publics ainsi que les organisations ouvrières sont en faveur de l'avance de l'heure, et malgré l'opposition faite à ce mouvement il faut espérer que l'économie de la lumière entrera encore cette année dans le domaine du fait accompli.

## Le Train-Exposition des Produits Canadiens en France

Nous nous inspirons d'une déclaration officielle faite par le consul général de France au Canada pour augurer du succès que remportera le train-exposition de nos produits canadiens qui visitera la France cet été. Nous donnons ci-après la teneur de cette déclaration:

"La France est pour le commerce canadien d'exportation, un des plus précieux marchés du monde, à cause des demandes considérables de produits de toute espèce,

aussi bien la matière brute que les produits manufacturés."

"Le total de nos importations pour 1922, a été d'environ un milliard de dollars, au taux actuel du change," dit-il, "et il n'y a aucune raison pour que le Canada ne puisse augmenter sa part dans cette énorme somme."

"Le traité signé récemment, donnera au commerce canadien de précieux avantages tarifaires sur notre marché. J'espère sincèrement que les manufacturiers et les exportateurs de ce pays ne manqueront pas l'occasion qui leur est offerte."

"En plus, du côté purement sentimental de l'entreprise, les relations financières entre alliés font plus que justifier les nations qui, durant la guerre, ont combattu côte à côte, de s'unir de nouveau dans la lutte pour la prospérité, et je suis assuré que les manufacturiers canadiens auront raison de se féliciter d'avoir envoyé en France des échantillons de leurs produits."

Aux quartiers généraux du train-exposition à Montréal, on nous dit que les associations commerciales, les représentants des groupes de manufacturiers, d'un océan à l'autre, ont pratiquement retenu tout l'espace disponible, à bord du train-exposition.

Pour certains produits, les échantillons en illustreront les diverses étapes de la fabrication. Parmi les principales associations qui ont entrepris cette oeuvre, la "Canadian Pulp and Paper Association" aura un remarquable assortiment de tous les genres de bois canadien et de produits de pulpe. La "Rubber Manufacturers Association of Canada," la "Paint, Oil and Varnish Association of Canada," et la "Canadian National Millers Association of Canada" feront de même pour leurs produits.

Apparemment, les manufacturiers d'Ontario veulent prendre la part du lion sur le marché français, car, jusqu'à date, ce sont eux qui possèdent les trois quarts des échantillons promis.

Vu le nombre considérable de demandes pour exposer, les organisateurs du train grouperont les échantillons où la chose est possible, et s'entendent avec chaque groupe de manufacturiers pour que ceux-ci envoient un représentant à bord du train. Ce représentant soulignera les mérites spéciaux de chaque article exposé.

Le gouvernement et les chemins de fer français se chargent des dépenses de toute l'entreprise, dépenses dont le chiffre s'élève à cinq millions de francs environ. Cela compensera pour l'œuvre du gouvernement et des chemins de fer qui ont transporté à travers le Canada les échantillons français lors de l'exposition de 1921. A l'exemple des exposants canadiens, les manufacturiers enverront leurs échantillons sans être tenus de payer aucun taux pour le transport.

Considérant les avantages qu'offrent ce train-exposition pour l'expansion de notre commerce avec la France, nous espérons que nos industriels de la province de Québec ne se laisseront pas devancés par leurs confrères et s'empresseront de retenir les espaces voulus pour étaler les échantillons de leurs différents produits. Ces espaces peuvent être retenus en s'adressant aux quartiers-généraux de la province dont les bureaux sont dans l'hôtel des Postes à Montréal, occupant l'appartement 308 du troisième étage.

## Le Règlement No. 629 et les Arroseurs Automatiques

Vers le commencement de février, un comité spécial de l'Association des Manufacturiers Canadiens, Succursale de Montréal, s'est rendu auprès du Comité Exécutif du Conseil de Ville de la métropole, afin d'insister à ce que le règlement municipal No 629, concernant les fausses alarmes causées par les arroseurs automatiques sur les fabriques et autres édifices industriels soit abrogé.

Le comité a représenté au Comité Exécutif le fait indéniable que la plupart des fausses alarmes venant des arroseurs automatiques, étaient causées par la variation de la pression d'eau qui d'ordinaire est plus forte durant la nuit, et à l'appui de cette assertion il est en effet constaté et prouvé que la plupart de ces alarmes se produisaient la nuit, et qu'elles étaient produites par des circonstances incontrôlables ou de force majeure.

A part la logique de ces arguments, le comité a fait entendre que ceux qui se servent d'arroseurs automatiques sont les plus forts contribuables de la Cité de Montréal, et que tout en contribuant la large part des taxes ils sont intéressés à ce que les différents départements soient administrés d'une manière pratique, y compris le département des incendies, avec économie et d'une façon équitable.

De plus le comité spécial des Manufacturiers avait déjà offert de payer le salaire d'un inspecteur pour les arroseurs automatiques, qui pourrait constater par lui-même que les fausses alarmes étaient causées par force majeure, mais l'Exécutif a refusé cette offre. On a aussi représenté que seule, Montréal, parmi les grandes villes du Canada, possède un tel règlement et que vu les raisons logiques émises par le comité spécial le règlement 629 concernant les fausses alarmes doit être rappelé ou abrogé.

Le comité exécutif municipal a promis de prendre en sérieuse considération la requête des manufacturiers canadiens de Montréal, et tout nous fait espérer que ce règlement intempestif sera bientôt une chose du passé.

## État de notre Commerce

Malgré un certain marasme dans notre commerce, causé par l'instabilité du commerce européen et américain, l'état du commerce canadien accuse une amélioration, qui sans être hors de l'ordinaire, fait prévoir une réaction pour le mieux dans un avenir prochain.

D'après les statistiques officielles nos exportations ont augmentées de \$90,000,000 durant les derniers onze mois et nos importations de \$21,000,000 pour la même période. Durant l'année notre commerce a augmenté de \$75,000,000 presque toutes en exportations, ce qui dénote que l'ouverture de nouveaux marchés nous affranchit de nos voisins de l'autre côté de la ligne 45ème, qui par ces droits prohibitifs sur les produits agricoles et les céréales en général nous permet d'agrandir notre expansion dans d'autres pays.

Il faut tenir compte que le travail efficace et pratique accompli par l'Association des Manufacturiers Canadiens, qui, depuis quelques années a ouvert de nouveaux champs d'exportations, et ce qui, surtout,



Les membres présents étaient: outre le président Coghlin et M. Gould, le secrétaire, MM. Howard Bird, R. H. Gillea, A. D. Huff, R. Montague Davy, A. Neighorn, W. M. Yulle, W. H. Miner, N. C. Jolson, Jr., et H. T. Diplock.



# INDUSTRIAL CANADA

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# Parliament's Work During Month Reviewed

## Many Measures of Importance to Canadian Business Men Have Been Before the House During the Month of March

By Industrial Canada's Special Correspondent

PARLIAMENT has been in session for two months. More than the usual progress has been made. Supply for many of the departments is already voted. The bulk of the Government legislation is introduced and advanced one or more steps and wiseacres forecast the end of the session on May 23rd.

An afternoon and evening session was devoted to the discussion regarding the desirability of adopting measures to encourage the publication of Canadian magazines and periodicals. Mr. Hocken in a lengthy address set forth in a concise manner the present day conditions, one of his main objections being that, through the large circulation of American publications, United States manufacturers were enabled to place their goods before the Canadian public while the Canadian producer, owing to the high advertising rates based on a large circulation, was unable to use the same medium to advertise Canadian goods to Canadian consumers. Mr. Hocken suggested that the present tariff on purely advertising matter should likewise be applied to the advertising matter included in United States magazines. Mr. Evans, of the Progressive party, moved an amendment to the resolution suggesting relief by placing on the duty free list all materials used in the production of magazines. His amendment was negatived and Mr. Hocken's resolution adopted. The forthcoming budget will disclose whether or not the Government decide to assist this Canadian industry by imposing the advertising duty on the advertising portion of imported magazines.

An interesting discussion took place on Mr. Stevens' motion for a select committee to inquire into the working of the sales tax, and on the promise of the Minister of Finance and the Minister

of Customs, that due consideration would be given to all suggestions made either from the floor of the House or in any other manner. The resolution was withdrawn.

Mr. Drummond, of West Middlesex, sponsored a resolution requiring goods sold as woollen goods to be so marked as to plainly indicate the percentage of virgin wool, shoddy, cotton or silk there-

interest. One of the outstanding objections taken by various organizations to the bill was the power vested in the registrar or commissioner through providing that their opinions constituted the decision as to whether or not a combine was operating to the detriment of the public. It is understood that the Government contemplates the elimination of the words which make the registrar's "opinion" of

paramount importance, thus leaving to the courts the decision as to whether or not any particular combine operates to the detriment of the public. The Easter recess grants ample opportunity for those opposed to legislation to place their views before members of Parliament.

In the Senate Hon. Mr. David moved that it is expedient to amend the insolvency law and especially to apply it only to traders. In the course of his remarks he cited the resolution of the Quebec Legislature:

"That this House regrets that the Bankruptcy Act as amended, incites

dishonesty and fraud, causes serious trouble to both trade and industry, which is of a nature to ruin credit, and it requests the Federal Government to repeal that Act."

The motion of Mr. Casgrain in the Commons for the amendment or abrogation of the Bankruptcy Act gave the supporters and opponents of that legislation an opportunity to present their views. Mr. Archambault secured the undivided attention of the House in calling to the attention of the committee a partnership agreement, the last paragraph of which read: "In case of bankruptcy profits will be divided equally." He likewise pointed out that one of the main difficulties at the present time was that too many trustees had been appointed, with the result that those who were unscrupulous went out after clients in a way which was not conducive to



THE COMMONS CHAMBER.

in contained. Due prominence was given to the subject from the standpoint of the farmer as a wool producer and the manufacturer as a wool user. The Marking Act was also introduced into the discussion but the hour of adjournment arrived without any definite conclusion being reached.

The Prime Minister's bill dealing with combines, which was given its first reading on March 9th, has gone over until after the Easter recess. The bill deals with combines, acquisition of control of other businesses, limitation of production, price fixing, enhancing cost, lessening competition, controlling production and restraining trade, but prohibits only such of these procedures as in the opinion of the registrar or a commissioner, operate to the detriment of the public



the business morality of the community. The announcement of the Minister of Justice that it was the intention of the Government to introduce amendments which it was trusted would make the law acceptable to all provinces, resulted in the withdrawal of the motion.

In answer to a question, the Secretary of State informed the House that during the past seven years bankruptcies in the Dominion, according to three different sources of information, have been as follows:

Year	Dominion Bureau of Statistics	Dun's	Br'dstr'et's
1916	No information	1,677	1,772
1917	"	1,088	1,109
1918	"	873	814
1919	"	751	625
1920	"	1,034	966
1921	2,364	2,379	2,358
1922	3,922	3,630	3,185

In reply to a question by Mr. Tobin, the Finance Minister furnished the following information regarding Canada's revenue, expenditure and gross debt:

Fiscal Year	National Revenue	National Expenditure	Date	Gross Debt
1896-97	\$ 37,829,778.40	\$ 42,972,755.89	Jan. 1, 1896	\$321,898,871.90
1911-12	136,108,217.36	137,142,082.20	Jan. 1, 1911	477,578,701.94
1922-23	300,174,050.18	365,701,790.85	Jan. 1, 1922	2,943,620,629.44

The most contentious subject this session has been the immigration question, the Minister being attacked from the front, the flank and the rear, for alleged sins of omission and commission. The Canada Colonization Association loomed large in the discussion, its policy, its publicity, its staff, its financing and its accomplishments, real or hoped for, proving of never ending interest to private members of each of the four groups in Parliament. According to the Minister there has been subscribed to the Canada Colonization Association, from various sources, practically one million and a quarter dollars and of this amount \$150,000 has already been paid in and they are still continuing to receive subscriptions.

### The Fuel Question

A Senate Committee consisting of Hon. Messrs. McLennan, Pardee, DeVeber, Laird and Webster (Stadacona) was appointed on March 8th to consider the question of the fuel supply of Canada, its most efficient use and whether such committee can assist the work of the Dominion Fuel Board. On March 19 on motion of Mr. Church, amended by Mr. Carroll, and after a lengthy debate the Commons adopted a motion reading:

"That, in the opinion of this House, the time has arrived for Canada to have a national policy in relation to its coal supply and that no part of Canada should be left dependent on a United States coal supply and that the whole question of fuel supply for Canada together with the question of costs, transportation, desirable inter-provincial action and other means whereby Canada may be self-sustaining and self-supplying as regards fuel, and to inquire into the necessity and possibility of supplying substitutes for coal be referred to

the standing committee on Mines and Minerals and that the said committee report to the House."

### Customs Officer at New York

In answer to a question by one of the members from British Columbia, the Minister of Customs stated that an application had been made to place a customs officer at New York to look after the traffic that goes via the ocean and the Panama Canal; that the matter had been under the consideration of the department and, while the department had not decided definitely, it felt inclined to refuse the application, because this would divert traffic towards the United States and all the Canadian railways would get out of it would be the haul from the point of departure to the boundary—the whole of the railroad haul to the sea and the whole of the ocean freight would go into the United States.

### Bank Act Revision

In introducing the decennial Bank Act revision, a bill in connection with which has been referred to the committee on Banking and Commerce, the Finance Minister pointed out that no radical change was suggested in the Act, as at present such course would have a disturbing effect upon the business of the country. He announced his adherence to the view that it is not wise to adopt a system of Government inspection as he did not believe it would give any greater real protection than we now have but it might give a sense of false security. Amendments endeavor to improve the present system of audit. Under the new system every bank must have two auditors; they shall not both be members of the one firm; they shall not be auditors for the one bank for more than three years in succession. The Minister stated that while bank mergers are not popular, he was persuaded that to deny the Government power to authorize a merger until there is a special Act of Parliament was an arrangement which would not work well and might at times prevent a merger which is really desirable and necessary in the interests of the public. Dealing with the banking situation generally, he pointed out that bank notes are protected; that double liability of shareholders stands between depositors and loss and that shareholders must be asked, as in other corporations, to look after their own interests and not to expect the Government to give them special protection.

Amendments provide that as respects the holding of property and as respects assets and liabilities, banks forming subsidiary companies shall show the operation of these companies the same as the operation of what may be called the

bank proper. This arrangement applies to any corporation controlled by a bank. Banks having pension funds shall not be permitted to invest money for the pension fund in the stock of their own bank or in any other bank whatever. A record shall be kept of every bank board meeting, showing what directors have attended the meeting and before the next annual meeting is called upon to elect directors, that record showing how many meetings were held and how many meetings each director attended, shall be placed in the hands of the shareholders who can then judge whether or not they wish to continue those directors in the service. Bank officials without the consent of the directors from the cess of \$1,000 of the d

### Dealir

which is the most on Mr. Fielding said:

"When was wait Bradford made st spect. exporters cent year their los rather reckless method of seelin ever, ther in the fact th There are men who wot total abolition of Section 88. I do think such a course would be wise. That provision has performed a large and portant part in the adian business and I believe of that clause would work What I am peal the cl to operate under section 88 shall give notice in a public way, so that all who are concern ing. I pr manufacture borrow from the bank under visions of section 88—that is the pro vision which will give the bank a prior claim—must give notice in the registry office of his intention to do so. The registrar will be the assistant receiver general in each province. The bank will see that he registers, otherwise they will not give him the money. If the merchant at home or abroad who is concerned about section 88, all he has to do is to write or telegraph to the assistant receiver general in the province and ascertain whether any registration has been made. If the man who is proposing to do business has been registered under section 88, all who do business with him will know that they must recognize the priority of the bank. If he gives no such notice, the bank will have no priority. I hope we shall go a long way in removing the criticisms that have been made of this section 88."

(Continued on 74b)



# Keep Trained Canadians in Canada!

*54 Young Men, who have completed four years of practical training as Chemical Engineers, place themselves at the service of Canadian Manufacturers.*

## To the Manufacturers of Canada :

We, the 54 members of the Graduating Class of 1923, in Chemical Engineering, Faculty of Applied Science, University of Toronto, having equipped ourselves by four years of technical training to enter industrial life, hereby offer our services to you.

We believe that you can use us to advantage, and we are ready to give the best that is in us to the cause of industry.

We have studied Chemical Engineering for the following reasons:

- (1) Because many Canadian industries now employ Chemical Engineers.
- (2) Because those who know say that more Canadian Industries need Chemistry.
- (3) Because competitive industries in Germany, England and the United States depend on Chemists to a large extent for their progress and control.
- (4) Because Canadian raw material and Canadian conditions give great promise of enlarged manufacturing opportunities.
- (5) Because a training in Chemistry and Chemical Engineering gives a fundamental insight into the principles of manufacturing and processing in a great variety of industries, which can be secured in no other way.

We have invested four years of our time and \$4,000 for fees and living expenses in this training. During these four years, we have sacrificed wages that might have been earned had we entered directly into remunerative pursuits. All this we have done in order that we might come to you equipped with the kind of special knowledge and ability that modern industrial development demands.

We do not pretend to "know it all." What we do contend is, that the special training we have had, plus business experience, will make us more valuable to you than would business experience without this preliminary training.

We are prepared, if necessary, to don overalls and begin at the bottom, because we have the faith that our training will enable us to make ourselves increasingly useful to you in more important capacities as time goes on.

We submit that you will find in us the best raw manpower material available.

We believe that there must be places in the manufacturing, office and sales departments of your business, or in combinations of these if your organization is not large, where you would find our equipment and our capacity for grasping practical details an advantage.

### What our Training per Man Cost

Four years loss of wages .....	\$ 4,000
Living Expenses and Fees .....	4,000
Cost to the State .....	1,000
	<hr/>
	\$ 9,000

### What our Services will Cost You

The same wages to start with that you would pay untrained man-power; then what you have found us to be worth.

## We are at your Service!

We invite any member of the Canadian Manufacturers' Association to write to us, stating what opportunities he believes may exist for us in his business, or asking for suggestions as to how a live young man with chemical training could be of use to him.

Address all replies to:

President Industrial Chemical Club, or Head of the Department of Chemical Engineering,  
Faculty of Applied Science, University of Toronto.



# Quebec Division's Monthly Bulletin

Headquarters of Division—113 Board of Trade Building, Montreal

Chairman.....F. W. Stewart, Cluett, Peabody & Co., Ltd., Montreal  
Vice-Chairman.....Paul E. Joubert, Lamontagne, Limited, Montreal  
Secretary.....R. W. Gould      Assistant Secretary.....A. S. Findlay

WITH the approach of the end of the Association's fiscal year, preliminary preparations are being made for the annual meetings of the branches throughout the province and that of the Quebec Division. Despite unfavorable conditions, the Quebec Division and its branches have undoubtedly had the most successful year in Association history. Arrangements have been made for a general convention of the members of the Three Rivers Branch on April 25th at Three Rivers, which will take in the entire St. Maurice Valley district. The Quebec Division on this occasion will doubtless hold its monthly meeting at Three Rivers and Sir Hormidas Laporte will be asked to be the speaker and the guest of honor on this occasion.

In addition to bringing together the members of the Association in this district, all non-members from the smaller towns will be brought to the convention and an effort made to get them to join the ranks of the Association. Superintendents and other officials of the various large manufacturing plants in this district will be invited to the dinner as well as members and a general house warming will be held.

The annual meeting of the St. Johns Branch will be held in April, as well as that of the Sherbrooke and Quebec Branches, if suitable arrangements can be made so that as far as possible the Quebec Division will be able to close its books in good time, and thus facilitate the work of Head Office in preparing for the annual general convention. It is probable that the annual meeting of the Montreal Branch and the Quebec Division will be held some time between May 10th to 15th, while it is not likely that any annual meeting of the St. Johns-Drummondville branch will be held this year owing to the fact that its organization dates back only three months.

## Daylight Saving

Daylight saving and how to get it has been the subject paramount with the Montreal Branch of the Association during the past month. The Montreal Branch has been instrumental in organizing the Montreal Daylight Saving Association, of which P. E. Joubert, vice-chairman of the Quebec Division, is president and R. W. Gould, secretary of the Quebec Division, is secretary.

This association has carried the war into the camp of the anti-daylight saving group and is not only organizing the city of Montreal, but the entire Province of Quebec. Montreal, however holds the key to the situation, and if she swings into the daylight saving column

it is practically certain that the majority of the larger industrial centres of the province will do likewise. They are awaiting the decision of Montreal.

Before this sees publication Montreal will have made her decision. There is no doubt in the minds of the executive of the association but that the majority of the people are in favor of "avance de l'heure" but there are strong forces at work against the proposition. However no matter what the city council decides, it is certain that the manufacturing establishments of Montreal will go on daylight saving time on the first of May. The Montreal Branch of the C. M. A. in this instance will lead a movement among the business people of Montreal to put "commercial Montreal" on daylight saving time, which in any event is likely to have the effect of forcing the city to change its time whether it likes daylight saving or not.

## Commission on Labor Laws

The manufacturers of Quebec are awaiting with keen interest the announcement by the Quebec Government of the members of the Royal Commission on labor laws of the province. This commission was provided for in special legislation passed in the provincial legislature last session and the Quebec Division is doing all it possibly can to get two first-class representatives on the board to safeguard the interests of the employers of the province.

The appointments will doubtless be announced by the government within the next few days and the commission is likely to settle down to work at once. All labor legislation now on the statute books of the province will be studied carefully and new legislation considered.

A determined effort will be made by labor to get the commission to favor the introduction of compensation legislation in the province, administered by a commission, as in Ontario and the other provinces of Canada. A special effort will also be made by labor to have the commission report favorably upon some scheme of state insurance. This is one of the most important moments in the history of labor legislation in the province and the results of the commission's report will undoubtedly have a far reaching effect upon the industrial life of the province.

## The French Train

The final "round-up" of exhibits for the Made-in-Canada Train for France is now being made in the province of Quebec. Up to the present time the province of Ontario in point of number of exhibits has exceeded those of the

province of Quebec and a special effort is being made to have Quebec take her proper place in the matter of exhibits.

During the first week of April, half a dozen meetings are being held in the Montreal office at the request of Messrs. Chesney and McKinnon, in an effort to speed up applications for exhibits. In addition to this, Mr. Chesney addressed the Three Rivers branch, at its meeting last week and was able to secure some representation from that centre. The divisional secretary has also placed the matter before members in St. Johns, Drummondville, Sherbrooke and Quebec at various meetings held.

A failure opportunity offered by this train to do trade mission parent throughout Quebec, but being steadily broken down importance of manufacturing their ware home to industry province. It is hoped that of April, Quebec will have proper place beside the of Ontario in the matter the train.

## Trade Mission to Haiti

J. A. Scarpa, ex-managing director of the National Bank of Haiti, spent a week in this city recently. While here he addressed the Montreal Chamber of Commerce. He came sponsored by the Canadian Pacific Railway.

Mr. Scarpa is now in the city to secure an opportunity to manufacture and for Canada. He is of the opinion that a great deal of important business is now coming through the ports.

While here the C. P. R. announced it put a steamer on this route, from Montreal in the summer and St. John in the winter if 600 tons of freight was guaranteed and Mr. Scarpa while here was hard to secure the necessary amount of traffic to warrant inauguration of such a service.

He also interviewed the Canadian Government Merchant Marine while here and reported having received very encouraging assurances from the management of the co-operation of the government lines.

## Engineering Company Move Into New Plant

The Alex McKay Co., Limited, who have a general machine, boiler and tank manufacturing business and are also ship repairers in Quebec, have moved into their new plant at the west end of the Louise Embankment. The building is of steel frame, semi-mill construction, 200 x 60 feet, and cost \$30,000. The company look for \$250,000 output this year and are now employing about eighty hands.





Let

# **Beath**

## **Steel Barrels**

### **Build Customer Good-Will For You**

Scores of firms have found that tireless efforts to manufacture good products and sell them at fair prices "went to pot" through delivery troubles. They've found that to clinch and hold customer good-will their products must be delivered in A-1 condition packed in the best containers. They've adopted Beath Steel Barrels as standard shipping packages as the best way to eliminate their shipping troubles and assure repeat orders.

You, too, can build customer good-will with Beath Steel Barrels. Why not start to-day?

Write for our folder "The New Way to Win Repeat Business."

**W. D. Beath & Son, Limited**  
 Toronto - - - Montreal

## **The Bankruptcy Act**

### **For Sale by Tender**

Tenders will be received by the undersigned up to 12 o'clock noon on April the 30th, 1923, for the purchase of the following assets of the old established business of

## **Canadian Hart Products Ltd.**

*Manufacturers of Abrasive Grinding Wheels*

**Hamilton, Ontario**

consisting of:—

**Parcel No. 1**—Factory premises, being one storey brick building 175 feet deep by 300 feet front, divided into three sections by two fire walls, steam heated, electric lighted and sprinklered throughout, on Burlington Street East in factory district, near International Harvester and Steel Company of Canada, erected on lands having a frontage of about 435 feet by 240 feet depth, on local street railway and suburban electric lines and has Grand Trunk switch entire length of property.

**Parcel No. 2**—Plant and machinery (including 3 kilns) installed in above premises as per inventory.

**Parcel No. 3**—Patterns, dies, tools and miscellaneous equipment in above premises as per inventory.

**Parcel No. 4**—Raw materials, wheels in process and manufactured goods as per inventory.

**Parcel No. 5**—Office and factory furniture as per inventory.

**Parcel No. 6**—Factory site containing about 7¼ acres in town of Dundas on line of suburban electric railway over which Michigan Central and Canadian Pacific Railways have running rights.

Tenders will be received for the 6 parcels "en bloc," including formulae and goodwill. Tenderers are requested to state the amount apportioned by them to each parcel. Tenders will be received for the 6 parcels separately, and in case the whole property may be sold more advantageously in separate parcels, such tenders may be accepted. All taxes, insurance, water rates and similar items will be adjusted to completion of sale.

Purchaser shall search the title at his own expense, and the Trustee shall not be required to furnish any abstract or produce deeds, declarations or any other evidence of title except those in his possession. The purchaser shall have ten days in which to make any objection or requisition in respect to the title, and in case the purchaser shall within such time make any objection or requisition which the vendor shall from any cause be unable or unwilling to remove or answer, the Trustee may rescind the sale, in which case the purchaser shall be entitled only to a return of the deposit money without interest, cost or compensation.

**Terms of Sale:** One-quarter cash and the balance in 30 days with interest at seven per cent. satisfactorily secured, or such terms as may be arranged.

A marked cheque to the order of J. J. Conway, Trustee, for five per cent. of the amount of the tender must accompany each tender, which cheque will be returned if tender is not accepted and forfeited if the tender is accepted and not completed by the purchaser.

The highest or any tender not necessarily accepted.

Further particulars as to the property and inventories may be had on application to the Trustee.

DATED at Hamilton this 27th day of March, 1923.

J. J. CONWAY, Trustee,

Bank of Montreal Chambers,

Hamilton, Ontario.



## Tariff and Kindred Matters of Interest to the Members

Summarized by the Tariff Department, C. M. A.

### Board of Customs Decisions

Golding Tableting Press, per illustration, exported by the Golding Manufacturing Company, Franklin, Mass., declared dutiable under tariff item No. 454 at the rate of 30% ad valorem under the General Tariff.

Oster Geared Pipe Threading Machine, per illustration, exported by the Oster Manufacturing Company, Cleveland, Ohio, declared dutiable under tariff item No. 463 at the rate of 27½% ad valorem under the General Tariff.

Tipping Bucket Rain Gauge, and Rainfall Register, imported by the City of Toronto, from Julien P. Friez and Sons, Baltimore, Md., declared dutiable under tariff item No. 657 at the rate of 25% ad valorem under the General Tariff.

### Departmental Rulings

From this date until otherwise advised. Artificial Silk Yarn, singles only, and Artificial Silk Tops, when imported for manufacturing purposes, may be entered under tariff item No. 532, duty free.

The Department of Customs and Excise states that information before the Department shows the following brass

and copper basic products to be of a class or kind manufactured in Canada:

Copper in sheets up to 60" wide.

Copper in rolls, 3/32" to 20" wide and .005 to .125" thick.

Copper wire.

Brass, bronze, gilding and nickel silver in sheets, strips, plates, rolls and circles, 3/32" to 48" wide and .005 to .625" thick.

Rods—brass, bronze and nickel silver alloys in round, hexagonal, square, rectangular, and special shapes. .09" dia. to 3½" dia.

Seamless brass and copper tubing, (not including condenser tubes) up to and including 1" outside diameter.

NOTE: The following brass and copper products are at present not manufactured in Canada: Condenser tubes and rods, copper.

### Sales Tax Rulings

On and after the 20th day of January, 1923, (the date of Order in Council P. C. 115) the Sales Tax shall apply and be deemed to have applied to sales by manufacturers, wholesalers, jobbers, or producers, to the Canadian National Railway Company and to importations

by the said company of goods not specifically exempted by or under Sec. 19 BBB (1) of the Special War Revenue Act as amended.

NOTE: This cancels the ruling published in the January number of Industrial Canada, page 158.

### Newfoundland

The following information has been received with reference to the removal of the additional surtax of 25% which has been in effect since May 26th, 1921.

Effective February 17th, 1922, Newfoundland withdrew Customs supertax of 25% of duty and surtax.

Present regulations include regular duty on which there is surtax of ten per cent. plus sales tax of five per cent. on cost of goods and amount of duty and freight.

### Invoice Requirements of Bahamas, Southern Rhodesia and Northern Rhodesia

Information has been received that Bahamas, Southern Rhodesia and Northern Rhodesia now require invoices to be covered by invoices in Canada and bearing the certificate of origin, recommended by the Customs Conference. This form of invoice and certificate published in the December issue of Industrial Canada, and specimens will also be furnished on application to the Tariff Department.



Steel Engraved Bank Notes  
Postage and Revenue Stamps  
Bonds and Debentures  
Stock Certificates, Cheques, Drafts  
and other Monetary Documents.

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LIMITED**

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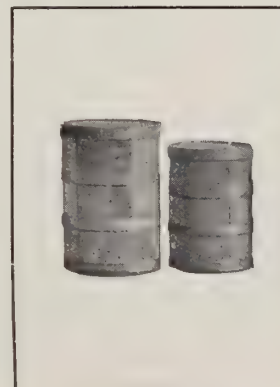
*Manufacturers of*  
**Tight Cooperage  
 and  
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For Liquids

A Barrel or Keg  
 for Every Purpose

*Write for Prices.*



For Dry Products

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HAMILTON :: CANADA

Sole Manufacturers of the Celebrated

**“MAPLE LEAF” Brand  
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and

**“MAPLE LEAF” Brand Belt Dressing**



We have a good stock of well seasoned belting on hand, and would be pleased to receive your orders. Ask your Superintendent what he requires. The best is the cheapest.

WRITE FOR SAMPLES AND PRICES

**Quebec Branch: 51 Duluth Building, Montreal**



## Parliament's Work Reviewed

(Continued from Page 70)

In Parliamentary corridors the main objection to the amendment to section 88 is that the registration with the receive-

er-general will be largely meaningless as it offords no indication whether the loan is for one thousand or a million



SALESMEN AND EXECUTIVES OF THE PEDLAR PEOPLE, LTD., OSHAWA.

Photograph taken during the course of a convention, attended by branch managers and sales representatives from all parts of Canada, held recently at the head office of The Pedlar People, Limited, Oshawa. The convention occupied the better part of a week and many matters connected with the building and general construction industries were discussed.

dollars and the absence of a business man's name from such register is no indication to foreign shippers of his financial standing as his name may not appear on the register because banks would be unwilling to grant him loans even under section 88.

On March 27 the Acting Minister of Railways delivered the annual statement concerning the railway situation as it affects the government-owned lines. Space does not permit an analysis of the statement. The outstanding feature was the improvement in the operating ratio of the component parts of the National System as follows:

	1922	1921
Canadian Nor	104.85	109.37
Canadian Government		113.85
Grand Trunk Pacific		124.21
Entire System		
The ratio of 1922 as follows: last year's other expenditure		

The Prime Minister of the Government has already asked the reduction of last year's handling of this that if the Government made a similar Government with the necessary force with the nation in 1922.

Parliament recessed on April 10, expected about

# TWEED

## Steel Sundries for Manufacturers

is one of our specialties. Although our prices are very reasonable as compared with others, "Tweed" products are equal in quality to the finest imported goods.

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Write for further particulars or send blue print or rough drawing of anything you want, and get prices.

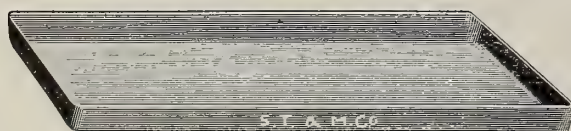
## Steel Trough & Machine Co.

Limited

Tweed - Ontario



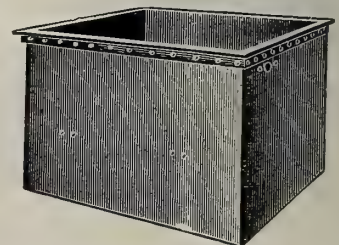
Steel Buckets.



Heavy Steel Pans.



1/4 Plate and Lighter Round Welded Tanks.



1/4 Plate and Lighter Welded Tanks.

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How many men in your plant work standing in their own light?



How many men in your plant work under a blinding glare?



How many men in your plant grope for their tools in semi-darkness?



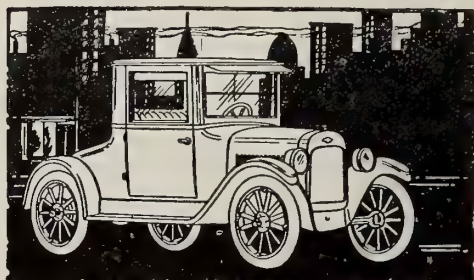
How many men in your plant carry work to windows for fine measurements?

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*If not mentioned here it is  
probably an "Etc."*

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ETC.

Our plants are thoroughly equipped for large and efficient production, and we invite correspondence from those interested.

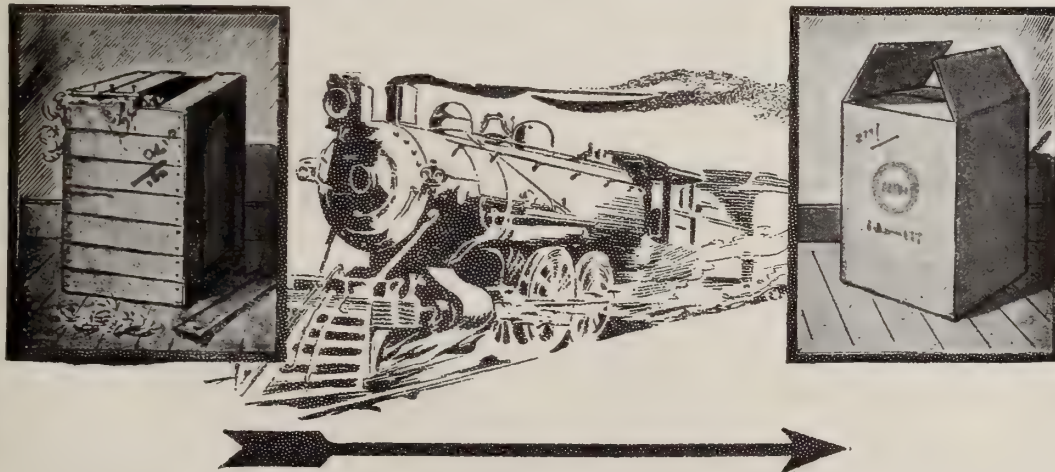
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## CANADIAN CAR & FOUNDRY CO., LIMITED

CANADIAN STEEL FOUNDRIES LIMITED  
THE PRATT & LETCHWORTH CO., LIMITED

Plants at— Montreal Amherst, N.S. Welland, Ont. Brantford, Ont. Fort William, Ont.

## H. & D. Corrugated and Solid Fibre Board



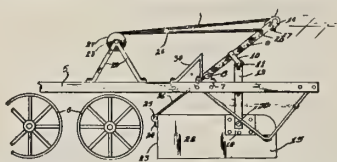
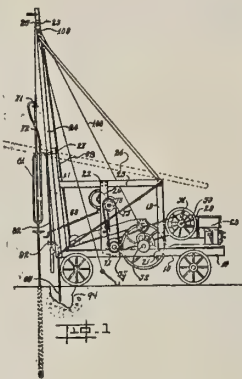
**CONTAINERS** will save on your transportation charges, save your floor space, cut down packing expenses, and give you positive protection against loss from damage and pilfering. Write for prices and samples.

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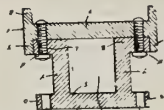
# PATENTS FOR SALE

A well drill, comprising a wheel supported frame, a boom connected to said frame, a pulley arranged in said boom, a windlass mounted on said frame, an engine disposed on said frame adjacent said windlass, shafts journaled in said frame, a pulley mounted on one shaft and adapted for actuation by said engine, a gear on said shaft, a gear and eccentric on the other of said shafts, said gear having engagement with the gear on the first-mentioned shaft, a cable attached to said windlass, a drill comprising sections attached to said cable, means for actuating said drill, and a pump for flushing the drill. Henry Kiehlbauch, Hillard, Alta., Canada.



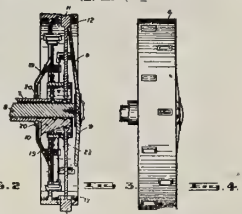
A road machine, the combination with a motor operated vehicle, of a scoop formed with a cutting edge, adapted for contact with the road bed, a pair of levers pivotally mounted on said vehicle, link and lever connection between the levers and scoops, drums mounted on said machine, a cable connected to said levers for elevating and lowering said scoop through said link and lever connection and a cable connected to the other of said drums and to the said scoop for tilting the same. Harry Highman, Fenwood, Sask., Can.

A railroad tie comprising a base in the form of an I-beam including a web and flanges upstanding above and depending below the web, an inverted trough-shaped upper member comprising a top, sides and feet extended outwardly from the sides, the feet fitting between the upstanding portions of the flanges and resting on the web, the top having outstanding lips provided with openings adapted to receiving rail attachment means, and securing devices connecting the feet of the upper member with the web of the base. D. M. Harter, Sacramento, Cal.

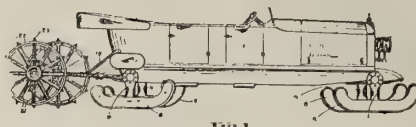
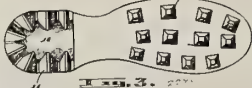


A drive wheel con-

struction for tractors comprising in combination with the drive axle of said tractor, a cam-shaped hub positioned on the said axle, a rim, spokes supporting the said rim and connected to the said axle, rods radially disposed from the said cam shaped hub, rollers on the inner ends of the said rods and bearing against the face of the cam-shaped hub, earth gripping members or projecting lugs positioned on the outer ends of said rods and coil springs on the said rods functioned to keep the same in normal position. Henry Krombein, Winnipeg, Man., Canada.



This invention has relation to a sole having a plurality of bars angularly positioned across its forward wearing surface and a circuitous ridge formed at its rear end, said ridge having its inner wall slanted. Canadian patent rights for sale by S. C. J. Gill, Winlaw, B.C., Canada.



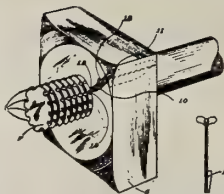
A motor vehicle supported on runners having the usual differential in its rear axle, an auxiliary drive shaft having one end extending rearwardly from said differential and operatively connected thereto, a differential connecting at the opposite end of said auxiliary drive shaft, said auxiliary drive shaft actuating a transverse drive shaft by means of a suitable differential, drive wheels mounted on the outer terminals of said transverse drive shaft, gripping lugs from the circumferential periphery of said drive wheels, casings for said auxiliary drive shaft and said transverse drive shaft and support rods to said casings. Mrs. Velma Rose, Cavell, Sask., Canada.

A firearm

having a rifling comprising lands and grooves, of an expansible projectile adapted for use with said firearms, said projectile having a normal diameter which is greater than the true bore of the rifling and less than the diameter across the bottoms of the grooves, said lands, grooves and projectile being relatively proportioned to effect relatively deep creases in the surface of the projectile into the grooves to fill the grooves completely due solely to the displacement of the metal by the lands without stripping or overiding the lands when the projectile is fired. A. B. Lashley, Salchaket, Alaska.

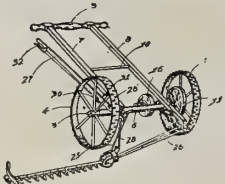


A Nut Lock comprising in combination, a nut, a bolt, notches configured in the circumferential periphery of the threads on the said bolt, an opening positioned through the said nut in alignment with the said bolt, a key positioned in the said opening for engagement with the said notches configured in the circumferential periphery of the said threads positioned on the said bolt, said means comprising an arcuate groove positioned along one side of the said transverse opening, the opposite periphery of the said opening being arcuately configured, the said arcuate groove adapted for the reception of the key, the said key functioned to tension against the aforementioned key and press the same into the arcuate periphery of the said opening, thus reducing the length of the same in alignment with the said notches and permitting retrograde rotation of the said nut. Samuel Marshall, Waterhen, Manitoba.



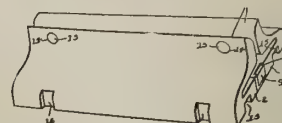
A hand mower

constituting a wheel supported axle, a casing over the said axle, a frame connected to the said casing, a handle connected to the said frame, a knife bar carried laterally and forwardly of the said frame, means for actuating the knives of the said knife bar and a fly wheel for the purpose of adding impetus to the advancement of the machine. E. Leclair, Rochester, Alta., Can.



My invention

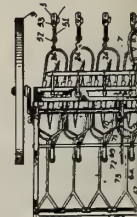
has relation in combination with a pan, slots formed in the upper portion of the ends, stubs in said ends, said stubs being in alignment and under said slots, strips slidable through said slots and retained by said stubs positioned in elongated slots in said strips. Clara Driver, Thessalon, Ont. Canada.



A rail chair and joint comprising a pair of members each comprising a fish plate and an inwardly extending base flange, said base flanges being provided with interengaging ears, the said ears having a longitudinal bore and the said fish plates being each provided with pins to pass through openings in the rail shanks and each fish plate also having openings to receive the pin of the other fish plate a locking bolt arranged in the bores of the ears locking and clamping said bolt being rectangular cotter pin extending preventing longitudinal the bottom face of the member being provided with inally arranged grooves for the location of air. Julius Ohio. U.S.A.



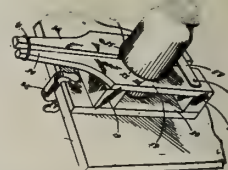
A Swinging Crane, the a hoisting device movable on an anti-friction bearing to and supporting the column so that the column and an separate from the support said bearings comprising extending, around separately, to the column. Chas Pa., U.S.A.



An agricultural implement frame suitably mounted frames supported from a manner as to allow of said auxiliary frames, other, cutting discs, auxiliary frames and frames in a downward position. Donald, 69 Magee St. ada.

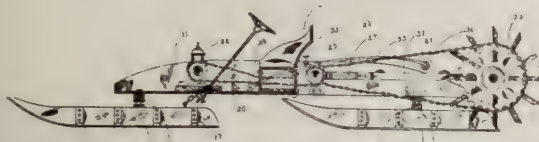
A fruit jar

clamp and holder comprising a rectangular base, a block secured across the rear end of the base, a second block secured across the front part of the base, a jaw fixed on top of the blocks and having a forwardly projecting tapered handle and a semi-circular recess in one side face between the blocks, a plate mounted transversely on the rear end of the jaw, a second jaw pivotally mounted between the plate and rear block and having a central semi-circular recess in opposition to the first recess and resting upon the forward block and having the forwardly extending tapered handle matching the first handle, and a ring adapted to slide upon the two handles so that pressing the ring backwardly pulls the jaws together due to the taper of the handles. Nathaniel H. Farlow, Box, 584, Pasadena, Calif., U.S.A.

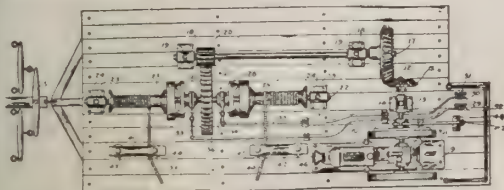




## PATENTS FOR SALE—Continued

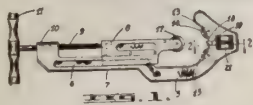


longitudinal members of said body and means acting on said spring members to regulate the tension thereof. David Heppner, Lair, Saskatchewan.



A stump puller comprising in combination a supporting platform, rotary drums mounted on the said platform, means actuating the said rotary drums and said platform mounted on wheels and said wheels provided with gripping flanges. Richard Daniels, Spring Bank Farm, Lisdale, Sask., Canada.

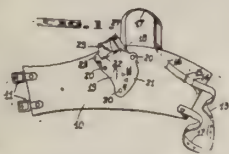
A pipe cutting tool, burring mechanism adapted for removing the burr caused by the cutters of the



said cutting tool during the cutting operation, said burring mechanism constituting a burring head disposed intermediate the cutters of the said cutting tool, means whereby the said burring head may be adjusted to compensate for variations in the nominal sizes of pipe, and means whereby the said burring head may be locked in adjusted position. W. Hayter and A. Penny, Carbonear, Newfoundland.

A Hasking Hook

comprising, in combination a member, adapted to fit the hand, a plate carried by said member, a hook hinged to said plate, a bifurcated resilient member secured to said plate, one portion thereof providing a hush slitting knife and the other portion a spring to press said hook forwardly. Joseph M. Koziol, Box 88, Columbus, Neb., U.S.A.



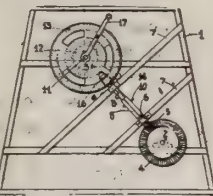
An Electric Switch including a

pair of contact members yieldingly held in engagement, a link pivoted at one end, an arm pivoted to its other end and adapted when in one position to throw said contact members out of engagement with each other, a bolt device fixed to said link and adapted to extend through a door casing, a cam on the free end of said bolt device, means for yieldingly holding said cam out beyond the door casing when the door is open, means for holding said arm in position where its movement will disengage the contact members, the parts being so arranged that closing of the door will cause the bolt device to move said arm for disengaging the contact members, and means for locking the said arm in position where the contact members will be disengaged regardless of the position of the door. H. Kirtley, Melcher, Iowa, U.S.A.



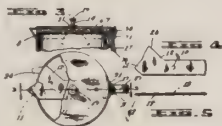
A driving apparatus

comprising a driven member, a driving member, a dual bevelled gear carried by the driving member and formed with one of its gear elements in surrounding relation to the other but concentric therewith and having its teeth spaced from the teeth of the other said bevelled gear, a two-part extensible shaft having one section operatively connected with the driven member, a key carried in the other section of said shaft, a bevelled pinion meshing with the larger of the gears of the dual bevelled gear and having a spline in which said key may engage, and a bevelled pinion positively connected to the extremity of the said other section of the extensible shaft, means whereby the latter may be varied in length to throw the last named bevelled pinion into or out of operative connection with the smaller of the gears of the dual gear and engage or disengage the said key with the said spline. Henry T. Weaver, Heart Lake, Alberta.



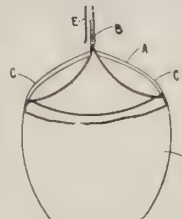
A can cover of the

character described, comprising a lid having a downwardly extending flange fitting on the can, a spout in said flange, a slot in the flange adjacent the spout, a hole in the lid for admission of air into the can and a slide pivotally secured to the lid in parallel relation to the same adapted to cover the spout and the hole and to be turned into the slot so as to free both spout and hole. Helena Paulina Ciesielska, San Miguel, Cal.



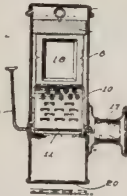
A bag comprising a

body formed of suitable flexible material, and a wire frame portion formed from a single piece of wire disposed at the mouth of the bag and secured thereto, the wire of said frame being bent so as to form a pair of loops extending downwardly and joined together at their upper ends only, by twisting of the wires. Emma Henderson, Harpersfield, N.Y., U.S.A.



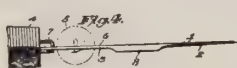
A soap receptacle with an

arcuately enlarged portion near its lower end, and a delivery position below the said enlargement, a gravitating weight in the upper part of said receptacle, a hollow bracket attached to said receptacle opposite said enlargement, an oscillatory abrasive member in said enlargement, and an actuating rod mounted in said enlargement and having one end disposed in said bracket and the other end formed with an operating portion. Edwin J. Kendall, Beaver Cove, Vancouver Island, B.C., Canada.



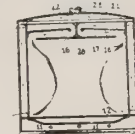
A spark-plug

point cleaner and a gauge composed of a member having a blade formed with a smooth face on one side and having the face of its opposite side provided with file teeth so that the smooth face can engage the slide on the straight point of the spark plug while the file teeth are acting upon or cutting the end of the usual right-angled point of the spark plug, and said blade being of such thickness as to act as a gauge to determine proper spacing of the points, the free end of the blade being smooth on both faces so as to allow it to be used to wedge the points apart in initially introducing the blade between the points. Walter L. Boardman, 1486 Milwaukee East, Detroit, Mich., U.S.A.



My invention has relation to a quantity of the extract of tamarack bark, hops, dandelion root and spring root, combined with a quantity of brandy and honey, mingled by agitation, for the purpose as set forth. Canadian patent rights for sale by Mr. Simon Crowley, R. R. No. 2, Excel., Alta., Can.

A baking oven provided with a double top and bottom, the combination of a heating chamber under the double bottom, means for generating heat in said chamber, upper chambers below the double top of the oven, having openings into the exterior of the oven, flues



forming upright walls of the oven, part of such flues leading from said heating chamber into said upper chambers and another part of such flues leading from the interior of the oven near the bottom to the interior of the double top of the oven, and an outlet from the interior of the double top of the oven. Charles W. Zweily, Willow Springs, Ill., U.S.A.

A plane-scraper

having a frame, a rod spanning said frame, a front plate having a turned edge journaled on said rod, means associated with said plate and said frame to secure the plate in adjusted positions, ears extending from the plate, a rod mounted by said ears, a back plate intermediate said last rod and the adjacent portion of the front plate, flanges on the back plate resting on the second-mentioned rod at one end, a blade intermediate the front plate and back plate of a width less than the width of the space between said plates, screws mounted by both of said plates and engageable against the blade on opposite sides to vary the angularity thereof, and a screw on the front plate engageable with the blade to urge it against the back plate at a distance from the first-mentioned screws. Chas. J. & Carl A. Lofdahl, 909 So. Water St., Joliet, Ill., U.S.A.



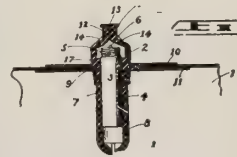
A plant protector com-

prising sections, each corner of the lower ends of said sections being extended and tapered, a covering over said brace members for holding said sections apart rigidly when in use and said brace members adapted to allow said sections to come together when not in use. George Howard McNulty, P. O. Box 233, Saskatoon, Sask., Canada.



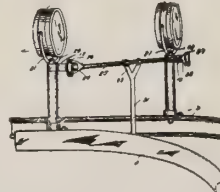
A holder for a

valve including a tubular member adapted to receive the valve flaps formed upon the tubular member and adapted to be attached to the bladder to hold the tubular member in position, a compressible head formed upon a tubular member exterior of the bladder and concealing the valve, said head having a slot therein, the head having a bead and ribs thereon normally holding the slot closed and being so shaped that upon compression of the opposite sides thereof said slot will be opened and the valve exposed. J. C. Jensen, c/o McDonough & McDonough, Plainfield, N.J., U.S.A.



Derigible headlights

comprising a pair of standards mounted thereon, each said standards comprising a bolt substantially mounted to the channel beam of the chassis a sleeve over the said bolt, a bushing supporting the lower terminal of the said sleeve and substantially mounted on the channel beam, a lever arm, extending from the upper terminal of the said sleeve, a yoke supported on the said lever arm, the said yoke supporting a headlight, a transverse rod having bifurcated brackets on the outer terminals thereof engageable with the outer terminals of the said lever arms and means embodying a vertical member bifurcated at its ends co-operating between the said transverse rod and the steering knuckles of a steering gear for the purpose as set forth. B. Wait, R. R. 7, Calt, Ontario.



Harold C. Shipman & Co., Patent Attorneys, Ottawa, Canada



# The Bankruptcy Act

## For Sale by Tender

Tenders will be received by the undersigned up to 12 o'clock noon Monday, April 16th, 1923, for the purchase of the following assets of

## Universal Stampings Limited

Manufacturers of Electric Switch Boxes  
Hamilton, Ontario

consisting of:—

**Parcel No. 1**—Stock in trade comprising chiefly Electric Switch Boxes and parts and materials and supplies therefor per Inventory (a).

**Parcel No. 2**—Office Furniture per Inventory (b).

**Parcel No. 3**—Factory Premises, being two-storey Frame Building 60 x 40 erected on rear of Lot 60 x 60 known as City No. 152, Dundurn Street North, Hamilton.

**Parcel No. 4**—Machinery installed in above premises per Inventory (c).

**Parcel No. 5**—Machinery installed in above premises per Inventory (d).

**Parcel No. 6**—Machinery installed in above premises per Inventory (e).

**Parcel No. 7**—Punches and Dies per Inventory (f).

The whole 7 parcels being inventoried at \$23,624.70.

Tenders will be received for the 7 parcels "en bloc," including good-will. Tenderers are requested to state the amount apportioned by them to each parcel. Tenders will be received for the 7 parcels separately, and in case the whole property may be sold more advantageously in separate parcels, such tenders may be accepted. All taxes, insurance, water rates and similar items will be adjusted to completion of sale.

Purchaser shall search the title to Parcel No. 3 at his own expense, and the Trustee shall not be required to furnish any abstract or produce deeds, declarations or any other evidence of title except those in his possession. The purchaser shall have ten days in which to make any objection or requisition in respect to the title, and in case the purchaser shall within such time make any objection or requisition which the vendor shall from any cause be unable or unwilling to remove or answer, the Trustee may rescind the sale, in which case the purchaser shall be entitled only to a return of the deposit money without interest, cost or compensation.

**Terms of Sale:**—One-quarter cash and the balance in 30 days with interest at seven per cent. satisfactorily secured, or such terms as may be arranged.

A marked cheque to the order of J. J. Conway, Trustee, for five per cent. of the amount of the tender must accompany each tender, which cheque will be returned if tender is not accepted and forfeited if the tender is accepted and not completed by the purchaser.

The highest or any tender not necessarily accepted.

Further particulars as to the property and inventories may be had on application to the Trustee.

DATED at Hamilton this 28th day of March, 1923.

J. J. CONWAY, Trustee,

Bank of Montreal Chambers,  
Hamilton, Ontario.

## Deaths Among Prominent Manufacturers

### William S. Bean

William S. Bean, a pioneer manufacturer of Woodstock, Ont., died in Toronto on March 19 at the age of seventy. He was born in Scarboro Township and in his youth lived at Maplewood. He was in business in Listowel for two years and in Gorrie for 13 years. He then moved to Woodstock where he helped to found the confectionery manufacturing firm of Bean & Westlake. He retired from active participation in this firm some time ago but was still on the directorate. He was also a former president of the Canadian Oil & Gas Producing Co., Robinson, Ill., U. S. A.

### Herman Henry Pitts

Herman Henry Pitts, president of the People's Gas Co., Limited, Ottawa, died suddenly on March 19. He was born in New Brunswick of Loyalist stock, and owned and edited the "weekend Reporter" at Fredericton, for 20 years, and 1898 he was elected to the New Brunswick Conservative member for York County.

In 1901 he came to Ottawa with the People's Gas Co., Limited, of which he was president at death. They were one of the first manufacturing generators and accessories in Canada. In 1919 Pitts Construction Co. In 1916 he became Toronto Railway Co. and was appointed at that time he had given much of his time to interests of shareholders in that corporation, represented large numbers of them at general meetings.

### Samuel James Williams

Samuel James Williams, founder of the Williams & Rome Co., Limited, and president of that amalgamation with Cluett, Peabody & Co., died suddenly in Santa Barbara, California, and was the only honorary member of the C.M.A.

Mr. Williams was born in Madison, Indiana, was in business in Indiana and New York until 1881 when he came to Toronto and established the firm of Williams, Levin & Hamburger. In 1881 the firm became a manufacturing firm, Williams, Greene & Rome Co., which he moved to Kitchener, Ont., in 1885.

In the C.M.A. Mr. Williams served on both the Executive and Tariff Committees. His work on the latter Committee was particularly valuable, for one in which he was keenly interested. The spirit of welfare work in industry had made him an authority on the subject and many of his suggestions were adopted by other manufacturers.

### Vivian de Vere Dowker

The death of Vivian de Vere Dowker, president of the Van Allen Co., Hamilton, occurred at the Western Hospital, Montreal, on March 1. Mr. Dowker was born and educated in Montreal and was for many years connected with Gault Brothers & Co., Limited. A few years ago he acquired the Van Allen Co., Limited, shirt manufacturers, Hamilton, of which he was president at the time of his death. He was well known throughout Canada through his connection with the Shirt Manufacturers' Association, of which he was one of the most active members.

### J. A. Christie

J. A. Christie, one of the best known business men of Amherst, N. S., and general manager of Christie Brothers & Co., died on February 28, aged 73 years. He belonged to a family prominent in the industrial development of Nova Scotia. Two of the brothers, George and Charles, established the manufacturing business and were later joined by J. A. Christie. For the past fifteen years he had been the active head of the industry.





**John V. Gray Construction Co.**  
LIMITED

**General Contractors**

**Toronto Windsor London Haileybury**

**OUR NUMBER 1921**  
**Rubbing and Polishing Varnish**

**Satisfies the Most Exacting Finishers**

Nineteen-twenty-one Rubbing and Polishing Varnish is an old style varnish, perfected to meet modern conditions. It is pale in color, of good body, flows freely under the brush, and sprays perfectly. It dries in 48 hours and two coats over Shellac builds up a fine full finish. If dried properly it is print proof.



*All inquiries will receive our immediate attention*

**BERRY BROTHERS** INC.  
**Varnishes Enamels Stains**

**Walkerville - - Ontario**

**Industrial Representative: WM. HOME, 34 Victoria St., Toronto**



## DOMINION BUTTON Manufacturers Limited

Established 1870

Kitchener - - - Canada

Manufacturers of all kinds of  
Vegetable Ivory and Pearl Buttons.

High Class Goods for  
Men's, Women's and Children's Clothing,  
Knitting Mills, Shirts, Trousers and Shoe  
Manufacturers.

Also for Jobbers and Export Trade.

The LARGEST and the OLDEST BUTTON  
MANUFACTURERS in Canada

Represented by:

Mr. C. H. Bemer, 57 Water St. N., Kitchener, Ont.  
Mr. M. C. Brubaker, 57 Water St. N., Kitchener, Ont.  
Mr. Fred McGregor, 802 Bower Bldg., Vancouver, B.C.  
Messrs. Cockburn, Leighton Co.,  
149 Notre Dame E., Winnipeg, Man.

### Canadian Hart Products

Tenders are being called by J. J. Conway, trustee, Bank of Montreal Chambers, Hamilton, for the purchase under the Bankruptcy Act of the assets of Canadian Hart Products, Limited. These include a one-storey brick factory 175 x 300 feet on a 435 x 240 feet site in Hamilton, plant, machinery (including 3 kilns), patterns, dies, tools, raw materials, abrasive wheels in process and manufactured goods, office and factory furniture and a 7¼ acre factory site in Dundas, Ont. The terms of sale are one-quarter cash and the balance in 30 days with interest at 7%, or such terms as may be arranged.

### Universal Stampings, Limited

The stock, equipment and premises of Universal Stampings, Limited, 152 Dundurn St. N., Hamilton, are being sold under the Bankruptcy Act by J. J. Conway, trustee, Bank of Montreal Chambers, Hamilton. He will receive tenders up to 12 noon, April 16. The factory is building, 60 x 40 feet, on a lot 60 x 60. Particulars may be obtained on application to

One of the largest industrial fires in recent months occurred in Toronto on March 11, when the vacuum tube department of the Canadian General Electric Co., Limited, which housed the aged and the warehouse gutted. Unofficial loss at \$250,000, fully covered by insurance. The building, which contained much expensive equipment, suffered some damage by water, but other valuable machinery and a great deal of manufactured stock was lost.

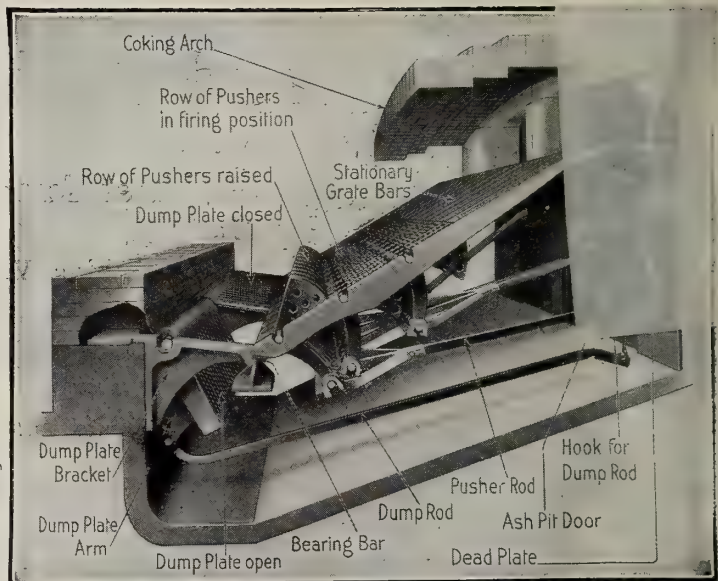
An explosion at the plant of the Hamilton Co. on March 25, caused a fire to break out which destroyed building and contents with a loss of \$100,000. The opinion of A. Uger, president of the Hamilton Co. is that burglars had ransacked the building and had tried to wreck the place. The loss is partly covered by insurance.

# Important Fuel Savings

You are interested in saving fuel?

We do it for you in two very important ways. First—by means of a new, modern efficient Boiler, of which we build all types. Second—by equipping the Boiler with the National Hand Fired Stoker, which is the most efficient grate system yet devised for getting the best results from low grade coal and waste fuels.

Write us for prices and full information.

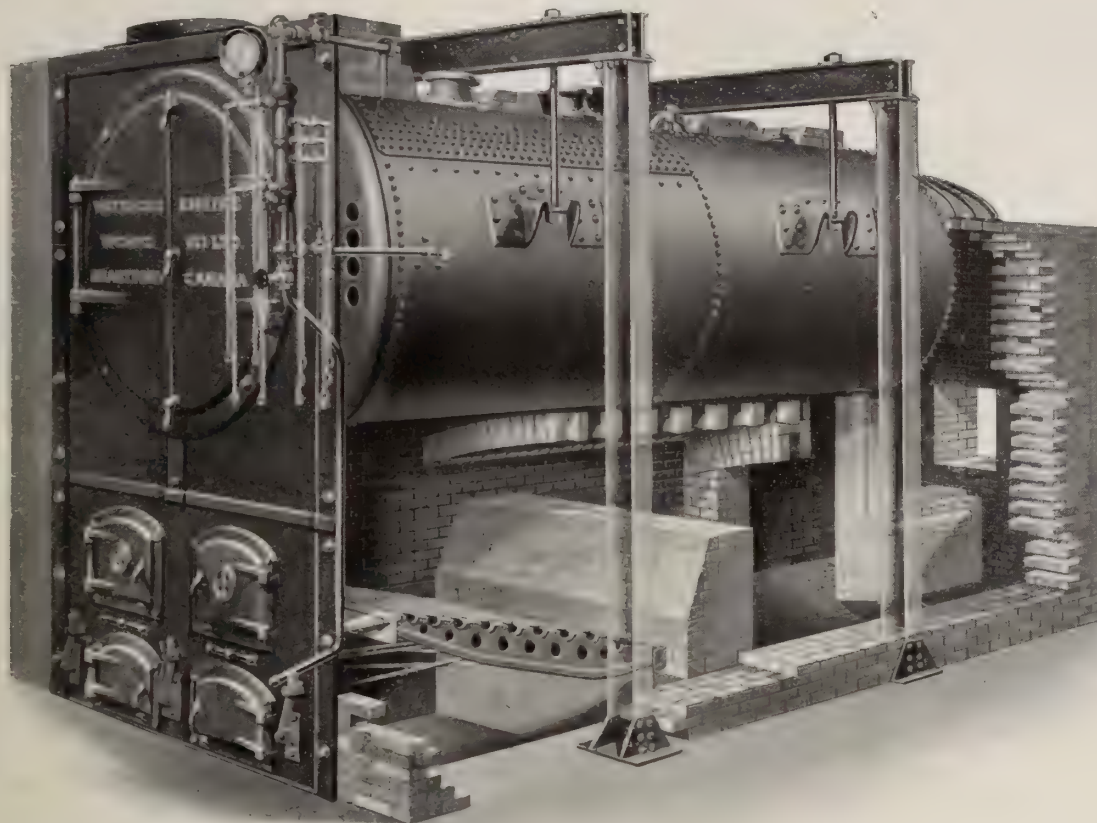


## Engineering and Machine Works of Canada, Limited

ST. CATHARINES, ONTARIO

Eastern Sales Office: Hall Machinery Co., SHERBROOKE, QUEBEC, and BIRKS BUILDING, MONTREAL





## **“FILES” HAND-FIRED STOKER WITH SMOKELESS SETTING SUCCESSFULLY ELIMINATES SMOKE**

*Can be installed under existing boilers without disturbing setting.  
Increases efficiency and saves fuel.*

**One Customer Writes:—**

“OUR FILES HAND STOKERS have now been installed about two years, during which time they have paid for themselves twice over, if we consider the saving in fuel.

“And, what we have and are doing with them others can do.

“We have found them most satisfactory and economical, particularly so in regard to the elimination of smoke.”

The Meriden Britannia Co., Limited	-	-	-	Hamilton, Ontario
The Mercury Mills, Limited	-	-	-	Hamilton, Ontario
The E. W. Gillett Co., Limited	-	-	-	Toronto, Ontario
Robert Crean & Co., Limited	-	-	-	Toronto, Ontario

are among the satisfied users of FILES STOKERS.

*We would appreciate an opportunity of submitting full information.*

# **Waterous**

**BRANTFORD, ONTARIO, CANADA**



MANUFACTURERS OF

# Steel Structures

OF ALL CLASSES

PARTICULARLY

**Buildings**  
**Bridges**  
**Tanks**

**MacKinnon Steel Co., Limited**

SHERBROOKE, QUE.

Montreal Office, 404 New Birks Building



## Water Systems For Canadian Industries

Travel where you will thru-out the Dominion, you will find, wherever industry flourishes, Des Moines Steel Tanks rising above the surrounding landscapes. No matter what the industry—woollen mills, silk mills, shoe factories, steel plants, iron foundries, railroads,—they all need water, both for running use and as fire protection, and to a degree too heavy to be met by the average community water systems. Because Des Moines elevated tanks offer the maximum in service and safety at the minimum cost, they are increasingly popular year by year.

Consult our engineer  
 tion about your problem  
 design, fabricate and  
 steel plate work, bridge  
 office buildings, schools  
 —the same excellent service

Send for Catalogue

**Canadian Des Moines  
Steel Co., Limited**

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Buy in Canada

**DES MOINES**

## When you plan new equipment—

you should get the impartial advice of Hydro engineers. They will gladly confer with your own engineer or factory superintendent regarding the installation and use of any new electrical equipment. Their services are yours for the asking—just send a postcard or telephone Main 8021.

**TORONTO HYDRO-ELECTRIC SYSTEM**

229 YONGE STREET

TORONTO

Telephone Main 8021



# UNION DRAWN STEEL CO., Limited

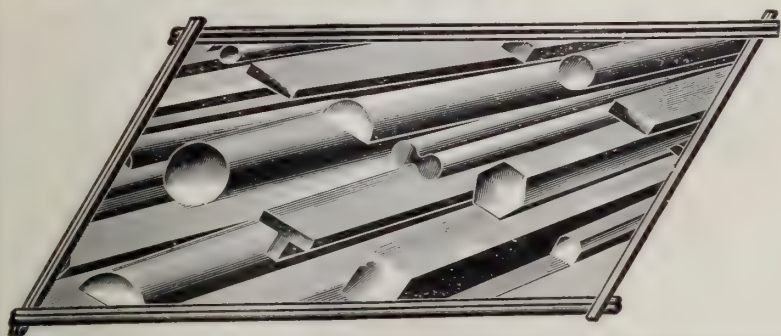
HAMILTON - ONTARIO

Manufacturers of

## Shafting

Rounds, Flats, Squares  
and Hexagons

LARGEST STOCK IN CANADA  
Get prices before ordering elsewhere



**LUMP LIME**  
Bulk and  
Barrels

**HYDRATED LIME**  
Chemical, Agricultural  
and Mason's.

**LIMESTONE**  
Fluxing, Rubble crushed,  
also Dimension.

**SAND**  
Building  
Asphalt.

## Standard Lime Company Limited

Joliette, Quebec

The Only Firm in Canada Hydrating High Calcium Lime

"This is a good quality of HIGH CALCIUM HYDRATED LIME. It contains only a trace of Magnesia. It is especially suitable for water softening and for any purpose in which a lime **free from Magnesia** is required **because of its purity.**" Milton-Hersey, Analysis 48447.

**QUALITY AND SERVICE UNSURPASSED**

On  
Canadian National and  
Canadian Pacific Railways

**HYDRATING PLANT**  
Joliette, Que.

**LIME PLANTS**  
Joliette and St. Marc, Que.

**SAND PITS**  
St. Félix de Valois, Que.

# Fenestra

STEEL WINDOW WALLS

## Canadian Metal Window & Steel Products Limited

Office and Factory: 160 River St., Toronto; Montreal Office: 169 Peel St.

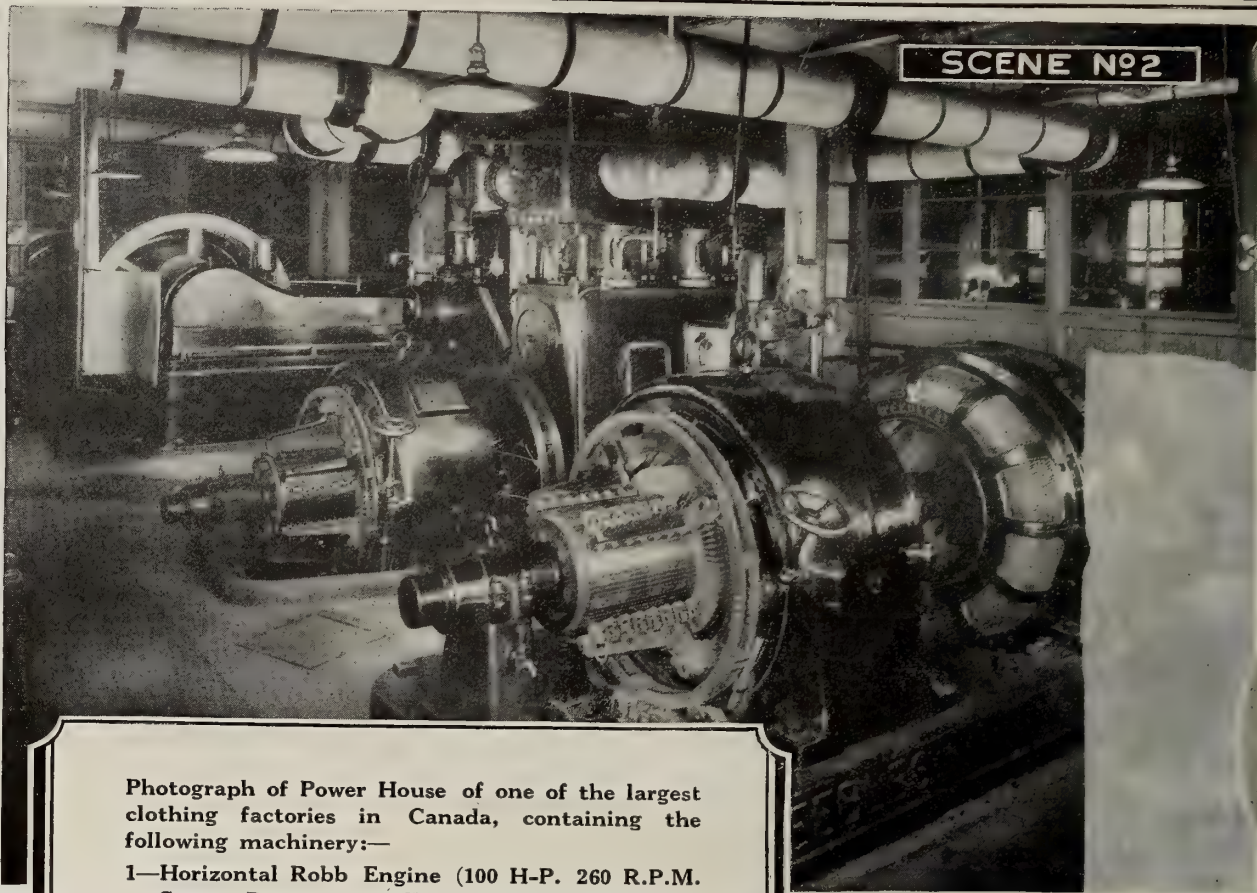
### AGENCIES:

R. R. Power, Royal Bank Chambers,  
Halifax, N.S.  
Gandy & Allison, St. John, N.B.  
W. J. Banks, 103 St. John Street, Quebec.

MacFarlane - Douglas Co., Ltd., 250 Slater  
Street, Ottawa.  
R. Y. Kilvert & Co., 402 Builders' Exchange,  
Winnipeg.

A. L. Charlebois, Avenue J and 20th Street,  
Saskatoon.  
Gormans, Limited, Edmonton, Calgary and  
Vancouver.





Photograph of Power House of one of the largest clothing factories in Canada, containing the following machinery:—

- 1—Horizontal Robb Engine (100 H-P. 260 R.P.M. Steam Pressure 100 lbs.) direct coupled to a D.C. Generator.
- 1—Robb-Armstrong Vertical Crank Case Engine (200 H.P. 425 R.P.M. Steam Pressure 100 lbs.) direct coupled to a D.C. Generator.
- 1—Bruce Peebles Motor Generator Set (100 K.W., 700 R.P.M.)

Imperial Lubricants in use:—

*Imperial Cylinder Oil.*  
*Imperial Solar Red Oil.*  
*Imperial No. 1 Crank Case Oil.*  
*Imperial Renown Oil.*

You *know* your machinery—the Imperial Oil man *knows* our lubricants. When the two of you get together you will easily be able to work out a satisfactory solution of the most difficult lubrication problem. Service supplements our years of experience in producing first-class lubricants for every industrial purpose. A letter to our nearest branch will secure for you detailed information regarding any phase of plant lubrication or the services of an Imperial lubrication engineer if you desire.

## IMPERIAL OIL LIMITED

### IMPERIAL LUBRICANTS

FOR MANUFACTURING  
MINING

#### CYLINDER OILS

Imperial Cylinder Oil  
 Imperial Valve Oil  
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 Imperial Beaver Cylinder Oil

#### ENGINE OILS

Imperial Solar Red Oil  
 Imperial Atlan  
 Imperial Reno  
 Imperial Bayo  
 Imperial Polar  
 Imperial Ario  
 Imperial Turbine Oils  
 Imperial Eldorado Castor Machine Oil

#### FOR VARIOUS INDUSTRIAL USES

Imperial Black Oils  
 Imperial Cutting Oils  
 Imperial Tempering Oils  
 Imperial Cordage Oils  
 Imperial Wool Oils  
 Imperial Ink Oils  
 Imperial Greases.



# The Pulse of Business in Canada

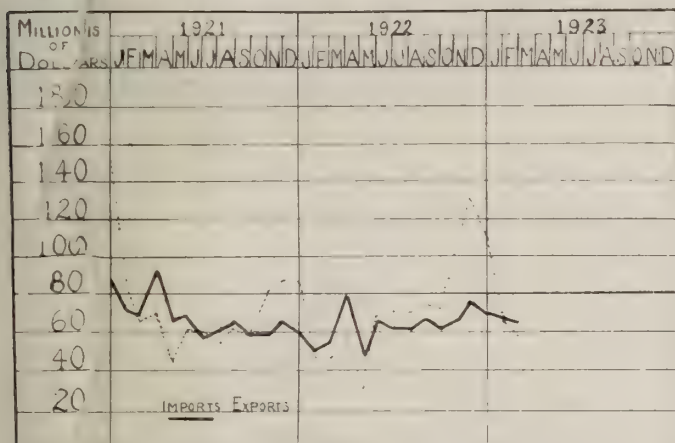
What Statistics are Showing

**DECLINES**, mainly seasonal, were shown in imports, railway earnings and bank clearings during the month of February. The negative balance of trade which was \$2,451,195 in January, was \$6,661,384 in February. This, however, is better than a year ago when there was an unfavorable balance of \$8,247,806, and the favorable balances of trade shown from May to December make it probable that the balance for the fiscal year, ending in March 31, will also be on the right side.

The building situation is improving, the value of contracts awarded in February exceeding the January total by about 3½ millions. Wholesale prices are showing a slight but steady upward tendency. Iron and steel production is much higher than a year ago. About 10,000 tons more iron and 5,000 tons more steel were produced in Canada in February than in February, 1922. Savings deposits and current loans increased in February, while demand deposits and call loans fell. The number of commercial failures, while still high, appears to be decreasing.

## Trade Returns

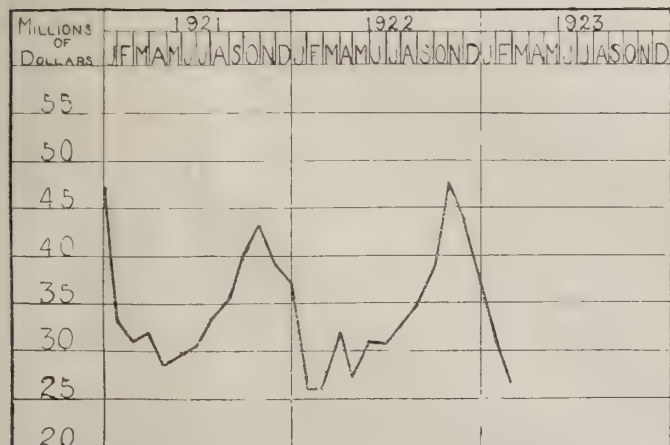
Imports during February declined from the January figure of \$68,083,845 to \$65,307,696. Exports fell from \$65,634,650 to



\$58,646,312, making an adverse balance of \$6,661,384. This compares with an adverse balance of \$8,247,806 a year ago.

## Railway Earnings

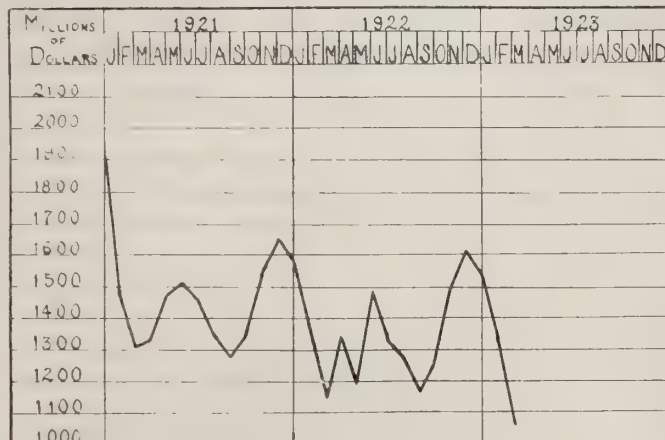
Gross earnings of the Grand Trunk, Canadian National and Canadian Pacific railways for February amounted to \$26,238,-



017. For January they were \$30,685,898 and for February, 1921, \$26,052,758.

## Bank Clearings

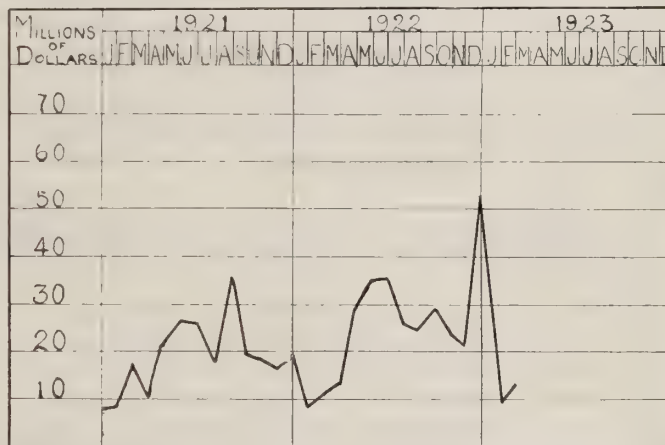
The February bank clearings at \$1,066,608,371 are lower than for the same month in the past three years. For Feb-



ruary, 1920, they were \$1,412,225,372, in 1921, \$1,305,629,387 and in 1922, \$1,151,058,784.

## Building Contracts

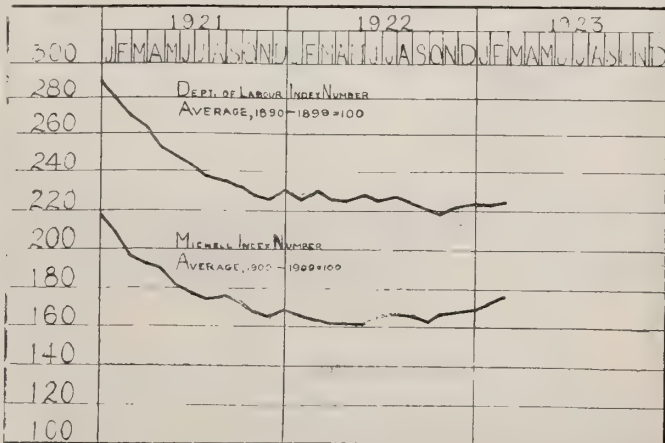
Contracts awarded in Canada during February amounted to \$13,311,800, according to figures supplied by MacLean Building



Reports, Limited. This compares with \$9,840,800 in January, and with \$10,718,300 a year ago.

## Wholesale Prices

Wholesale prices showed something of an upward tendency in February. The Michell index number rose from 171.9 to







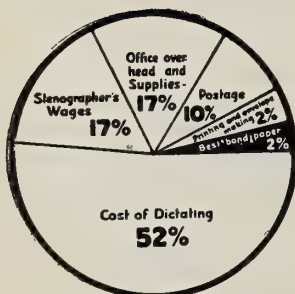
## FALSE ECONOMY versus TRUE ECONOMY

The cost of your business stationery could be maintained at a low level by a selection of a cheap grade of paper stock. The same method of economy could also be applied to the purchase of automobiles, shoes or houses, but the saving of money which detracts from quality is a policy both short-sighted and disastrous. On all sides there is abundant proof that the best is always the cheapest in the long run.

So with SUPERFINE LINEN RECORD — because the mere fraction of a cent-per-letter — that it entails above the price of ordinary stationery, will ensure the finest quality obtainable, commanding attention and respect everywhere.

## SUPERFINE LINEN RECORD

is an all-rag, tub-sized, loft-dried paper of extremely fine texture and color—a paper that of itself bespeaks dignity, stability and character for the communication which it conveys.



Mills at St. Jerome, P. Q. and Mont Rolland, P.Q.

**The ROLLAND**  
**Paper Company**  
LIMITED / MONTREAL

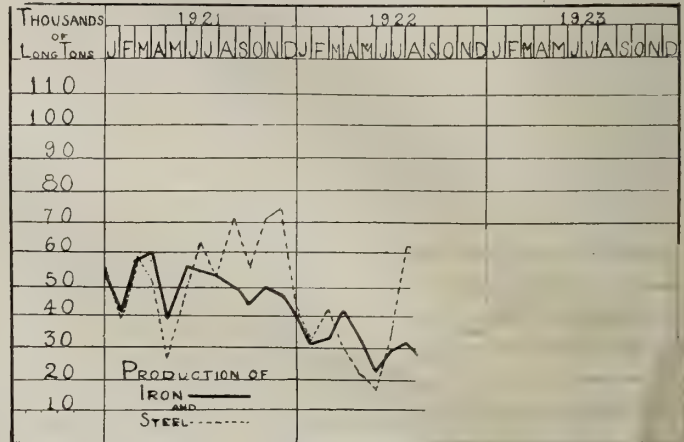
High-Grade Paper Makers Since 1882.

*Awarded Gold Medal  
Antwerp, 1885; Gold  
Medal Chicago, 1893,  
and Le Grand Prix  
Paris, 1900.*

176.3. The Department of Labor rose from 223.0 to 224.3. For February, 1921, the Michell number was 163.7 and the Department of Labor number 229.5.

### Iron and Steel

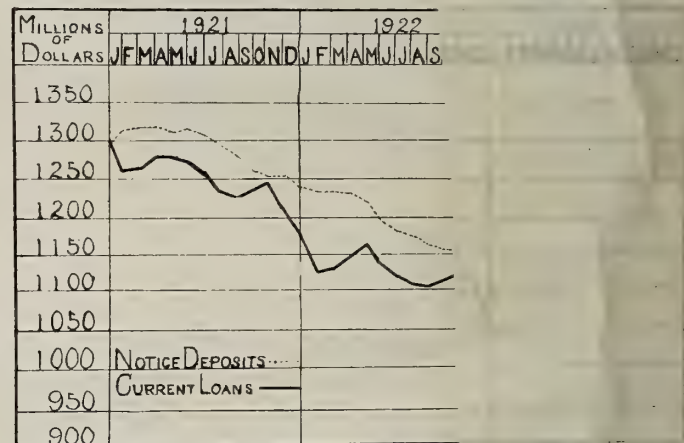
Iron produced in January, 40,739 tons, exceeded the December production by 4,848 tons. Steel production also increased



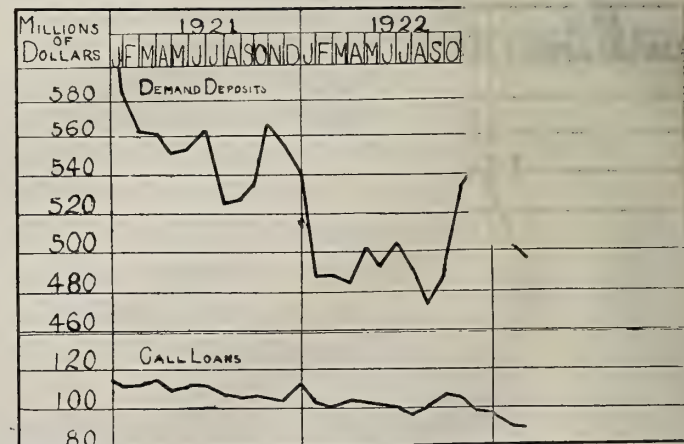
from 46 653 tons to 47,961. In February 48,000 tons of iron and 46,537 of steel were produced.

### February Bank Statement

The February statement of Canadian banks shows a \$16,000,000 increase in savings



\$1,597,089 increase in current loans, \$1,211,343,461 and the latter \$1,039,998 with February, 1922, savings deposits a



lions lower and current loans over 104 millions down. The demand deposits and call loans both fell during February, the former from \$501,147,121 to \$497,046,874 and the latter from \$90,025,233 to \$88,513,509. In February, 1922, demand deposits were \$488,079,674 and call loans \$100 379,637.



## Standard Clay Products Limited

Manufacturers of Sewer Pipes and all kinds of Vitrified Ware, also Fire Clay Stove and Range Bricks, and Special Shapes of Fire Bricks and Cupola Bricks

**Sewer Pipes and Connections**  
in all sizes from 4 inch to 30 inch

**Hollow Building Blocks, Inverts,  
Chimney Tops, Segmental  
Sewers**

*Made in Canada*                      *Buy in Canada*  
*Keep Canadian Workmen Employed*

We operate Sewer Pipe Plants at St. Johns, P.Q., and New Glasgow, N.S.

WRITE FOR CATALOGUES

## Monel Metal

Manufacturers! Write us your requirements for Monel Metal Work of all descriptions.

We have at your service a complete metal-working plant, including the following departments:

Foundry, Stamping, Plating, Polishing, Spinning, Brass Finishing, Automatic Machines, Screw Machines, Coppersmithing, Tinsmithing.

**Booth-Coulter Copper & Brass  
Company, Limited**

115 Sumach Street

Toronto, Ont.



## Norton Grinding Wheels for Efficiency and Economy

**Alundum** *Wheels for:*

Tool Grinding  
Machine Shop General Grinding  
Cylindrical, Internal or Surface  
Grinding Steel parts  
Snagging Steel or Malleable Iron  
Castings

**Crystolon** *Wheels for:*

Cylindrical, Internal or Surface  
grinding Cast Iron and Brass  
parts  
Snagging Grey Cast Iron, Brass  
and Aluminum Castings

**NORTON COMPANY OF CANADA, LIMITED**  
HAMILTON - CANADA

*Electric Furnace Plant: CHIPPAWA, ONTARIO*

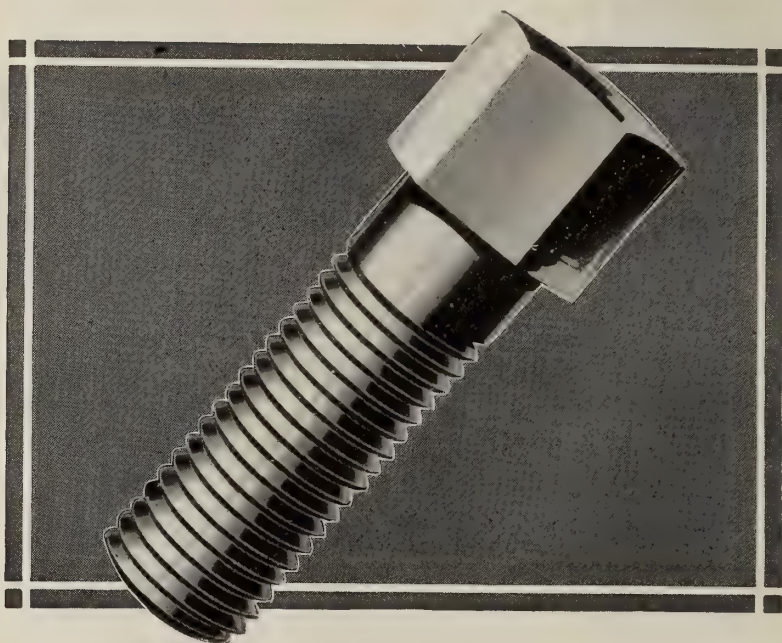
CANADIAN AGENTS:

The Canadian Fairbanks-Morse Co., Limited, Montreal, Toronto, Ottawa, St. John, N.B., Winnipeg, Calgary, Saskatoon, Vancouver, Victoria.

F. H. Andrews & Son, Quebec, Que.

Simonds Canada Saw Co., Vancouver, B.C.





## CAP and SET SCREWS

### STANDARD

"V", U.S.S., S.A.E. Cap Screws

"V", U.S.S. Set Screws

S.A.E. Finished Nuts

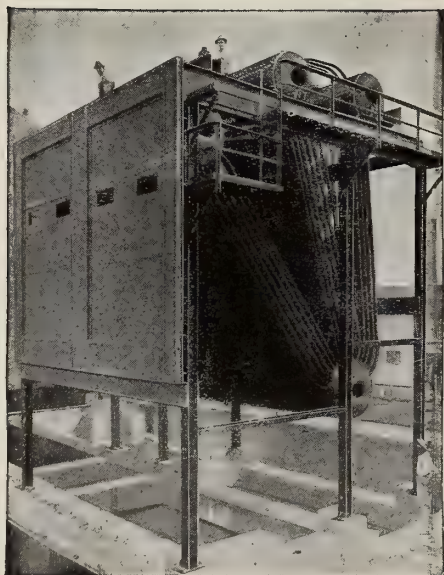
(Plain and Castellated)

Semi-Finished "V", U.S.S. and S.A.E.

### SPECIAL

Screw Machine Product Hardened and Ground to Specifications.

**THE NATIONAL ACME COMPANY**  
MONTREAL, P.Q.



## Connelly Water Tube Boilers

are of the 4-drum type have 100% tube area in the path of circulation and deliver steam superheated to from 500 degrees to 10 degrees Fahrenheit. Simple in design, no hot surfaces, no stay bolts, no crown bars, no braces, no blind holes, free from joints.

All parts easily accessible for cleaning, both internally and externally. Can be built in units from 200 H.P. up to 4,000 H.P. and 300 lbs. pressure over 150,000 H.P. in successful operation.

**E. LEONARD & SONS, LIMITED**  
Head Office and Works, LONDON, CANADA

### Branches:

1790 St. James St., Montreal, Que.

62 Water St., St. John, N.B.

### AGENTS

The Arthur S. Leitch Co., Ltd., 1001 Kent Building, Toronto, Ont.

Wm. W. Hicks, 567 Banning St, Winnipeg, Man.

George Stuart, 5 Lineham Block, Calgary, Alta.

Vancouver Machinery Depot, Ltd., Vancouver, B. C.

Thos. A. Pippy, Waldegrave St., St. John's, Nfld.

ESTABLISHED 1834.

# LEONARD





MAIN OFFICE AND PLANT, HAMILTON, CANADA

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CASTINGSBRASS  
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CASTINGSBABBIT  
METALELECTRIC  
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BRASCOLINES

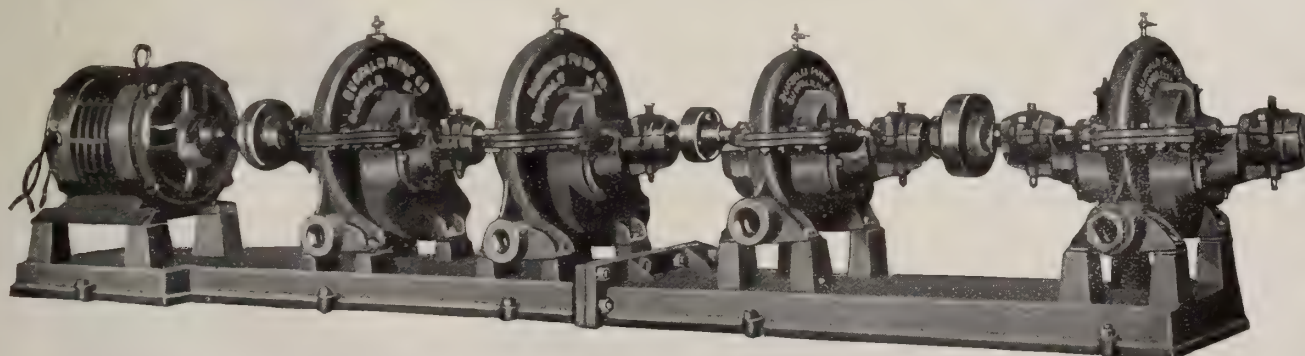
*Tallman Brass & Metal Limited*  
HAMILTON, CANADA.

## 90% Deactivation of Sea Water Greatly Cuts Plumbing Repairs

The Canadian Pumps shown are used by a very prominent seashore hotel in connection with the extraction of oxygen from sea water used in its rooms; and for distributing the sea water to different floors. An immense saving

in plumbing maintenance is reported. The materials used in the pumps insure long and satisfactory service.

Put your special problems up to our engineers for a non-obligating solution. Cat. No. 14 is ready. Where shall we mail it?



**CANADIAN BLOWER & FORGE COMPANY,**  
Limited  
Kitchener, Ont., Canada

Winnipeg

Calgary

St. John

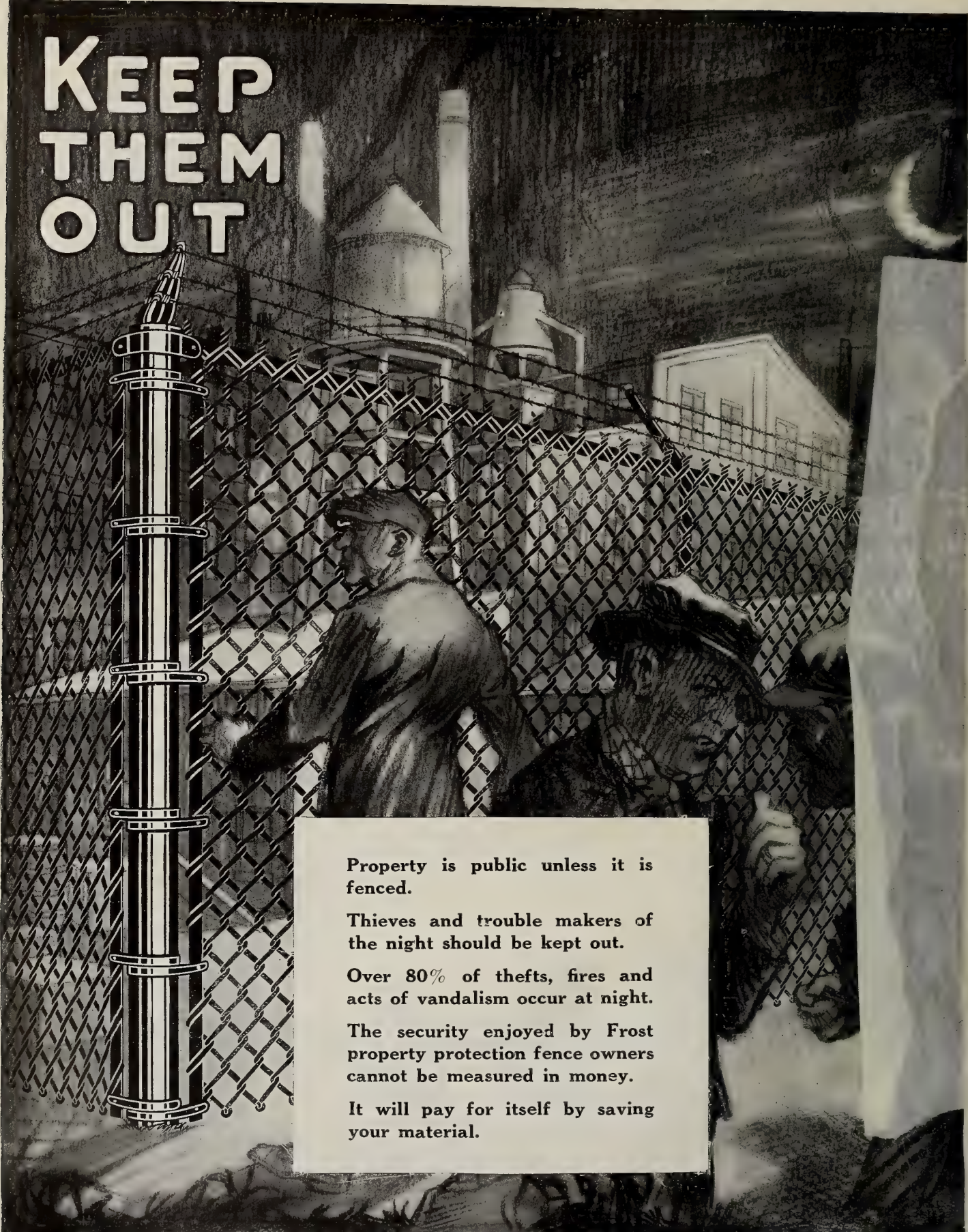
Montreal

Toronto

Vancouver



# KEEP THEM OUT



Property is public unless it is fenced.

Thieves and trouble makers of the night should be kept out.

Over 80% of thefts, fires and acts of vandalism occur at night.

The security enjoyed by Frost property protection fence owners cannot be measured in money.

It will pay for itself by saving your material.

PHONE, WIRE OR WRITE

**FROST STEEL AND WIRE COMPANY, LIMITED**

HAMILTON

*"Makers of Fence for Every Purpose"*

CANADA



# Canada's Industrial Expansion

## RECORD OF PROGRESS

### Belleville Manufacturing Company Building Addition

The Springer Lock Manufacturing Co., Limited, manufacturers of builders' hardware, will soon build a one-storey, 30 x 50 foot, steel sash and concrete addition to their plating department, completing construction about July. It will mean an increase of about 25 in the number of employees.

W. C. Springer, president, states that business in their line has been very good and they feel that it will continue so throughout the year. The company built an addition in the fall of 1921 which doubled their capacity and increases in domestic and foreign trade make it probable that further extensions will have to be made.

### Will Make Steam Motor Cars in Toronto

Toronto has been chosen for the factory of the Detroit Steam Motor Corporation of Canada, Limited, and negotiations are under way for a plant of 50,000 to 70,000 square feet of floor space. The production schedule calls for turning out 500 cars this year, all of which are already sold, and by the middle of June, 200 men will be employed.

The Canadian company are a subsidiary of the Detroit Steam Motor Corporation, Detroit, Mich., and will manufacture the "Trask Detroit Steamer" for distribution to all parts of the British Empire. At the outset they will assemble the cars, importing the essential parts of the engine from the parent plant and buying other parts from Canadian manufacturers. Later, they intend to manufacture the car entirely in Canada.

The motive power of the car is a two-cylinder steam engine with a torque equivalent to a 45 to 50 h.p. gasoline engine. It is mounted directly on the rear axle and practically all of the power is used in turning the wheels. It develops a speed of 60 miles an hour. There are no less than 40 moving parts and, as the car is fully automatic, operation is very simple. The burner will burn kerosene, gasoline or any mixture of the two.

Arthur Bryce Muir, formerly of Muir Bros. Dry Dock Co., St. Catharines, Ont., is president of the new company. Malcolm M. Oxley, Etna Life Insurance Co., is vice-president. W. C. Huff, Ontario Stone Corporation, is secretary-treasurer. Edward M. Dugan is a director and chief engineer and Augustus E. Schlieder, a director. O. S. Welsh is Canadian sales manager.

The company have a temporary head office at 493 Yonge St., Toronto. They

are making a \$250,000 stock issue, common or preferred, at the option of the purchaser. The preferred stock is 8 per cent. cumulative and carries a bonus of common at the rate of two shares common to ten preferred.

### National Cement Company Formed in Montreal

The National Cement Co., Limited, 90 St. James St., Montreal, recently organized with a capital of \$4,000,000, will erect a cement manufacturing plant costing about \$1,800,000 with an estimated yearly capacity of 900,000 barrels. Construction will start about May 1 and the plant will be in operation about 9 months later. The company will employ about 200 hands.

I. Laplante is president of the company and Joseph Versailles of Versailles-Verdricaire, bankers, will probably be president of the board of directors. Edmond Côté, Fall River, Mass., will be general manager, Richard K. Meade, Baltimore, Md., chief engineer, collaborating with Louis Hurtubise, consulting engineer, Montreal. Other directors are H. B. Rainville, president, Crédit Canada, Limited, Eugène Ouimet, vice-president, Crédit Canada, Limited, I. B. Bernard, Fall River, Mass., Manuel Sylvia, New Bedford, Mass., and John F. Hurley, Boston.

### New Tire Plant Operating at Hamilton

The new plant of the Firestone Tire and Rubber Co. of Canada, Limited, Hamilton, Ont., is now in operation, employing over 300 workmen in two shifts. The main building is of reinforced concrete, four storeys and basement, with 175,000 square feet of floor space. Machinery is all electrically operated, using

2,400 h.p. About 12,000 pounds of live steam is used hourly by the vulcanizers.

Practically all the equipment in the plant was supplied by Canadian firms or built on the premises. The tire, with the exception of the rubber, which is shipped direct from Singapore, is also Canadian throughout. Cord tires, fabrics, solids, and truck pneumatics, are produced.

Special care was taken in designing the plant to provide for comfort and safety. High ceilings give good ventilation and the machinery is installed in such a way as to keep the floor space clear. The company also maintain their own restaurant for employees.

A research department has been equipped at a cost of several thousand dollars for the study of Canadian conditions and the development of the most suitable tire to meet them.

### Ruggles Motor Truck Company, Limited, Expanding

The Ruggles Motor Truck Co., Limited, London, Ont., will shortly erect a 50 x 200 feet addition to their plant. The building will be of frame and metal construction on concrete posts and will be used for storage and bond warehouse purposes. The company hope to complete it by the middle of May.

The expansion is made necessary by the growth of domestic and foreign business since last December. When the bond and service departments are moved from the main building, the space available for manufacturing will increase the plant's capacity about fifty per cent.

(For other news in this department see pages 98-104.)



NEW TIRE PLANT AT HAMILTON.

Large modern factory of Firestone Tire and Rubber Co. of Canada, Limited, now in operation.



# REGAL BOND



OUR WATERMARK IS OUR GUARANTEE

Truly a Prince among papers of its class with its

*Beautiful Whiteness*

*Well-Knit Fibre*

*Smooth and Even Finish*

Just what you require for record work that must stand frequent handling and yet remain crisp and fresh.

ENVELOPES TO MATCH

**Barber-Ellis**  
Limited

384 Adelaide Street West

ENVELOPE MANUFACTURERS AND PAPER DEALERS

Toronto

Brantford

Winnipeg

Calgary

Vancouver



# OFFICE and FINANCE

## The Writing of Collection Letters

### The Work of the Credit Department in Preventing and Collecting Bad Debts

IN ALL businesses from the corner grocery to the large industrial corporation, with a few exceptions, there is a credit man. He may not always have the title, but the problem is always the same and somebody has to solve it. Few undertakings can be carried on without credit, and, rightly used, it is a great assistance to both buyer and seller. The former can make larger purchases if he is granted time to realize part of his profits before paying; the latter can make larger sales. When abused, credit becomes a curse that affects, directly or indirectly, many more people than are concerned in the actual transaction in question.

The function of the credit man is to eliminate as far as possible the inherent evils of the system. First, by knowing the general reputation of his customers, their habits of payment, the limits to which their accounts may be safely allowed to go; secondly, by persistence in the collection of overdue accounts.

As knowledge, in this field at least, can only be gained by experience, the latter half of the job requires the greater amount of work. It also requires a good deal of character, tact, and intuition. The collector's purpose is to get the money owing to his firm; but he has to remember that he represents his firm and is largely responsible for the good-will it is building in the trade. Not every man who lets a bill become overdue is dishonest; if he were there would be no problem, for everyone that offended would automatically be placed with the C.O.D. customers. It is the forgetful, the procrastinating and the unfortunate that cause the worry. To extract their money, and extract it so painlessly that they lose none of their liking for the house is an art; and the real credit man is an artist in his line.

Since, for businesses of any size, letters are the only practical means of collection, the art is often of a literary nature. A dun must be firm and polite when sent the first or second time. If it is necessary to send further follow-ups the firmness may increase and the politeness diminish. But the aim should always be to get results quickly, and if the first letter is carefully framed the others may not be needed.

#### An Effective First Letter

One effective first letter for collection of a small account reads as follows:—

"I enclose a memorandum of your account, which is now several weeks past due. Probably the fact that the amount is so small has made you overlook it.

"As these small accounts are incurred for the benefit of our patrons and do not permit expense in the way of collecting, I am writing to you personally. Please make out a cheque for this sum and send it to me immediately.

"Don't bother about writing; I understand how these oversights occur. Just pin your cheque to this letter and mail it to me in the addressed envelope enclosed. Thank you."

This letter is good-natured in tone and gives the debtor all the benefit of the doubt. It keeps the idea of prompt payment uppermost by suggestion in the first paragraph, by a request in the second and a demand in the third. It also saves the possible humiliation of an explanatory reply and the result is further helped by the enclosure of an envelope.

For an account running to a considerable sum the suggestion that it has been overlooked is unsuitable. A threat, courtously veiled, of suspension of credit, may work here, or an appeal to a man's pride or some other human motive. A combined appeal to business instincts and a hint that credit may not always be easy starts as follows:—

"This letter will show you how you can save big money on goods you buy from me." The writer of this letter followed up his arresting first sentence with a short lecture on credit, showing how prompt collections reduced selling expense and enabled him to make better prices. He then asked the debtor to do his part by paying up his past due accounts.

The collection department should work in close conjunction with the sales and accounting departments. Salesmen frequently complain that their work in making sales is nullified by the credit man who turns down the order. If the two departments keep in touch there is no need for this complaint to arise. Every salesman should have access to the credit files and should make it his business before calling on a prospect to find out how he stands and how much he can safely buy.

Nothing is more annoying than being dunned for an account that has been paid. For this reason the credit man must keep in touch with the accounting department. As soon as a remittance comes in word should be passed to the credit department so that further collection letters may be stopped. If a card index of debtors is kept, the cards should show the balance owing on each account, and as soon as a payment comes in it should be entered on the card.

#### Constant Study Necessary

A collection and credit system cannot be built up overnight. For efficient work the credit man must constantly study his problems. He must know his debtors, and be able to tell from their explanations whether they are honestly trying to pay up or trying to wear out his patience in the hope of a compromise. Through credit agencies, salesmen and other creditors he must keep in touch with all facts that bear on the business relations of his customers, constantly watching for danger signals that show the advisability of limiting credit. Collection of bad accounts is good, but prevention of their occurrence is much better.

From his knowledge of his men the credit man can frame his collection letter to suit the facts of individual cases. Form letters are sufficient for the majority of debtors, but when an account is greatly overdue it must be handled by itself. The credit man must know when to be persuasive, when to be insistent and when to threaten. It may be remarked that the threat should not be used more than once. The final letter of a collection series, when it contains a threat of legal action, should give a definite date for settlement. If settlement is not made by that date a writ should be issued immediately.

As the credit man becomes better acquainted with his field he can devise many ways of improving and speeding up his work. A careful record of results can be kept and the most effective letters or paragraphs from them filed. This letter book will be found useful in composing both form letters and individual efforts.

By checking up results of his letters, striving continually for improvement and, above all, taking care not to alienate the good-will of profitable customers who may have met some temporary reverse, the credit man can make his department a valuable asset to his firm.

#### Monarch Knitting Company

##### Improved Profits and Strong Working Capital Position Shown in 1922 Annual Report

Net profits of the Monarch Knitting Co., Limited, for the year 1922 amounted to \$116,531 as compared with \$28,653 in 1921 and \$183,405 in 1920. During the year, the company reports net sales were 22% in excess of 1921. In the balance sheet a strong working position is shown, current assets be-



## FOREIGN TRADE

The connections of the Bank of Montreal with the world's leading banking and mercantile centres are direct, and the capacity of the organization is such as to facilitate all classes of foreign and domestic banking transactions.

The Bank has its own Branches in Great Britain, France, the United States, Newfoundland and Mexico and old established banking connections throughout the world.

*Business men are cordially invited to consult with the Bank.*

## BANK of MONTREAL

ESTABLISHED OVER 100 YEARS

Total Assets in Excess of \$600,000,000

## Foreign Banking Service at Canada's "Gate to the Orient"

The Union Bank of Canada placed a branch of its Foreign Department in Vancouver because of this City's strategic position at Canada's gateway to the vast markets of the Far East.

This location and private wire connections between branches in New York, Montreal, Toronto, Winnipeg and connections with Vancouver, enable us to keep closely in touch with conditions in Canada and abroad.

Through continual operations in the exchange markets of Canada, the United States, Great Britain and world centres, we are able at all times to handle international exchange at closest possible rates.

## Union Bank of Canada

ing \$1,580,321 and current liabilities \$920,634, leaving working capital of \$659,686. This compares with \$590,246 in 1921 and \$642,800 in 1920. The profit and loss accounts for the past three years are compared below:

	1922	1921	1920
Net profits .....	\$116,531	\$ 28,653	\$183,405
Dividends .....	52,500	52,500	103,500
	\$ 64,031	*\$ 23,847	\$ 79,905
Written off in respect of capital stock of Monarch Knitting Co. of New York.....		499,999	.....
	\$ 64,031	*\$523,846	\$ 79,905
Previous balance .....	483,073	1,006,919	925,217
	\$547,104	\$483,073	\$1,005,122
Restored for over-appropriation for income tax, 1919 and 1920.....			1,795
Balance .....	\$547,104	\$483,073	\$1,006,917

\*Deficit.

### Dominion Cannery, Limited Report for 1922 Shows Good Improvement

Earnings of \$267,040 for the Dominion Cannery, Limited for 1922 compare with \$85,241 and \$293,690 for the preceding years. Payment of bond interest and dividends left net profits of \$27,498 as compared with \$182,551 in 1921. The excess of current liabilities was \$180,181. The profit and loss accounts for the past three years are compared below:

Profit .....	\$267,040
Bond interest .....	79,905
	\$187,135
Preferred dividends .....	160,000
Net profits .....	\$ 27,135
Previous balance .....	1,873,217
Surplus .....	\$1,900,352

\*Deficit.

### Profits are Higher Fourteenth Annual Statement of F. N. Burt Toronto, Appears

The fourteenth annual report of the F. N. Burt Company, Toronto, shows profits for 1922 higher than for the preceding years. Profits for 1922, comparing with \$674,754. Dividends of 7% on common were paid, taking \$256,881, leaving a balance of \$417,873. In addition to realty and plant reserve of \$194,377 and reserve on patents, a balance of \$168,968 was left over from the previous balance makes a surplus of \$1,011,650. The profit and loss statements for 1920, 1921 and 1922 compared below:

	1922	1921
Profits .....	\$721,627	\$674,754
Taxes .....	77,490	11,000
	\$644,137	\$563,754
Reserves .....	194,377	210,000
	\$449,760	\$353,754
Written off patents .....	23,910	2,000
	\$425,850	\$351,754
Dividends .....	256,881	460,000
	\$168,968	\$141,754
Previous balance .....	842,682	98,000
Balance .....	\$1,011,650	\$84,754

### Canadian Salt Company Earnings Were Higher During 1922 and Working Capital Position Has Improved

Gross profits of \$284,915 for the Canadian Salt Co. for 1922 compare with \$228,040 for 1921 and \$202,298 for 1920. In addition to the improvement in working capital position is bettered, current liabilities of \$589,921, and current liabilities of \$206,172. The statements for the past three years are compared below:

	1922	1921	1920
Operating profits .....	\$284,915	\$228,040	\$202,298
Interest and Sinking Fund .....	65,928	48,665	46,992
	\$218,987	\$179,375	\$155,306
Taxes .....	32,134	26,728	14,626
	\$186,853	\$152,647	\$140,680
Other expenses .....	49,213	55,304	41,697
	\$137,640	\$ 97,343	\$ 98,983
Dividends .....	96,000	96,000	88,000
	\$ 41,640	\$ 1,342	\$ 10,981
Previous balance .....	208,182	206,840	195,858
Surplus .....	\$249,822	\$208,182	\$206,840



**Fraser Companies, Limited**

**Profits of \$804,614 Shown by Annual Statement for Year Ended December 31**

Profits of the Fraser Companies, Limited, Edmundston, N. B., for 1922, amounted to \$804,614 as compared with \$1,001,460 in 1921. A steadily improving market for the company's products during the last three months of the year made up to some extent for the unsatisfactory conditions of the preceding nine months and the prospects for 1923 are very good. The working capital of the company was maintained.

	1922	1921
Net Profit .....	\$804,614	\$1,001,460
Bond interest .....	268,750	159,227
Other interest .....	\$535,864	\$802,233
Depreciation .....	221,217	333,873
Depletion .....	\$314,617	\$468,370
Discount on Securities Sold .....	209,475	445,572
Taxes and Inventory Deprcc .....	\$105,162	\$ 22,788
Previous balance .....	57,840	235,463
Profit and loss balance .....	\$ 47,322	—\$212,675
Current assets .....	31,500	31,500
Current liabilities .....	\$ 15,822	—\$244,175
Working capital .....	275,205	1,249,463
	\$259,383	\$1,483,638
	\$ 783,142	\$2 276,780
	\$ 233,759	783,112
	4,840,847	\$6,547,337
	2,790,923	4,042,931
	\$2,049,924	\$2,504,403

**Asbestos Corporation of Canada**

**Profits of \$727,093 for 1922 and Improvement of \$50,000 in Working Capital Position**

Operating profits of \$727,093 are shown by the Asbestos Corporation of Canada, Limited, for 1922, as compared with \$756,644 in 1921. After payment of interest and dividends and reserving \$194,299 for exhaustion of minerals and depreciation, there is left \$74,986, which, added to the previous balance, makes a surplus of \$2,211,076. The profit and loss accounts of the past three years are compared below:

	1922	1921	1920
Profits .....	\$727,093	\$756,644	\$1,631,672
Interest on investments .....	152,192	136,414	125,266
Bond interest .....	\$879,285	\$893,058	\$1,763,938
Exhaustion of minerals .....	150,000	150,000	150,000
Dividends .....	\$729,285	\$743,058	\$1,636,938
Previous balance .....	194,299	199,800	587,997
Current assets .....	\$534,986	\$543,258	\$1,048,941
Current liabilities .....	460,000	460,000	582,500
Working capital .....	\$ 74,986	\$ 83,258	\$466,441
	2,136,090	2,052,331	1,586,390
	\$2,211,076	\$2,136,089	\$2,052,831
	\$3,815,438	\$3,723,123	\$2,040,819
	249,004	212,955	497,910
	\$3,566,434	\$3,510,168	\$1,542,909

**Frontenac Breweries, Limited**

**Net Profits of \$105,423 and Strong Improvement in Working Capital Position**

The report of the Frontenac Breweries, Limited, for the year ended December 31, shows net profits of \$105,423 as compared with \$49,668 for 1921. Operating profits of \$264,965 compare with \$231,196. The interest charge of \$71,674 compares with \$94,586, the reduction being due to elimination of bank loans. For depreciation \$87,868 was written off as compared with \$86,942. During the year \$21,000 or 7% was paid on preferred shares for 1914 and another 1 3/4% was paid for the last quarter of 1922, making a total of \$26,250 deducted for dividends, and leaving a balance of \$79,173. From this \$2,131 was apportioned to bad debt reserve. The surplus, \$77,042, with the previous balance of \$223,178 brings profit and loss credit to \$300,220. The working capital position has improved about 80%.

# This Bank Works for You

Manufacturers and merchants placing their business accounts in any branch of this bank, benefit by highly efficient service and expert advice on all matters pertaining to financing. In close daily contact with markets and exchanges, we are in a position to offer helpful co-operation in the transaction of your affairs.

## IMPERIAL BANK OF CANADA

Capital Paid Up - \$7,000,000  
Reserve Fund - \$7,500,000

HEAD OFFICE - TORONTO



## A Message to Canadians

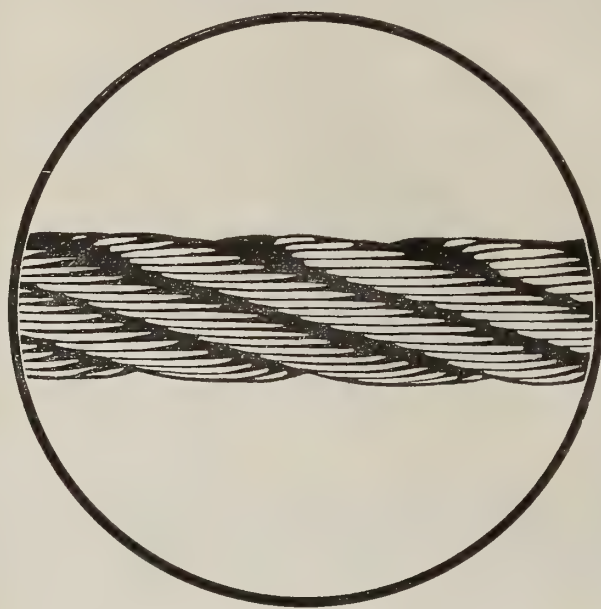
ONLY by increasing the sale of Canadian commodities can we avoid increasing our foreign indebtedness. Never, even in war time, was it so essential to increase our exports.

A DUTY falls on manufacturers to produce articles of a quality and price that will compare favorably with foreign makes, and on our agricultural interests to increase production.

## THE ROYAL BANK OF CANADA

Total Resources \$500,000,000





## Greening's WIRE ROPE IT'S QUALITY PAYS

Greening's Standard Crucible Cast Steel, best Plough Steel and Acme Steel Ropes are made from wire specially manufactured and unvarying in quality.

All the wires are carefully tested for tensile strength, elongation and tension; all material that does not conform to the highest standard is rejected. Records of tests are kept for five years and there is no possibility of inferior material entering into these ropes.

Greening's Wire Rope, as used by Canadian Industry everywhere under all conditions, is proof positive, of the fact that "quality pays."

Our data files are always at your disposal or write for catalog.

THE **B. GREENING WIRE CO., LIMITED**

HAMILTON, ONTARIO

Montreal, Quebec      Winnipeg, Manitoba

### Enlarging Wire Factory

Wigham Wire Co., Limited, Hamilton, Building Addition and Installing New Machinery

An addition, 165 x 50 feet, is being built to the plant of the Wigham Wire Co., Limited, manufacturers of plough steel, patent crucible steel and spring wire, Hamilton. In it they will erect furnaces for the tempering of high carbon rods for spring and rope wire, ranging from a tensile strength of 75 tons to the square inch to the highest quality of plough steel wire with a tensile strength of 140 tons to the square inch.

As a uniform method of treating wire of such extreme limits is not feasible in actual practice and the methods of tempering vary considerably, three different types of equipment will be necessary. These are now under erection and are expected to be in production early in May.

In the main part of the mill about \$50,000 is being spent on new wire-drawing equipment, so that plant will be in a position to draw the best British and Swedish raw material. The based on the best British practice and Canadian being trained in them by an experienced t

### W. J. Armstrong, Lin

Guelph Manufacturers of Upholstered Furniture  
Factory Building

W. J. Armstrong, Limited, manufacturers of Chesterfields, etc., Guelph, Ont., have taken their Furniture building which has stood idle for years and remodelled it into a modern plant. They have added 10,000 square feet of floor space in the four story building, an elevator, and complete new equipment of C. machinery with all facilities necessary for the business. They intend to specialize, at first, on their upholstery business which they are finding an increasing demand for and add others.

### Now in Production

Corman Engineering Co., Limited, Toronto  
Ball Bearings

The Corman Engineering Co., Limited, have taken over the business of the Chapman Double Shaft Machine Co., Sorabren Ave., have remodelled the plant and are now in production on the Chapman line shaft machine, socket pillow blocks and loose pulley ball-bearing. They also are making the Chapman ball-bearing. In addition to the new lines the company are carrying on an old business of tool-making and cylinder-grinding.

### Repairing Fire Damages

H. J. Jones, Sons, Limited, London, Ont.  
Burned Building Ready for Occupation

H. J. Jones, Sons, Limited, lithographers, London, Ont., whose drug box and label department was destroyed by fire on February 8, report that the building is now in shape and will be ready for occupation by the end of the month. The fire did not interfere with their commercial and printing department, which has been steadily increasing business. The fire loss of \$50,000, covered by insurance, and practically no loss was caused to any of the employees.

### PATENTS FETHERSTONHAUGH & CO.

(The Old Establishment)  
KING AND YONGE

ROYAL BANK BLDG., TORONTO

F. B. Fetherstonhaugh, K.C., M.E.,

H. T. S. Young, M.E.

J. E. M. Fetherstonhaugh, M.E.

Branches throughout Canada and United States

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Engine: 3 H.P.  
 Generator: 1,000 watts. (50 Lights)  
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### LIGHT WATER & POWER PLANT

The most compact, complete and economical Plant for farms, summer homes, schools, churches, camps, etc. The only Plant that can be bought in separate Units—starting with the Engine, then adding Pumping and Electrical Units later as required.

THE CARON PATENTED VALVELESS ENGINE  
 Only three moving parts. The greatest advance in gas engine construction in recent years.

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### Adding New Unit

#### Canadian Insulation Co., Limited, Winnipeg and Selkirk, Manitoba, Enlarging Plant

The Canadian Insulation Co., Limited, with factory at Selkirk, Man., and offices in Winnipeg, are adding another unit to their plant. The company's product is an insulating building material, "Seal-O-Felt," which has sold very well since it was placed on the market a short time ago. The product is made from straw, and the company's first plant was for its manufacture by a process of chemical treatment, steam cooking, water pressure knitting, roller pressing and kiln drying.

In the new unit flax straw will be treated by a process which breaks the woody part of the straw from the fibre, salvages any flax seed remaining in it and presses the fibre into bales for shipment. The soft fibre is a staple article, thousands of carloads being used annually for upholstering in Canada and the United States.

### Selling Ball Bearings

#### Dodge Manufacturing Co. of Canada, Limited, Have Agency for Chapman Products

The Dodge Manufacturing Co. of Canada, Limited, have been given an agency for the Chapman ball-bearings, now made by the Corman Engineering Co., Limited, Toronto, and will carry large stocks of the Chapman products in Toronto and Montreal.

### Webster-Inglis, Limited

#### New Company Formed to Make Conveying, Elevating and Power Transmission Machinery

Announcement is made in Toronto of the formation of Webster-Inglis, Limited, for the manufacture of conveying, elevating and power transmission machinery. The John Inglis Co., Limited, Toronto, and the Webster Mfg. Co., Tiffin, Ohio, and Chicago, are the parent companies of the new concern. Webster-Inglis, Limited, will manufacture at the John Inglis Co. plant all the lines now made by the Webster Mfg. Co. in the United States. Their facilities will enable them to de-

sign and construct conveying and elevating installations complete in every particular, including sheet metal, steel plate and structural work. A complete catalogue of their lines will shortly be ready and will be sent to interested firms on request.

William Inglis is president of the new company, A. T. Perkins, vice-president, and R. L. Smallwood, sales manager.

### New Knitting Mill

#### Perfect Knit Mills, Limited, Listowel, Ont., Building Four-Storey Addition

Perfect Knit Mills, Limited, Listowel, Ont., are enlarging their plant by a new factory, 50 x 250 feet, four storeys and basement, built on concrete foundations, with brick walls and slow burning mill construction floors. All material for the building has been bought and the company hope to complete it by the end of the year.

At present the company's knitting department is in another part of the town than their main of the new building they will have a locality and will offer the other building plant will have more space than is needed. The company will be in a position to rent some factories.

### New Woollen Mill

#### Machinery Bought and Will Soon be Installed at Woollen Mills, Limited

Machinery valued at about \$40,000. A. McLeod, manager of the Manitoba Woollen Mills, and on its installation manufacture immediately. The main products will be mackinaw coats. The mills were formerly Woods Brewery.

More than 300 Manitoba farmers are in the company, among them many prominent all have sent their wool crops to the mill. The wool of high-quality wool are now on hand awaiting operations.

## It Embraces All

"Of all our employees, he probably needed the protection most—" How often employers have acknowledged payment of claims under Group Policies in some such words.

Sun Life Group policies protect **all** your employees. They are designed, not for a preferred class, but include also those who would carry life assurance but cannot obtain it as individuals, as well as those who carelessly or wilfully leave their employer, or society generally, to carry the risk of their dependents' need.

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Write for list of some of those who have found Sun Life Group Assurance an economic help.

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Specify and Use  
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## Labelled Firedoor Hardware

because Labelled Hardware and only Labelled Hardware plus Labelled Tin Clad Doors, give you the maximum Insurance Allowance.

A Labelled Door with unlabelled hardware gives only a partial allowance. It is not fair to you nor your client to have inferior or semi-fireproof materials substituted for the standard goods. They cost less, but they mean a smaller Insurance Allowance. They mean less Fire Protection.

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The Canada Engineering &  
Construction Co., Ltd.

Western Canada Representatives: Western Steel Products, Ltd., Winnipeg.



### Continental Paper Products

**Ottawa Manufacturers of Paper Specialties Make \$750,000 Bond Issue**

The Continental Paper Products, Limited, Ottawa, a subsidiary of the Continental Paper and Bag Mills, New York, have made an issue of \$750,000 first mortgage 6½% bonds, secured by a first mortgage and charge on all properties and fixed assets owned or hereafter acquired by the company and by a floating charge on all other assets, present and future.

The company manufacture at Ottawa, paper bags, sacks and envelopes, the plant having a capacity of over 10,000,000 a week. They also make hand-folded paper specialties, paper boxes and cartons and "Lily" drinking cups. The Continental Wood Products, Limited, Elsas, Ont., owned by the Continental Paper Products, own and operate a lumber and lath plant with annual capacity of 10,000,000 feet, and a wood preparing plant with annual capacity of 30,000 cords. All plants are so situated as to allow for additional development.

The bonds, which are being offered by the Royal Securities Corporation, Limited, are dated February 1, 1923, due February 1, 1943. Denominations are \$1,000 and \$500.

### Dominion Dyestuffs, Limited

**Fergus, Ont., Company Have Overhauled Plant and Will Soon Resume Manufacturing Operations**

Dominion Dyestuffs, Limited, Fergus, Ont., who closed their plant last September, have thoroughly overhauled it and will be ready to resume operations as soon as their raw chemicals have arrived. The company have had many inquiries about their "Made-in-Canada" dyestuffs and expect shortly to be running day and night shifts.

### National Castings, Limited

**Satisfactory Test of Electric Furnace Made by New Industry at Belleville, Ont.**

The electric furnace installed by the National Castings, Limited, Belleville, Ont., was tested for the first time on March 13, and proved satisfactory. The company established their foundry in Belleville about a year ago but a number of delays

prevented their receiving the complete equipment and parts for the furnace until the beginning of the present year.

The company will use the furnace for grey iron castings but will specialize on steel castings for which this type of furnace is very well adapted. They have orders on hand sufficient to ensure continuous operation for several weeks.

Norman Turner, an expert metallurgist, Percy Daniels, molder and foundry manager, and James A. Higgs, foundry manager of the Belleville branch of the Steel Co. of Canada, Limited, are associated in the active management of National Castings, Limited.

### Have Moved Headquarters

**A. Puccini & Co., Limited, Macaroni Manufacturers Now in St. Catharines, Ont.**

A. Puccini & Co., Limited, manufacturers of macaroni, have moved their headquarters from Toronto to St. Catharines, Ont. They are new members of the Jefferson being their representative.

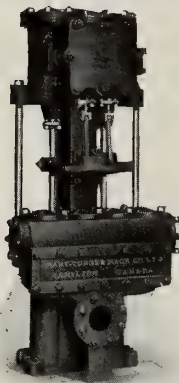
The company manufacture all standards and some specialties of their own. In Exposition in Rome they won the grand in competition with macaroni manufacture the world.

### Enlarging Rubber Factory

**Columbus Rubber Co., of Montreal, Ltd. Add Three-Storey Addition**

The Columbus Rubber Co. of Montreal, manufacturers of rubber footwear, have let contract on a three-storey addition to their plant, some 15,000 square feet more space. It is for manufacturing and warehouse purposes and capacity about 20%. They expect to be ready July 1.

The company have also opened a new rooms and warehouse accommodation Building, 282-284 Yonge St., Toronto, under the management of Fred McIntosh. This office will handle distribution west of Kingston and as far north as



## SMART-TURNER PUMPS STEEL BARRELS AIR COMPRESSORS



are to be found in a great many of the most high-class plants in Canada.  
We want to number YOUR ORGANIZATION among our Customers.  
May we not quote on your next specification?

## PUMPS FOR EVERY SERVICE

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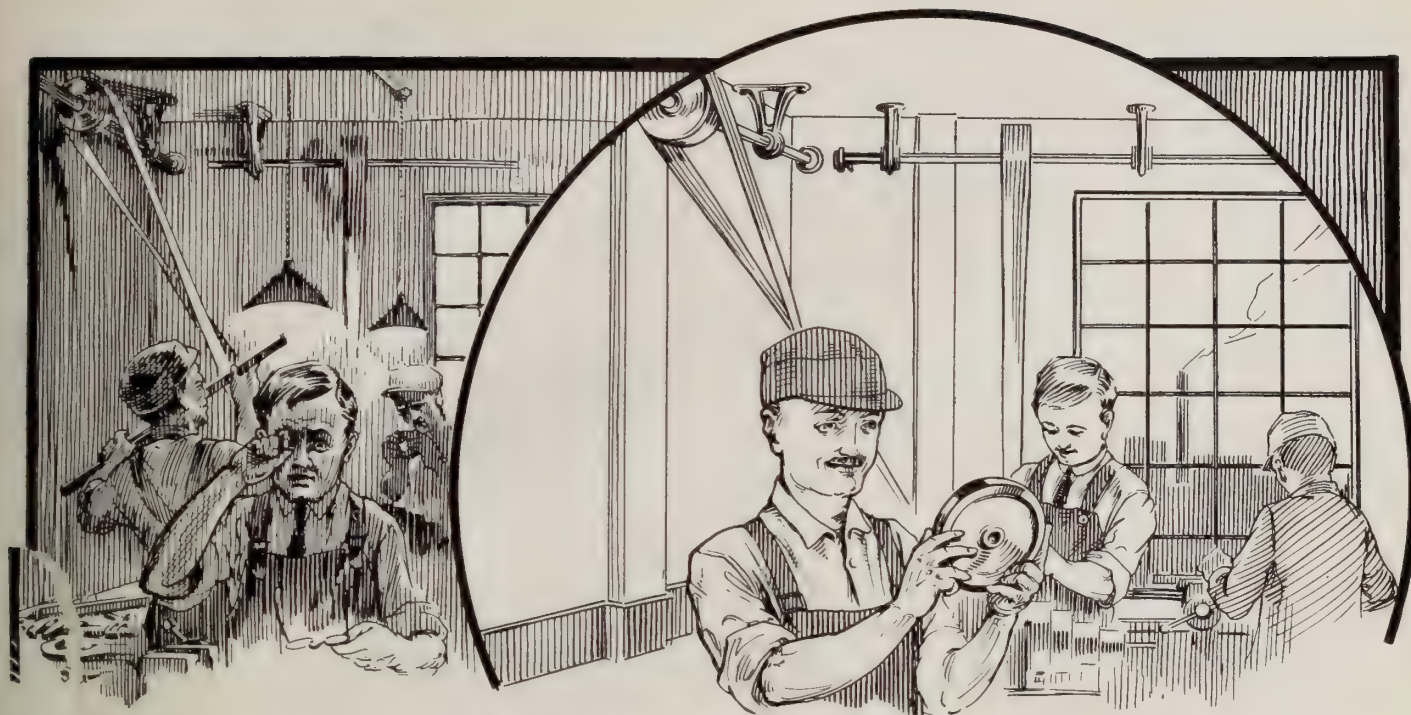
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**THE SMART-TURNER MACHINE CO., Limited**

Hamilton

Canada





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An ill-lighted workshop means a blind workshop—blind management, bungling accidents and wasteful error.

Concentrated attention, so essential in the making of a superior product, is dependent upon a well lighted factory interior.

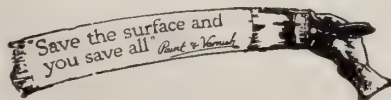
Give your workmen **LIGHT**. Brighten up every corner of your plant, banish every square inch of darkness, cut down your artificial lighting costs by painting the interior with

### REFLECTOLITE

Reflectolite is a wall coating that radiates every ray of light, transforming the dingy, dark workroom with its bright cheery whiteness, energizing every working hour and promoting speed, accuracy, efficiency and profit.

Made in two effects—Gloss and Flat. Flows on freely, dries out quickly, can be washed when necessary and will never crack or peel.

Reflectolite is a Canada Paint Product—one of a complete line with quality supreme.



# THE CANADA PAINT CO.

LIMITED

*Makers of the famous "Elephant" Brand Genuine White Lead*

MONTREAL

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### Making Feldspar Products

#### W. G. Treadwell Has Built Mill and Installed Crushing Plant at Hartington, Ont.

W. G. Treadwell has leased the property of the Gardner Feldspar Co., Hartington, Ont., retaining Mr. Gardner as manager, and is now shipping crude feldspar Number 1 for ceramic purposes, which he states, has proved absolutely satisfactory to his customers. He has also built a mill and installed a crushing plant to handle stucco dashes and poultry grits, which are shipped as "Tregar Products."

The requirements of stucco dash are exacting, as the product must be clean and absolutely free of dust. It must also be screened, graded and bagged in different colours and sizes, varying from ½ inch particles down to 100 mesh and the dust. The dust is mixed with the finishing coat.

The new plant has been designed by Mr. Gardner from his experience with standard crushing plants and is turning out a product with brilliantly coloured surfaces which give an artistic finish to stucco work. The machinery used is all made in Canada.

### Hunt's, Limited

#### Toronto Manufacturers of Candy and Ice Cream Are Enlarging Their Factory

Hunt's Limited, 70 Alcorn Ave., Toronto, will enlarge their ice cream and candy factory by the addition of a new three-storey building. For some time they have been so crowded that they have not been able to manufacture for the wholesale trade and have had difficulty in keeping their five retail stores supplied. The new building will double their capacity and make a considerable increase in the working force.

### Jenkins Overalls, Limited

#### New Factory at Rock Island, Quebec, is Now Operating to Capacity

C. R. Jenkins, formerly manager of Peerless Overall Co., sold his interest in that concern last September and has since built at Rock Island, P. Q., a new overall factory which is now operating to capacity, under the name of Jenkins Overalls, Limited. The plant is a cement and wood metal clad building, 32 x 75 feet. The company employ about 30 hands and make

from 150 to 200 dozen overalls, coats, pants, shirts, etc., a week. Their trade-mark is "Red Stitch" and consists of red bar stitching at all points of strain.

Henry Tomkins is president, H. N. Rickard, vice-president, and C. R. Jenkins, secretary-treasurer and manager of the company. They are capitalized at \$75,000 of which \$50,000 is paid up. Mr. Jenkins, who was manager of the Peerless Overall Co. for 14 years, has a wide acquaintance with the trade and orders have been coming in so well that they have had to increase production by working nights.

### Western Paper Mill

#### Manitoba Pulp and Paper Co., Limited, to Build Large Plant at Fort Alexander

Next spring a new 130-ton paper mill will be in operation in Manitoba, if the plans of the Manitoba Pulp and Paper Co., Limited, are carried out. Already men are working on the site at Fort Alexander and actual construction will begin about May 15. A railway will be built through the C. N. R. at Grand Beach with the mill.

The initial development will be a two-unit plant with a capacity of 130 tons of finished newsprint. In the next five years the company plans to enlarge the plant. During the summer about 250 men will be employed and in the winter about 1,500 will be needed. The company have rights in a tract of land south-east of Lake Winnipeg and it is estimated that the records are available within easy access of the mill.

The Manitoba Pulp and Paper Co., Limited, is a provincial charter, but arrangements are being made for a Dominion charter authorizing a capital of \$1,000,000, preferred stock and 50,000 shares of no par value.

### Building Clothing Factory

#### Empire Clothing Manufacturing Company to Build Seven Storey Plant

The Empire Clothing Manufacturing Company, Toronto, will shortly commence the erection of a new seven storey building at Phoebe St. and Spadina Ave. The building will have a space of 40,000 square feet and will be completed towards the end of the summer.

## Systematic Testing of Materials Ensures Quality and Economy

A carefully devised scheme of testing goes a long way toward cutting costs by ensuring delivery of uniformly high grade materials at reasonable prices. Some such check is increasingly necessary as we approach normal conditions.

For nearly every industry it has

been our privilege to outline a workable economical method of testing supplies. Clients tell us our plan does three things: (a) saves them money; (b) ensures adherence to uniform specifications; (c) provides for the discovery of poor material before it is processed.

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**MILTON HERSEY COMPANY, LIMITED**  
Industrial Chemists, Engineers and Inspectors  
MONTREAL AND WINNIPEG





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*Sales Offices - - Coast to Coast*



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High Tensile Strength



**Galt Malleable Iron Co.**  
Limited  
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## BRASS, BRONZE AND ALUMINUM CASTINGS

By  
**MODERN M** **CUT**  
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**METHODS** **COSTS**

### Our Method—Your Cost

Quantity production work a specialty.  
Jobbing work taken care of promptly.  
Send us your patterns for trial order.  
All castings Sand Blast Finish.

We stock Bronze Brushing Materials,  
all sizes—Cored and Solid. List sent  
on request.

**SULLY BRASS FOUNDRY LTD.**

Brock Ave. and Bloor Street West  
TORONTO

## Our Birthday List for April

Manufacturers Who Celebrate  
Their Natal Day This Month

**Abrams, William**, of John Abrams & Sons Limited, Moncton, N.B. Born St. John, N.B., April 15, 1879.

**Bird, Howard**, general manager, Canadian Pneumatic Tool Co., Limited, Montreal, P.Q. Born Bethlehem, Conn., April 24, 1888.

**Booth, John Rudolphus**, lumber, pulp and paper manufacturer, Ottawa. Born County Shefford, Que., April 5, 1827.

**Bourke, William**, leather goods manufacturer, Brandon, Man. Born St. James, Man., April 20, 1863.

**Bulman, William John**, president Bulman Bros., Limited, Winnipeg. Born Toronto, April 5, 1870.

**Campbell, Lt.-Col. Archibald Alexander**, president, Limited, London, Ont. Born County Midd.

**Cantley, Hon. Col. Thomas**, chairman of board, Coal Co., Limited, New Glasgow, N.S., April 1.

**Clare, Frederick**, president and manager, Clay Preston, Ont. Born Preston, Ont., April 2, 1870.

**Corrigan, Frederick Sinclair**, vice-president of Metal Products Company of Canada, Limited, Ont., April 24, 1878.

**Cowan, Herbert N.**, president and general manager, Toronto. Born Toronto, April 29, 1878.

**Cox, Frederick John Charles**, president, The Limited, Winnipeg. Born Huddersfield, Yorks.

**Dalley, Frederick Fenner**, president F. F. Dalley, Ont. Born Hamilton, April 11, 1883.

**Daniels, Francis G.**, general manager, Dominion Textile, Montreal. Born Montreal, April 21, 1874.

**Gartshore, Lt.-Col. William Moir**, president and general manager, Manufacturing Company, London, Ont. Born Dundas, Ont. April 3, 1862.

**Gooderham, George Horace**, manufacturer, Toronto. Born Toronto, April 18, 1868.

**Hamber, Eric Werge, B.A.**, president and general manager, Columbia Mills Timber & Trading Company, Vancouver, B.C. April 21, 1880.

**Hamilton, Chester B., Jr.**, owner the Hamilton Company, Toronto. Born Toronto, April 8, 1884.

**Hamilton, James**, president, Peter Hamilton Co., Limited, Peterboro, April 15, 1878.

**Harquail, John**, president J. & D. A. Harquail Co., Limited, Canada. N.B. Born Dalhousie, N.B., April 7, 1869.

**Holton, William Arthur**, vice-president, Chipman Limited, Hamilton, Ont. Born Hamilton, April 16, 1870.

**Lyon, James Walter**, director, Dominion Linens, Limited, Guelph. Uniondale, Pa., April 24, 1848.

**Marvin, Frederic Eugene**, president Canada Nail & Wire Company, John, N.E. Born April 4, 1849.

**McCulloch, Robert Osborne**, president and treasurer Gordie-McCulloch Company, Born Galt, April 1, 1864.

**McFarland, Thomas Wellington**, president and managing director, Perrin & Co., Limited, London, Ont. Born Haldimand County, 3, 1859.

**McLurg, John Ernest**, general manager, Halifax shipyards, N.S. Born near St. Mary's, Ont., April 12, 1870.

**McNaught, Charles Boyd**, president Consolidated, Born Toronto, April 14, 1877.

**Mitchell, Leslie Stuart**, vice-president and manager, Mitchell Co., Limited, Montreal. Born Montreal, April 12, 1870.

**Mussen, W. H. Clarendon**, president Mussen & Co., Montreal, April 12, 1870.

**Myler, Paul Judson**, president, The Canadian, Hamilton, Ont. Born Pittsburgh, Pa., April 24, 1870.

**Power, W. Gerard**, president and managing-director Power Company, Limited, St. Pacome, Que. Born Sillery, Que. April 1, 1859.

**Roden, Thomas**, of Roden Bros., Toronto. Born April 17, 1859.

**Russell, Thomas Alexander**, president Willys, Born April 17, 1877.

**Russell, Joseph**, brick manufacturer, Toronto 1868.

**Shearer, James Gilman**, president and managing director Shearer Co., Limited, Montreal. Born Montreal, April 24, 1870.

**Sisman, Thomas**, president and general manager, Co., Limited, Aurora, Ont. Born England, April 1, 1870.

**Smith, Major Armand Armstrong, M.C.**, secretary of E. D. Smith & Son, Limited, Winona, Ont. Born Winona, April 1891.

**Sparks, Robert Russell**, vice-president, Sparks-Harrison Limited, Hull, P.Q. Born Ottawa, April 27, 1878.

**Sweeney, Frank Russell**, president Zimmerman Reliance Limited, Hamilton. Born Elgin County, Ont., April 23, 1877.

**Valentine, George**, assistant general manager, Massey-Harris Company, Limited, Toronto. Born Caledon County, Ont., April 19, 1872.

**Waldie, Frederick Norval**, president Victoria Harbor Lumber Company, Toronto. Born Burlington, Ont., April 8, 1875.

**Wettlaufer, Edward Litchy**, president Wettlaufer Brothers, Toronto. Born Stratford, Ont., April 13, 1885.

**Whalen, James**, president Port Arthur Shipbuilding Co., Limited, Port Arthur. Born Collingwood, Ont., April 29, 1869.

**Whittall, David S.**, vice-president, A. R. Whittall Can. Co., Limited, Montreal. Born Montreal, April 30, 1889.

**Wisner, Charles Lemar**, second vice-president and director, Massey-Harris Co., Limited, Toronto. Born Brantford, Ont., April 25, 1874.

**Wood, Lewis Miller**, president, Port Hope Sanitary Manufacturing Co., Limited, Port Hope, Ont. Born Liverpool, England, April 18, 1882.

**Woods, Lt.-Col. James W.**, president, Woods Manufacturing Co., Limited, Ottawa. Born Kildare, Que., April 10, 1863.





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**WIRE ROPE**  
Calls for "DOMINION"

*All Sizes and Constructions in Stock*

**The Dominion Wire Rope Company, Limited**

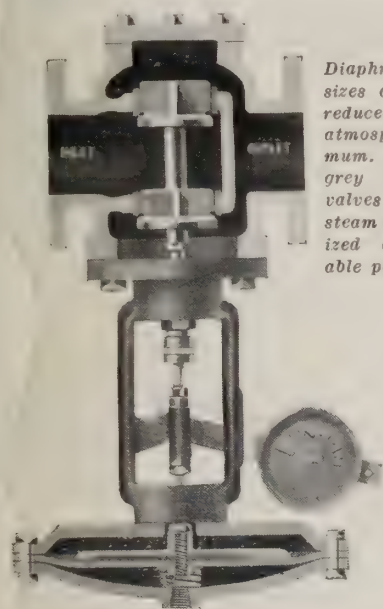
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**The DUNHAM**  
REG. TRADE-MARK  
**HEATING SERVICE**  
(Made in Canada)

**REDUCING PRESSURE VALVES**

**Straight Pattern—Sectional View**



*Diaphragms of various sizes are furnished for reduced pressure, with atmosphere as minimum. Castings of best grey iron. Seats and valves of non-corrosive steam metal. Standardized and interchangeable parts.*

**Steam, Water, Air**  
**Pressure Control**

The Dunham Reducing Pressure Valve automatically reduces steam, water, or air from an initial high pressure to any lower delivery pressure. It affords adjustable control that secures an accurately fixed and noiseless low pressure delivery no matter how much the high pressure side of the valve might vary.

Dunham Reducing Pressure Valves are made in both Straight and Expanded Outlet types. They are scientifically designed and built of the finest selected materials to insure dependable and lasting service.

*Complete data on request*

**C. A. DUNHAM CO., Ltd.**  
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Also manufacturers of a popular line of heating specialties

# STEEL BARS

**ROUNDS, SQUARES, FLATS, ANGLES AND SPECIAL  
SECTIONS FOR AGRICULTURAL IMPLEMENTS**

**Prompt Shipment from Stock**

**BURLINGTON STEEL CO., Ltd.**  
**HAMILTON CANADA**



# Industrial Statistics

THE census of industry made by the Dominion Bureau of Statistics contains much illuminating information about Canada's industrial prosperity. There have recently appeared reports of several industries for the calendar years 1920 and 1921, and the more important of these are summarized in the following tables. Where possible, comparisons are given with the previous year, but in some cases either the report is the first issued on the industry in question, or changes in classification have made a comparison misleading. In such cases only the figures for the year covered by the report are given.

## The Automobile Industry

The report on the automobile industry in Canada recently issued by the Dominion Bureau of Statistics falls into three parts, manufacture of automobiles, manufacture of supplies and accessories and repairing. The year 1921 was not a particularly good one for the industry. In the period 1918-1921 there were 325,915 motor cars produced in Canada. Of this quantity 66,246 or 20% were produced in 1921. With the exception of closed cars declines were noted in the output of all classes. The principal statistics for 1920 and 1921 are listed below:

	1920	1921
Number of plants .....	17	14
Capital invested .....	\$53,906,506	\$40,080,269
Number of employees .....	7,192	4,449
Wages .....	\$10,688,657	\$ 6,484,637
Cost of materials .....	\$67,157,045	\$45,119,345
Value of products .....	\$101,465,846	\$67,050,209
<b>Supplies and Accessories</b>		
Number of plants .....	62	64
Capital invested .....	\$15,332,887	\$15,700,288
Number of employees .....	2,764	1,824
Wages .....	\$ 3,747,149	\$ 2,254,636
Cost of materials .....	\$10,603,632	\$ 8,229,855
Value of products .....	\$19,361,882	\$14,783,017
<b>Automobile Repairs</b>		
Number of plants .....	1,236	2,503
Capital invested .....	\$13,628,288	\$19,943,913
Number of employees .....	3,375	4,688
Wages .....	\$ 3,389,794	\$ 4,932,203
Cost of materials .....	\$ 4,368,810	\$ 6,671,767
Value of products .....	\$12,004,970	\$16,592,623

## Carriages and Wagons

The report recently issued on the carriage and wagon industry by the Dominion Bureau of Statistics deals with those firms whose carriages and wagons are made principally of wood. Vehicles constructed chiefly of iron and steel are dealt with in the iron and steel report. In 1920 there were 647 plants operating in Canada, of which 217 were in Ontario, 307 in Quebec, 50 in Nova Scotia, 29 in New Brunswick, 13 each in Manitoba and Prince Edward Island, 5 each in Alberta and British Columbia, and 8 in Saskatchewan. The principal statistics follow:

Number of establishments .....	
Capital invested .....	
Number of employees .....	
Salaries and wages .....	
Cost of fuel .....	
Miscellaneous expenses .....	
Cost of materials .....	
Value of products .....	

## Musical Instrument Industry

Production of musical instruments in Canada amounted to \$16,443,304, according to a report by the Dominion Bureau of Statistics. This the production of phonographs, cabinets, record instrument materials, and compares with \$17,4 preceding year. Of the 77 plants reporting, 53 in Ontario, 19 in Quebec, 2 in Manitoba and 1 each in Scotia, Alberta and British Columbia. Comparison of the principal statistics for 1919 and 1920 is given below:

Number of establishments .....	
Capital invested .....	\$15,1
Number of employees .....	
Salaries and wages .....	\$ 4,
Cost of fuel .....	\$
Miscellaneous expenses .....	\$ 2,
Cost of materials .....	\$ 7,
Value of products .....	\$17

## Men's Furnishing Goods

The Dominion Bureau of Statistics' report on the furnishing goods industry in Canada in 1920 reclassification recently adopted, so that comparisons with previous years cannot be shown. The production

ESTABLISHED 1850

## Did You Ever Notice

that jarring, grinding noise in your machine shop caused by the metal gears?

Wouldn't you like to stop that noise? You can do it by using

**NEW PROCESS GEARS  
RAWHIDE PINIONS**

*They last indefinitely too*

Ask us about it?

**R. Gardner & Son, Ltd.**

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**MONTREAL**



**PRECISION  
SPRINGS**



Made to your exact specifications from first grade materials—phosphor bronze, brass, music wire, steel, of correct hardness and temper.

**Your enquiries solicited.**

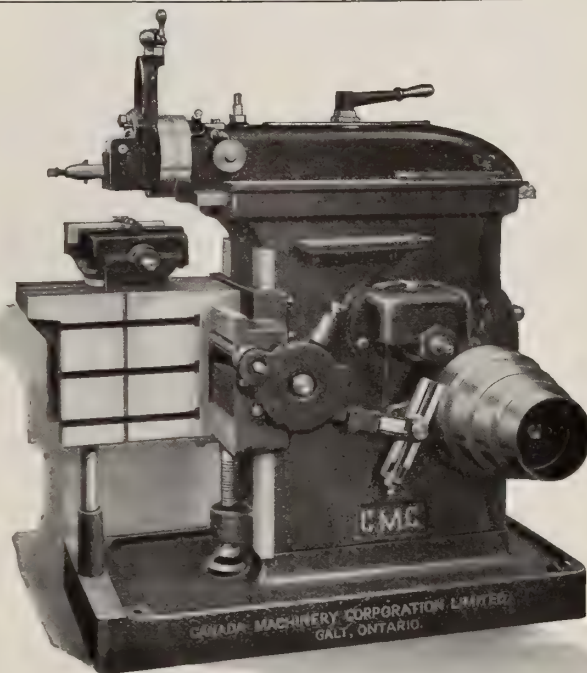


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### Back Geared Crank Shaper

is a real machine which includes in its construction the same features which have built up the reputation of the larger CMC Shapers—power down feed to head, automatic feeds, ever visible stroke indicator that does not depend upon the motion of the ram, and centralized controls within easy reach of the operator.

Extremely accurate, speedy in operation and always effective, it is one of the best of "the better line."



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# CASTINGS

Malleable, Grey Iron, Brass, Aluminum

## PIPE FITTINGS

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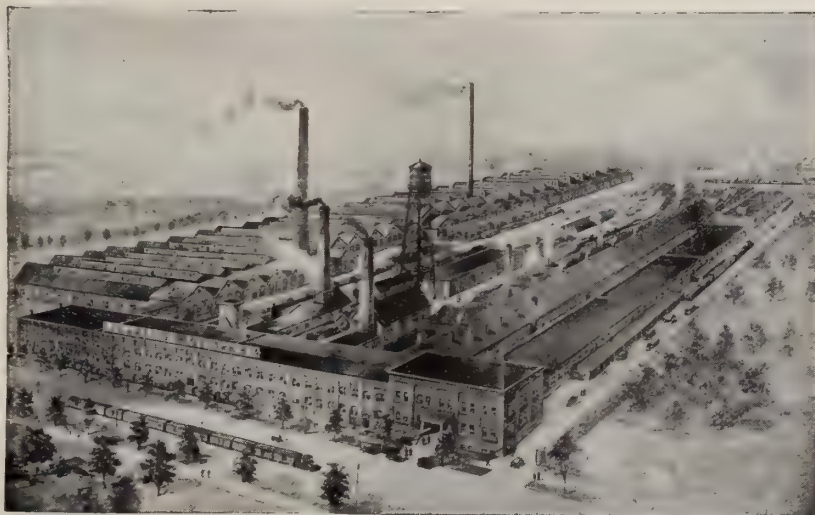
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Fireproof Windows } at Winnipeg  
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## Metallic Roofing Co.

LIMITED

Manufacturers

Toronto and Winnipeg

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This is a question which any prospective purchaser is entitled to ask. His decision will be governed by the answer he receives. If he is told that the article in which he is interested is made by the Hayes Wheel Company of Canada, Limited, he at once is favorably impressed, because he knows the high esteem in which "Hayes" products are held.

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# "HAYES"

Wheels - Hubs - Rims - Axles  
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*We are always glad to quote prices.  
The World's Best—They Stand the Test.*

## The Hayes Wheel Company of Canada, Limited

Chatham - Ontario

62 plants covered are valued at \$20,555,619, and include shirts, collars, handkerchiefs, neckties, underwear, etc., practically all articles of men's wear except clothes, hats and boots. The principal figures of the report appear below:

Number of establishments .....	1920
Capital invested .....	62
Number of employees .....	\$14,405,588
Salaries and wages .....	4,937
Cost of fuel .....	\$ 3,778,929
Miscellaneous expenses .....	\$ 86,507
Cost of materials .....	\$ 1,865,752
Value of products .....	\$12,920,395
Value added by manufacture .....	\$20,555,619

### Leather Goods Industry

During the year 1920 there were 31 leather operating in Canada, of which 21 were in Ontario, and 2 in the western provinces. The report, recently issued by the Dominion Bureau, shows a production valued at \$1,730,616 as \$2,306,376 in 1919. Employees, including workers, numbered 576, of whom 263 were men. The principal statistics of the industry 1920 is given below:

Number of establishments .....	
Capital invested .....	
Number of employees .....	
Salaries and wages .....	
Cost of fuel .....	
Miscellaneous expenses .....	
Cost of materials .....	
Value of products .....	
Value added by manufacture .....	

### Miscellaneous Paper Products

The miscellaneous paper products industry, according to the recent report of the Dominion Bureau of Statistics, shows a production valued at \$25,253,994 of which the first two classes made up about two-thirds. The following tables give the principal statistics for the year 1920:

	Building & Roofing paper
Number of establishments .....	15
Capital invested .....	\$7,585,539
Number of employees .....	890
Salaries and wages .....	\$1,409,227
Cost of fuel .....	\$ 183,454
Miscellaneous expenses .....	\$ 875,887
Cost of materials .....	\$6,559,887
Value of products .....	\$10,968,816

Number of establishments .....	
Capital invested .....	
Number of employees .....	
Salaries and wages .....	
Cost of fuel .....	
Miscellaneous expenses .....	
Cost of materials .....	
Value of products .....	

### Canning and Preserving

The report on the evaporating, canning fruits and vegetables in Canada during 1920 has been completed by the Dominion Bureau. It covers the operations of 248 plants, of which 133 are in the evaporating group, 115 in the canning and preserving group. During the year these plants produced \$27,793,197. The production of canned goods was \$586,303 of this total. The principal statistics compared with those from the report of 1919 are given below:

Number of establishments .....		
Capital invested .....		
Number of employees .....		
Salaries and wages .....	\$ 3,158,499	\$ 2,000,001
Cost of fuel .....	\$ 362,031	\$ 497,783
Miscellaneous expenses .....	\$ 2,158,499	\$ 2,207,136
Cost of materials .....	\$16,943,241	\$17,723,899
Value of products .....	\$26,732,560	\$27,793,197

### Have Moved Offices

Samuel Trees & Co., Limited, Toronto, have moved their offices from 42 Wellington St. E., to the Anglo-Canadian Leather Co. building, King and Bathurst Sts. They are adding trunks, bags and suitcases to their lines of leather products.



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Rubbr-Set Brooms are efficient. They cost no more, yet last longer and sweep cleaner than ordinary brooms.

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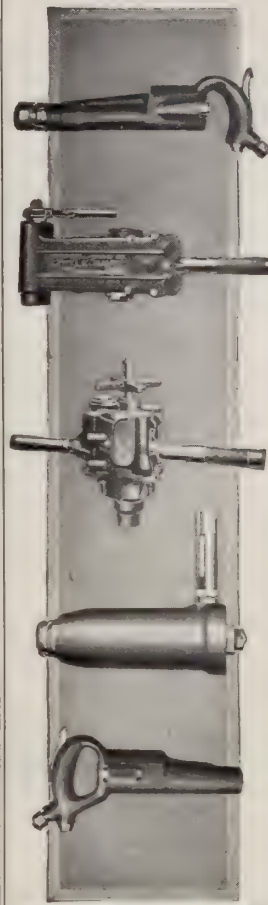
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When these seem abnormal look for the cause. Walk through your plant, study the conditions, see if it is properly equipped with portable air tools and hoisting devices to prevent loss of time in moulding, casting, machining or assembling your product, and speed up your repair gangs.

You should buy pneumatic tools as you would buy lathes, planers or punches—on a basis of their productive capacity and the reputation of their maker. A comparison of the "Little David" line with any other pneumatic tools—feature by feature—will reveal in the "Little David," superiorities which recommend them to those who know that high-grade work requires high-grade tools.

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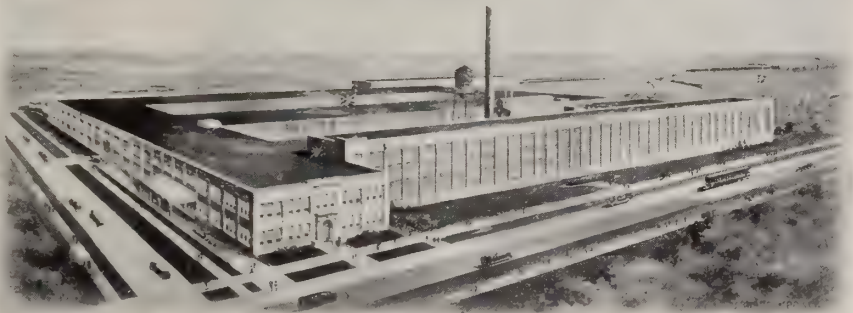
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## Books and Catalogues

### Canadian Mineral Production

*Mineral Production of Canada, 1922.* Ottawa, February, 1923, the King's Printer.

The preliminary report on the mineral production in Canada last year just issued by the Dominion Bureau of Statistics shows a value of \$183,029,595 as compared with \$171,923,342 in 1921. The output was made up as follows:—Metallics, \$61,144,990; non-metallics, \$82,582,339; structural materials and clay products, \$39,302,266. The total production has only twice been exceeded, in 1918 when it amounted to \$211,301, and in 1920 when the record of \$227,859,000 was reached.

Ontario and British Columbia both increased their gold output. Silver advanced 30% in quantity and 40% in value. Nickel and copper were both lower than in 1921 in output, though copper rose in value.

In his introduction to the report, S. J. Cook, Chief of the Mining, Metallurgical and Chemical Branch, points out that the increased production of metals marks a resumption of progress in the field and points the way to greater prosperity.

### Cost Accounting

*Year Book of the National Association of Cost Accountants, 1922.* National Association of Cost Accountants, 130 West 42nd St., New York City. Price \$3.

This is a complete report of the proceedings of the Third International Cost Conference, held at Atlantic City under the auspices of the N. A. C. A., last September. More than 600 business men from Canada and the United States were present and the problems discussed are of interest to every business man who tries to keep his methods up to date.

The first two sections of the book deal with the convention and the reports of officers and directors for 1922. These are followed by addresses on various phases of cost accounting, delivered by authorities on their subjects. The speeches are grouped so that each section forms a textbook on some special problem. For instance, in the section dealing with budgets, Homer M. Sweet, Lybrand, Ross Bros. & Montgomery, Boston,

spoke on their construction and use; George E. Frazer, Frazer, Torbet & Co., Chicago, dealt with budgeting control over costs; W. O. Cutter, U. S. Rubber Co., New York, took up the value of budgeting information to the executive, and Henry P. Seiderman, Institute of Government Research, contrasted governmental and commercial budgets. The general discussion which followed is also reprinted.

Two industries, shoe manufacturing and textiles, were the subject of special attention. The former was discussed by F. Richmond Fletcher, as an example of the use preliminary to a paper by R. W. Darnell on "Some Means of Reducing Costs." Four speakers took up problems of the textile industry.

Managers, industrial engineers and cost accountants will find much of value and interest in this book. Methods of securing cost data are the foundation of business, and no executive can afford to miss an opportunity of increasing his knowledge on the subject.

### Asian Printers' Directory

*Asian Printers' and Stationers' Annual Diary and Directory, 1923.* Bombay, India, Cama, Norton & Co., Stone Circle.

From India comes this neat little reference work for the use of printers and stationers in India. It contains a short history of printing in India, a directory of printers, stationers and allied trades, a large amount of useful technical information for printers, and also a diary for the year and a calendar showing the dates in the history of printing. The book itself is an example of commercial printing.

### Solving Labour Problem

*Industrial Unrest; A Way Out—*By B. See. Toronto: Longmans, Green & Co., 40c.

Mr. Rowntree's starting point is that, if industry is to prosper, it must have peace and contentment among its present unrest and suspicion.

At the outset Mr. Rowntree declares his aim: "We must rid our minds of the idea that, just because industrial unrest has lasted for a long time, it is inevitable."

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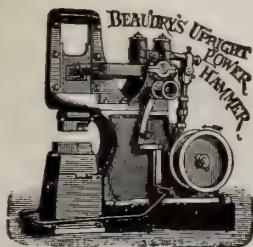
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as to your  
requirements.



continues. "Doubtless," he says, "our British ancestors spoke in a similar way of the cholera and the plague in the seventeenth century. So far from imagining that industrial unrest is inevitable I think that its presence constitutes a serious reflection on the ability of the employers to do their job efficiently." The minimum conditions necessary to any satisfactory scheme of industry are then summarized as follows:

The worker should have:

- (1) Earnings sufficient to maintain a reasonable standard of comfort.
- (2) Reasonable hours of work.
- (3) Reasonable economic security during the whole working life and in old age.
- (4) A reasonable share with the employer in determining the conditions of work.
- (5) An interest in the prosperity of the industry in which he is engaged.

As regards the first two points, Mr. Rowntree has nothing particularly new to say.

Under the third head, he discusses unemployment insurance, and declares himself confident that a scheme providing 50% scale of benefits for a single man and up to 75% for a married man, contributed to by the workers as well as the employers, would not only be most valuable in the way of removing industrial unrest but would actually be found fully to repay industry. It would help to do away with 'canny' and with objections to piece-work, and to the introduction of labour-saving machinery, etc.

Under the head of giving the worker a reasonable share in determining conditions of work, Mr. Rowntree declares that modern education and political conditions being what they are, present-day workers are almost bound to look upon it as unreasonable that in all matters affecting their daily life and their working conditions, capital should always be the absolute master and the worker the unquestioning servant.

Finally, Mr. Rowntree would give the workers an interest in the financial prosperity of the industry in which they are engaged. Something of this nature is, he feels, a necessary

condition of industrial peace. While recognizing the various arguments against profit-sharing and co-partnership which are put forward, even from the side of Labour (that the solidarity of the Labour movement would be undermined, etc.), Mr. Rowntree is convinced that a well-considered scheme of profit-sharing could be made workable and that it would have the most far-reaching beneficial effects. "It would make the workers feel that the employer was honestly trying to do justice to their claims as human beings."

While there are many of Mr. Rowntree's points with which every reasonable man would be bound to agree, it is hard to escape the feeling that Mr. Rowntree is thinking, to a great extent, in terms of some of the more stable English tries for whose product there is an almost infinite demand. In a new country like Canada where innumerable tries are starting from time to time whose beginning is bound to be more or less precarious, obviously be very difficult, even if it were to require them, for instance, to guarantee their employment. Their answer might quite well be "What is to guarantee us against failure?" This, of course, is one of the many differences between this country and England with respect to unemployment insurance.

Perhaps the most interesting question in connection with Mr. Rowntree's proposals is the effect such a scheme would have upon the trades union movement. Mr. Rowntree, himself, does not seem to anticipate any development, there is reason to believe that if such insurance and profit-sharing schemes were introduced in particular industries or groups of industries, trades union organization, as we know it at present, would disintegrate. In other words, does it not follow that if the workers are led to think in terms of their own industry, in the control of which they have a voice and in the profits of which they share, they will cease to think in terms of themselves as a class set over against another class, viz. the employers? And, incidentally, would not this be a condition devoutly to be wished?"

## OVENS



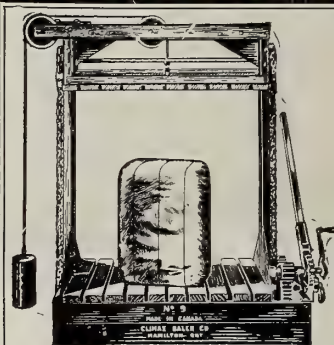
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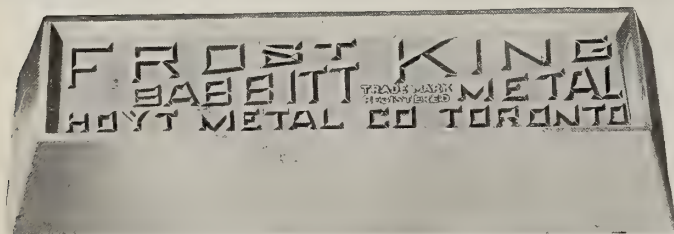
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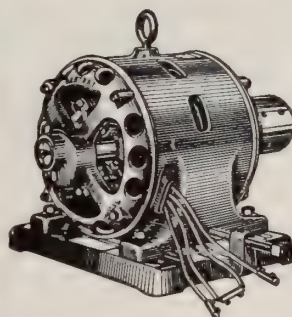
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### Training for Executives

*Job Analysis and the Curriculum.* Baltimore, U.S.A., 1923, Williams & Wilkins Co. Price, cloth \$2, paper \$1.

The authors of this book, Edward K. Strong, Jr., and Richard S. Uhrbrock, are well qualified to deal with its subject, the scientific preparation of training programmes for workers. The former is professor of education research at the Carnegie Institute of Technology, and the latter employment supervisor, traffic department, Western Union Telegraph Co.

Dr. Strong directed the researches on which the monograph is based, during 1920-21. The field chosen was commercial printing and thirty executive jobs were analysed. Specifications were drawn up for these jobs and from these a curriculum was drafted for the training.

While the book will be of great value to printing executives it will also be found suggestive by executives in every industry since the general principles are applicable anywhere.

### Electric Steam Generator

The Dominion Engineering Works, Limited, Montreal, have issued their bulletin No. 101, describing a new coal-conserving apparatus, the Kaelin electric steam generator. It is well illustrated with half-tones and sectional views and contains a comprehensive chart for working out comparative costs of coal-fired and electric steam plants under various conditions. The bulletin contains 16 pages and is sent free on request.

### New House Organ

"Precision" is the name of a neat little house organ of the Rapid Electrotypes Co., Limited, Toronto, which made its first appearance in March. The first number explains the choice of its name as the expression of the company's business policy. It also contains a brief account of the company's history.

The Empire Rug Mills have leased a part of the factory of the Canadian Warren Axe & Tool Co., Limited, St. Catharines, Ont., and are starting to manufacture rugs, employing about 25 hands. Mr. Inverarity is manager of the company.

## Ocean Shipping News

### Steamship Sailings

(Subject to Change Without Notice)

FROM WEST ST. JOHN AND ST. JOHN

To Liverpool

MONTCALM (Cold Stge).....	Can. Pac. S. S. Ltd.....	Apr. 6
*CANADIAN EXPLORER.....	C. G. M. M. Ltd.....	Apr. 11
MONTROSE (Cold Stge).....	Can. Pac. S. S. Ltd.....	Apr. 13
MONTCLARE (Cold Stge).....	Can. Pac. S. S. Ltd.....	Apr. 20
MARLOCH (Cold Stge).....	Can. Pac. S. S. Ltd.....	Apr. 27

To London

*CANADIAN LEADER (Cold Stge).....	C. G. M. M. Ltd.....	Apr. 7
BRANT COUNTY.....	I. C. Transports Ltd.....	Apr. 11
†LEXINGTON (Sirocco Fans).....	Furness Line.....	Apr. 12
BOSWORTH (Sirocco Fans).....	Can. Pac. S. S. Ltd.....	Apr. 18
*CANADIAN CONQUEROR (Cold Storage).....	C. G. M. M. Ltd.....	Apr. 21
†ARIANO (Sirocco Fans).....	Furness Lines.....	Apr. 24

To Glasgow

MARBURN (Cold Stge).....	Can. Pac. S. S. Ltd.....	Apr. 19
CABOTIA (Sirocco Fans).....	Anc.-Don. Line.....	

To Antwerp

MINNEDOSA (Cold Stge).....	Can. Pac. S. S. S.....	
MELITA (Cold Stge).....	Can. Pac. S. S. S.....	I.

To Avonmouth

CABOTIA (Sirocco Fans).....	Anc.-Don. Line.....	
-----------------------------	---------------------	--

To Belfast

DUNAFF HEAD.....	Head Line.....	
Cargo accepted for Londonderry and Cork.		

To Cardiff and Swansea

*CANADIAN NAVIGATOR.....	C. G. M. M. Ltd.....	
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To Dublin

DUNAFF HEAD.....	Head Line.....	
Cargo accepted for Londonderry and Cork.		

To Havre

HASTINGS COUNTY.....	I. C. Transports Ltd.....	
----------------------	---------------------------	--

To Hull

†LEXINGTON (Sirocco Fans).....	Furness Line.....	
†ARIANO (Sirocco Fans).....	Furness Line.....	

To Manchester

†MAN. PRODUCER (Sirocco Fans).....	Manchester Liners.....	
†MAN. CORPORATION (Sirocco Fans).....	Manchester Liners.....	

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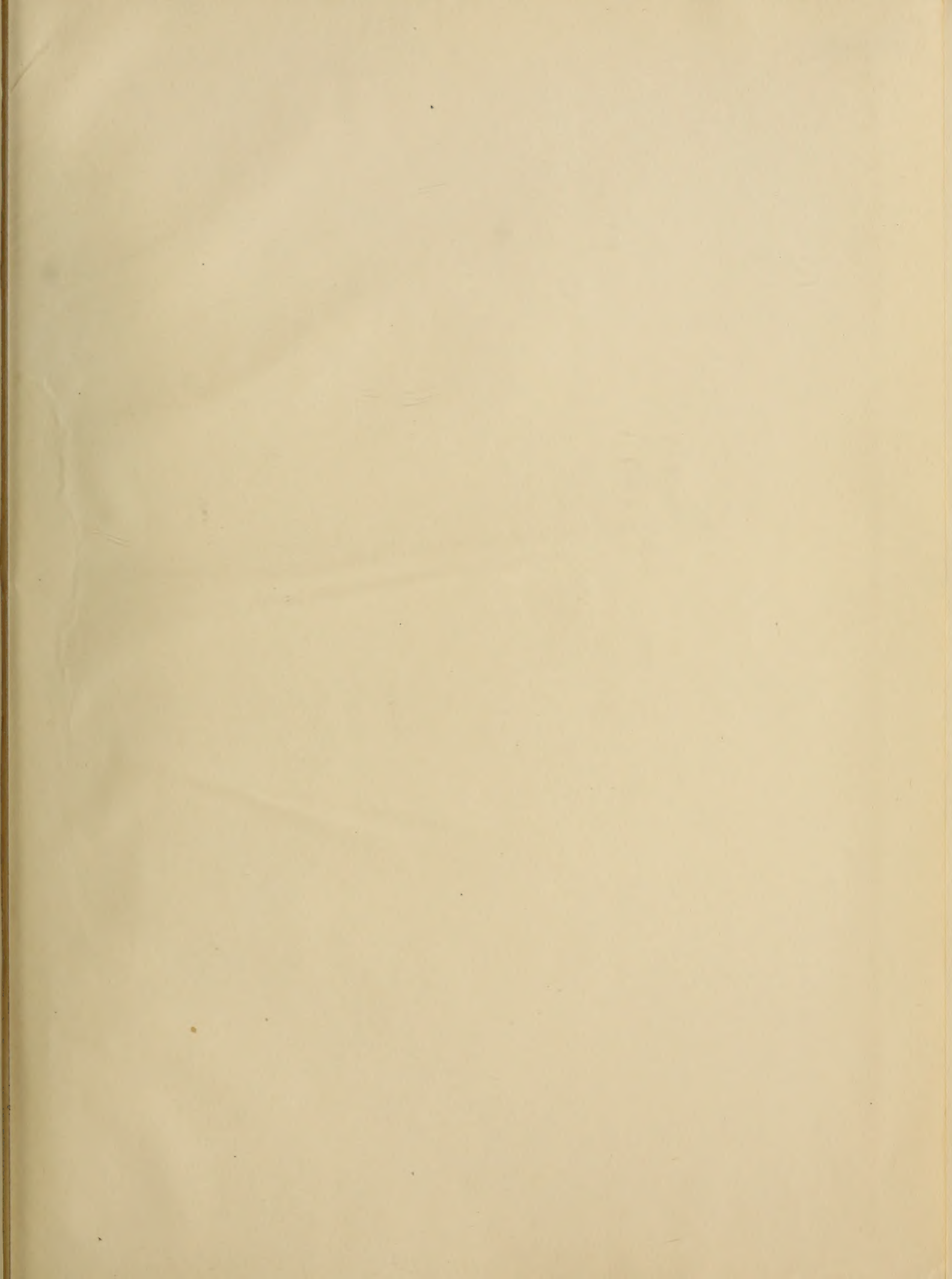


















SERIAL<sup>1</sup>





